

MICHIGAN TRADESMAN

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Volume XIV.

GRAND RAPIDS, WEDNESDAY, MAY 12, 1897.

Number 712

Notice to the Grocery Trade

Many men representing to sell Elsie Cheese are selling other makes under our name. Elsie Cheese can only be bought direct from the Factory or from the Musselman Grocer Co., of Grand Rapids. Elsie Cheese are all stamped "Michigan Full Cream, Factory No. 12." Elsie Cheese has maintained its high reputation for twenty years and is the best selling Cheese on the market.

M. S. DOYLE, ELSIE, MICH.

STANDARD OIL CO.

DEALERS IN

ILLUMINATING AND LUBRICATING

OILS

NAPHTHA AND GASOLINES

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

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

Highest Price Paid for Empty Carbon and Gasoline Barrels.

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.



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.

Naccetoin

Prepared Cake Frosting

Put up in 12 oz. glass jars, in Lemon, Vanille, Chocolate and Rose. 2 doz. jars assorted flavors in a case. A quick seller and a trade winner.

For sale by LEE & CADY and W. J. GOULD & CO., Jobbers, Detroit, Mich.

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,

"The Famous Festival" "Monarch"
"Our Purity" "Michigan Best Roller"

ARE THE BRANDS THAT ARE
 MAKING US FAMOUS

Wm. J. Pollard & Co.
 Proprietors.

ALLEGAN ROLLER MILLS, Allegan, Mich.

**HALE'S
 ENTIRE
 WHEAT
 FLOUR**

Will be a Trade Winner for you or from you.
 Be up to date and introduce
 it into your town.
 Write for special price.

Jonathan Hale & Sons
 Lyons, Mich.

**Store, Window and
 Porch Awnings**

All Shapes, Colors and Shades.

WIESINGER AWNING CO., Mfrs.,

2 West Bridge St., Grand Rapids, Mich.

Phone 1824.

J. A. MURPHY, General Manager.

FLOWERS, MAY & MOLONEY, Counsel.

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SPECIAL REPORTS. LAW AND COLLECTIONS.

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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.

SLUG SHOT KILLS INSECTS

SODA FOUNTAIN EXPENSE

INCLUDES THE ITEM

"Ice Cream Lost or Wasted."



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.



**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.


**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.

Save Trouble
 Save Losses
 Save Dollars

TRADESMAN COUPONS

Our Star  Attraction

**Seymour
 Crackers**

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

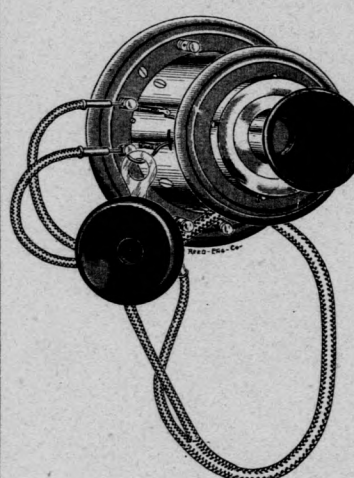
The best cracker to buy is the cracker which is best. Grocers who choose this motto buy Seymour Crackers.

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.



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.

HOLLAND Barrels, full white hoops. . . . \$6 50

HERRING Half barrels, full white hoops 3 75

Subject to being unsold.

FOR

Have only 20 barrels and 15 half barrels.

MUSSELMAN GROCER CO.
 GRAND RAPIDS.

ONE **WEEK**

MICHIGAN TRADESMAN

Volume XIV.

GRAND RAPIDS, WEDNESDAY, MAY 12, 1897.

Number 712

For Sale and Rent because of Old Age

New stock of Furniture, now opening, just from factories, for \$500. Will rent the largest, best-equipped furniture store in Kentucky, three stories and basement; large elevator; can make fair part of rent storing; houses, 120 x 43, surrounded by largest retail and wholesale houses in city. I am 74 years old; must quit. Rare opportunity for live furniture man. Rent, \$1,000 for one year; or \$900 per year, 5 years, monthly payments.
Address, FRANK L. HALL, Owensboro, Ky.

COMMERCIAL CREDIT CO., Ltd.

GRAND RAPIDS, MICH.

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

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.
W. F. CHAMBERLAIN, 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.

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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.

PATENT MEDICINES

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

IS HE A GROCER?

Interesting Point Raised by Miss Rogers, of Copemish.

Copemish, May 7—Knowing full well the contempt in which "kickers" and "soreheads" are rightfully held, I yet run the chances of being classed with those unpleasant individuals and, in behalf of all the competitors in the recent prize-essay competition who are bona-fide retail grocers, I rise to a point of order. I wish to know—and it seems to me that others also will wish to know—why the original conditions laid down by the National Cash Register Co. in its letter of Dec. 15 to the Tradesman were not rigidly adhered to.

That letter was published a number of times in the Tradesman and I think all copies of it were identical. A prize of \$25 in gold and a diploma was offered for the best essay written by a retail grocer on the subject, "How to Successfully Conduct a Retail Grocery Store."

The point I raise is simply this—Is Mr. Conklin, to whom the judges have awarded the prize in the competition, a retail grocer? If a list of the retail grocers of the city of Grand Rapids were to be made, would he be included in the list? If not, why was he allowed to compete? You will observe I do not find fault with the judges for pronouncing his essay the best—I simply want to know why he was allowed to enter in the competition? No question but Mr. Conklin is a good trotter, but why was he allowed on the track?

As I understand the ordinary use of the word, a grocer is one engaged in the sale of certain articles of food, such as tea, coffee, sugar, etc. After a man has ceased to be engaged in such business, if we speak of him as a grocer at all, it is as an ex-grocer or a retired grocer. A man may be justly styled a doctor long after he has ceased to practice medicine—or, indeed, if he has never practiced at all—because the meeting of certain educational requirements constitutes him a doctor; but I think the word grocer is not used in this way. If a man made several changes in business in a year, starting in as a grocer, selling out and going into dry goods, then selling again and embarking in the hardware business, would you still style him a grocer? The biographical sketch of Mr. Conklin does not state just at what time he closed out his mercantile interests to his nephews. If that sale was made previous to the time Mr. Conklin wrote his essay, I cannot see how he was entitled to consideration in the competition. It would be a somewhat strained use of language to call him a retail grocer for some years previous to this transfer.

If the committee will consider how many retired merchants have at some time in their lives been engaged in the grocery business, and the fact that their having been successful enough that they could retire makes them the hardest people in the world to compete against, they will see why we should not want any such in the contest, unless they had full right to enter it. I cannot see why the "rules of the game" should not be as strictly applied in a contest of this kind as in a ball game or a prize fight; but if it can be made clear to me that Mr. Conklin is a retail grocer, I will cheerfully withdraw all objections.

While it was promised that a committee of three judges should determine the award, I do not find fault with the matter being determined by only two, since they, no doubt, tried to act with all possible fairness.

ELLA M. ROGERS.

While the criticism relative to the terms of the offer for this competition may seem to have some pertinence, the Tradesman is not prepared to agree with all the propositions offered by its esteemed correspondent. For instance, a distinction is proposed between one who has acquired a profession—as a physician—and one who has learned the retail grocery business. The Tradesman fully agrees with the writer that the fact that one has, at some time in his life, carried on, or attempted to carry on that line of trade, should not constitute him a retail grocer; but when one has made that branch of trade a profession for many years, has learned it most thoroughly in all its elements and complications in the efficient school of successful experience, the Tradesman is scarcely able to see the difference between the retired grocer and the retired doctor, so far as their professional recognition is concerned. The Tradesman did not understand that the offer was to be restricted to those who might be keeping a grocery or actively engaged in dispensing the necessities of life over the counter or it would have been necessary to have had the contestants submit vouchers as to their qualifications. As far as any evidence at hand is concerned, it is not entirely clear whether the writer of these strictures would be technically qualified, if the strict interpretation indicated should be insisted upon, although the able article she submitted for the contest would seem to indicate the correctness of the inference that she is a retail grocer. However, there is no such name on any list of the retail grocers of Michigan to which the Tradesman has access.

Had the award been given to one not actively engaged in the trade and who had not been qualified by many years of experience in that special line, the "point of order" would have been well taken; but, in inviting to such contest, the intention is to get the best that practical experience and study can give and to exclude such as have achieved their success and are resting on their laurels would be to exclude those best qualified as teachers in the profession just at the time when their advice is most authoritative and valuable.

As to the point suggested, that the decision was made by a committee of only two members, the Tradesman begs leave to state that the essays were submitted to the members of the committee separately, and each without the knowledge of the decision of the other, decided upon the same article. Of course, the calling in of another member could not have changed the decision, and would seem to have been an unnecessary matter of form.

Standard Oil Company Sues a Township.

An interesting lawsuit is soon to be tried over the right of township authorities to exact a license fee from dealers who deliver goods to customers. The plaintiff in this case is the Standard Oil Co., which has sued the town authorities of Mount Holly, N. J., to recover the amount of a license fee collected from the driver of one of the company's wagons.

UNIVERSAL POSTAL CONGRESS.

There is now in session at Washington the fiftieth congress of the International Postal Union, and it is announced that considerably more than a hundred delegates are in attendance. A building has been especially fitted up by the Government for the accommodation of the congress, and every preparation has been made for the entertainment and reception of the delegates.

All the nations of the world, with the exception of the Orange Free State, in South Africa, and Corea, the little Asiatic kingdom over which Japan and Russia are disputing, are members of the Universal Postal Union, and it is understood that these two countries will join the Union at the coming congress. It will thus be seen that the congress will witness the final consummation of the aims of the founders of the Universal Union, as it will witness the spectacle of the whole world united under a uniform set of rules in the matter of communication by letter.

The congress will sit for about six weeks and will discuss many subjects connected with the international mail service. Reforms in methods of transporting and handling mail matter will no doubt, be projected and possibly adopted, and every possible effort will be made to bring about improvement in the means of communication with distant parts of the world.

Although the Universal Postal Union was organized at a convention at Berne, in Switzerland, called on the invitation of Germany, it is, nevertheless, a fact that the United States took the first steps in the direction of bringing about a general understanding among the nations on the subject of handling mail matter. From the very beginning this country has been a staunch advocate of the Universal Union, and has initiated many of the improvements in the handling of mails which have been generally adopted.

The manufacture of genuine French absinthe is the latest American industry. This is guaranteed to be the real stuff, straight from the boulevards. It is made from the common wormwood which is found in many old New England gardens and from which a thick oil is distilled. It has been found by an examination of custom-house exports that sixty years ago large quantities of this American wormwood were exported from New York and Vermont to France, where it was used in making absinthe. But so large has the home consumption now grown that we now use all the wormwood for our own production, as well as five times as much, which is imported from France and Germany. The American wormwood is regarded as the best in the world.

Manchester and Liverpool, which are only an hour apart by rail, are fighting a great commercial duel. Manchester has spent an enormous sum to construct a ship canal to divert the trade of Liverpool, and the latter city has put \$45,000,000 into a new system of docks.

DRESS REFORM ON BIKES.

Proper Attire for Wheelwomen—Tips on Caring for Wheels.
From the New York Sun.

When the biking sisterhood can't wheel they can talk, and that's the way they put in their spare time. Wherever some of them gather together, in the Park, along Riverside, or in any one of the many bicycle academies, the chat is sure to be about wheels, wheelers, or wheeling. At present the enthusiasts, young and old, are very much taken with the new woman instructor, Mrs. Axtell. She is kept busy answering questions from morning until night. The good-humored cyclists seem to think that her opinions concerning the sport are infallible. In the academy where she is employed, when not on the road giving instruction, she stands at a desk in one corner shut in by a high, strong wire lattice. And well she may be for safety's sake, so one thinks after watching her for awhile. A stream of fat women, thin women, women with stunning figures, old maids in short skirts and young girls in shorter skirts, followed by a mob of children, come and go in front of her cage and ask her questions. It's funny to stand near by and listen for a while, and a novice can pick up a great many good pointers by doing so. The first sister to poke her face through the little opening was puffing and panting. She had just come in from a morning spin and jerked out between puffs:

"Can you tell me why it is I get so winded? I'm no novice. Why, I've been riding over a year and can't to save my life go over ten miles, and then I have no breath left in me. I'm not so very stout, you see," she continued, smoothing down her ample sides, "that is, considering the size of my frame. I only weigh 189 pounds."

"Size, madam, has nothing to do with it," answered the woman instructor. "You wish me to be frank with you, of course? Yes? Well, then, your corsets are too tight, and that is the reason you get out of breath so easily. If you should sit down in a chair your breath would be cut right off. The same is true of seven out of every ten women. When a woman sits down naturally her figure bends. It isn't perfectly straight, as it is when she stands. Of course, the corset bends with the figure and shuts off all chance of her taking a full, long breath. Some women go all their lives without even enjoying perfect freedom in breathing. Now, when you sit on the wheel your position, if correct, is almost that which you assume in sitting on a straight chair, and, of course, a tight corset cuts off the wind."

"Whenever I go to make a hill," said the stout woman, "my mouth flies open almost automatically, and then I begin to puff and pant and pant and puff like an old-fashioned fire engine."

"Certainly, you do," answered Mrs. Axtell. "And you get a slight pain about the heart, too, don't you?"

"Yes," answered the woman, and an echo came from all down the line, "So do I."

"It all comes from being tightened up," continued the authority, "and then people have a chance to say that wheeling is bad for the heart."

"I believe it is," put in a pretty brown-eyed girl, "for I know I have no heart affection, and yet I always feel that nagging pain at my heart after making a hill."

"How should a woman dress for cycling?" asked an elderly woman away down the line. "I know columns have been written about it and lecturers on dress reform have reeled off yards of advice about the proper dress for cycling, but you, as an invalid who has been competently cured by the wheel, tell us what you think about it."

"Then I can answer all of your questions in one," said Mrs. Axtell with a laugh, "because if you dress as I say the puffs, and the pants and the pains about the heart will all disappear. Now that summer is almost on us wheelwomen should dress most comfortably

for warm weather, and to save the breath, first, last, and always. Never ride without wool next to the skin. The most comfortable material is a wool and silk mixture called pongee. Even those most sensitive to wool can wear this, as it is soft enough to put on a newborn babe. It comes in union suits or in vests and equestrienne tights; some women prefer to wear all in one, others the two separate pieces. The wool absorbs the perspiration and the silk is cool and keeps the garment from sticking to the body.

"If one must wear a corset, wear a bicycle corset, which is very short over the hips and abdomen; and wear it so loose that it just hangs on. Take care that it hasn't a stiff bone in it, and that it is as pliable as possible. But go without a corset if your figure will possibly admit doing so. Wear a closely woven ribbed corset cover instead, and then you'll find that your mouth won't fly open when you face a hill or buck against a strong headwind. The bloomer as an undergarment has about had its day, and women who wheel for pleasure wear instead knickerbockers with a cuff at the knee. Of course I don't mean tight knickers, but those with about as much fullness as a man's bloomer. Over the knickers wear a short skirt; short, mind you. I don't mean one that comes just below the knee, but neither do I mean one that is ankle length. Women have lengthened their bicycle skirt this spring, and it is a great mistake. The ready-made suits all have longer skirts, and the tailors say that their orders are nearly all for longer skirts. That's the reason you see so many women on wheels clutching at their skirts nowadays. A long skirt for cycling is ungraceful, uncomfortable, and dangerous. When going for a ride, covering any distance, always wear a sweater; but a shirt waist is more comfortable for a short spin in town. The feet should be clad in golf stockings and low shoes, and above all things do not wear trimmed hats when wheeling. It is exceedingly bad form, and my advice is not to wear a veil. A veil looks inappropriate with a cycling suit. You are out for the air and you shouldn't try to take it sifted through a yard or two of chiffon or net."

"But one's hair blows about so," said a young woman whose locks showed that they knew the tortures of the curling iron.

"Let it blow," said Mrs. Axtell emphatically. "The women who have the most beautiful hair are those who let it loose so that the air can get to it on every possible occasion. And it is much better for the eyes and complexion to go without a veil. Clothed in the way I have advised, you wheelwomen will find freedom. The steepest hill will not even bluff you, and you will know the joy of breathing in a full supply of fresh air and sunshine."

"Another suggestion. When two women ride together they talk all the while like a couple of buzzsaws running against each other. Just before coming to a hill, or when riding against the wind, learn to keep your mouth shut, breathe through your nose. It is a little hard at first, but it is worth the sacrifice in the ease and comfort it brings."

"But about the heart?" reminded the plump girl.

"It has been said," the instructor went on, "that no one should ride a wheel without consulting a physician. This is very good counsel, providing one consults a doctor who knows his business. Nearly every one will be advised to ride if such a man is consulted; but if a wise physician tells a woman not to ride a wheel and gives her a satisfactory reason why she should not do so, then let her follow his advice. Every woman who complains of that pain about the heart hasn't heart disease by long odds. You never hear old-time wheelwomen complain of it, the women who ride for health and pleasure. These complaints come from two classes of women. One is composed of the women who ride to show themselves. They usually have elegant figures and they lace themselves into fine suits and mount a wheel because they

THIS HAPPY FAMILY

are reinforcing their frames. Reinforced frames are an absolute necessity if maximum strength with minimum weight is desired.



Some makers are not reinforcing their frames. A bicycle frame without reinforcement may stand up; most of them probably will. Our cheapest Clipper, the No. 30, (\$50.00) is made of 1 1/4 inch 18 gauge seamless tubing in main frame, 3/8 rear stays and 1/2 tapered rear forks, with no reinforcements except in rear forks. In '96 we made 5,000 of these frames. We had five times as many broken ones returned for repair as we had of an equal number made of 1 1/4 inch 20 and 22 gauge reinforced seamless tubing of same make and same carbon. The No. 30 weighed 28 lbs., the others from 23 to 25 lbs.

Did you ever see a reinforced Clipper frame broken? We have, but they are "as scarce as hen's teeth." You may not pay quite as much for a Clipper with reinforced frames as others ask, but that does not signify that Clippers cost less to make. Expensive advertising must be paid for by somebody. The spiral name plate tells you the wheel to buy. Any Clipper dealer will tell you the price you ought to pay.

MADE BY
GRAND RAPIDS CYCLE CO.,
Grand Rapids, Michigan.

No. 248 N.

IT'S
WORTH
A
CENT!

IF YOU ARE

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

INTERESTED

in knowing what there is on the market.

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

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

Studley & Jarvis,
Grand Rapids, Mich.

Use Tradesman Company's Bicycle Contracts



know that they will be conspicuous. We hear a great many complaints from them about the injury that the bicycle does to women. The other class is composed of sensible women, who ride for pleasure, but through ignorance dress improperly, and so get these little tugging pains about the heart back, and limbs. In certain diseased conditions of the heart cycling has proved very beneficial. Taken in moderation it improves the nutrition of the organ and develops the muscular fibres, thereby enabling the heart to perform the work that the Creator intended it to perform. Scorching, hill climbing, and century runs are not moderate forms of wheeling, and only women of perfectly sound physique should attempt them. The pains that the average woman feels about her heart do not come from a diseased heart, but from the terrible muscular effort necessary to pump enough air into her tightly squeezed lungs for breathing purposes. To go without corsets may not be so romantic as to have heart disease, but it's a sight more comfortable.

"Do you think that a woman can ever learn to care for and adjust her wheel?" asked a willowy blonde, pushing her way to the head of the line.

"Very few women can learn to adjust a wheel," answered the authority promptly, "and comparatively few men do."

"Where would a woman learn to adjust a wheel? She would have to go to a man who thoroughly understands a bicycle, and bicycle mechanics for the last three seasons have had no time in which to teach women to adjust their own wheels. Anyway, not every man has a head for mechanics. I don't say that no woman can learn to adjust a wheel. I've jumped off mine many times to adjust some man's, but I own frankly that my knowledge came through my husband, who understands mechanics perfectly. He had to bang and bang before I got all the points through my head."

"Well, you see I try to care for my own wheel," interrupted the blonde, "and it really takes nearly all the pleasure out of riding."

"Yes, it does," cried a dozen voices, young and old.

"No woman," said the instructor, "can take care of her wheel properly and not have nervous prostration. It is much better to store one's bicycle, especially in New York, where room is so valuable that dwellers, especially in apartments and boarding houses (and the vast majority of riders are such) find it inconvenient to provide a place for bicycles. When a woman comes in from a ride she is tired and wants to take her bath, change her clothing, and rest. She does not want to stop and spend an hour or two cleaning her wheel, which is absolutely necessary for its preservation; so she puts it off. After she gets her bath, she does not want to get all mussy, as she expresses it, so she puts off cleaning it again. When she is ready for another ride she finds her wheel still uncleaned, and of course it takes away the greater part of the pleasure if she has to stop and clean it before starting. It is worth a great deal more than the little it costs to store a wheel. No woman can take her wheel apart and clean it properly. She hasn't the tools with which to work, and after getting it apart she couldn't get it together again. If she stores her wheel it is thoroughly cleaned by an expert every time she comes in from the road, and if she should want to use it in three hours again she would find it in apple-pie order. Indeed, a woman is foolish to wear herself out keeping her mount furbished up, especially when she can't half do it."

His Offence Magnified.

From the Chicago Daily Tribune.

"The charge against you, prisoner," said the magistrate, "is that you were caught in the act of purloining haberdashery."

"It ain't so, y'r Honor," snivelled the abject wretch, "an' de cop knows it. All I wuz doin' wuz stealin' neckties."

Bicycles Scare the Birds.

From the Chicago Tribune

"Birds in the park?" said the old South Park policeman, "naw, not now. There used to be lots of them, building nests in every bush and singing on every tree, but nowadays there's nothing but sparrows. Sometimes there's a bird or two that tries to nest, but they don't stay long. The bicycles are too much for them."

"You see, it's like this," he continued to his interested listener. "Before the bicyclists got so numerous most of the people in the parks and boulevards stuck pretty well to the roads and walks, and were only around in the daytime. But since the bicycles have brought us such crowds the whole place is entirely overrun with people, who find every shady spot, walk around every bush, and lean up against every tree. Especially they make night into day, and lucky indeed, is the poor bird which can find a roosting place that is not disturbed by the presence of the omnipresent riders."

"The result of this, in my observation, has been the almost entire lack of the little songbirds that used to make the parks a pleasure to walk in during summer. There were orioles, thrushes, catbirds and robins in the larger trees, and quantities of yellowbirds, flycatchers and warblers in the bushes. In the fall, when the leaves dropped, there could be counted nests in the bare limbs by the hundreds. Nowadays the few nests you see are principally sparrows'. Ugh!" And the big policeman turned away disgustedly.

English professionals in bicycling are having a hard time this season in securing contracts to ride for wheel manufacturers, and those who get the contracts seem to be getting very little money. An English cycling paper says: "A well-known rider who has recently jumped suddenly into fame was offered £20 a week for six months in Paris. This offer, however, he refused. On his return to England the best offer he could get was £10 per week. The racing man is finding it much more difficult to fix up this year, and several well-known world's record holders are still open to ride any make of tire or machine. Some of the lesser lights have even had to purchase their racing machine."

It is better for a young man to rest with the chickens at dark than to go on a lark in the night.

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.

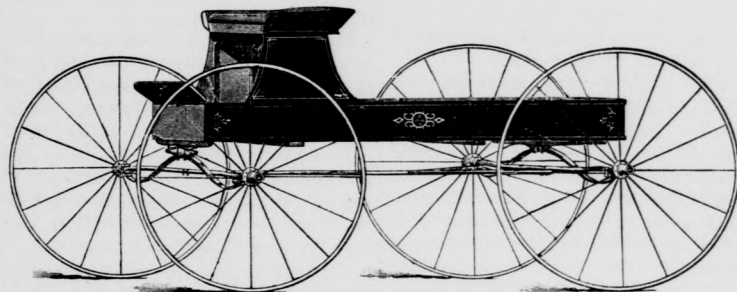
No bicycle dealer can afford to get along without this form.

TRADESMAN COMPANY,
GRAND RAPIDS.

WHEELS! WHEELS! WHEELS!

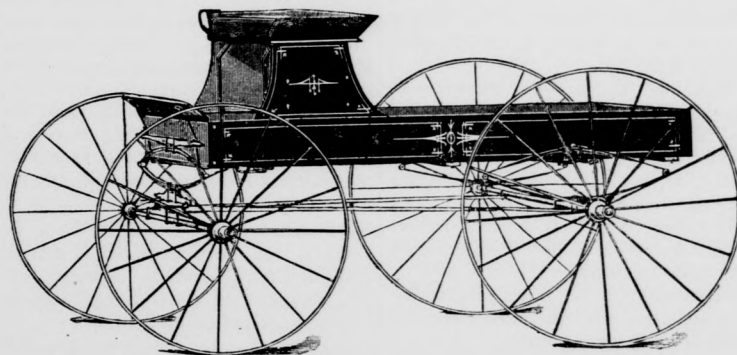
While you are buying wheels, do not neglect the

GROCERS' SAFETY



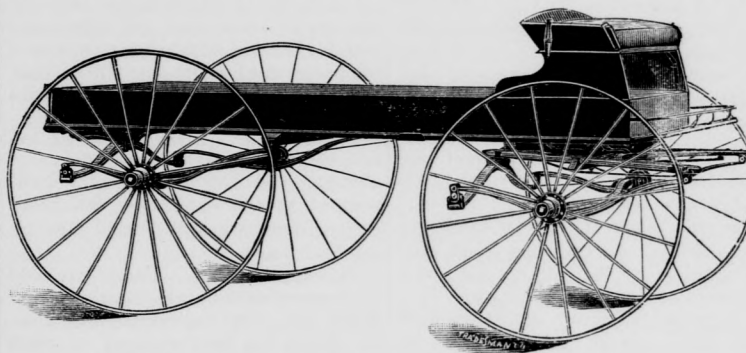
No. 1 Cross Spring Delivery Wagon.

Body, 6 ft. 6 in. Width, 2 ft. 7 in. Depth, 7 in. Capacity, 1,000 pounds. Patent wheels, double collar, steel axles. Price, \$28.



Three Spring Delivery Wagon—Made in Two Sizes.

No. 1. Body, 6 ft. 6 in. Width, 31 in. Capacity, 600 to 800 pounds. Drop end gate. Price, \$34.
No. 2. Body, 7 ft. Width, 3 ft. Depth, 8 in. Capacity, 1,200 to 1,500 pounds. Body hardwood. Price, \$36.



Full Platform Spring Delivery Wagon.

No. 1. 1 1/2 Concord steel axles, 1 1/2 tread Sarven patent wheels. Oil tempered spring, 1 1/2-4 and 5 leaf. Body, 9 ft. Capacity, 1,500 to 1,700 pounds. Hand made and fully warranted drop tail gate. Price, \$50.

No. 2. 1 1/4 Concord steel axles. 1 1/4 tread Sarven patent wheels. Oil tempered springs, 1 1/2-5 and 6 leaf. Body, 9 ft. Capacity, 1,800 to 2,500 pounds. Drop tail gate. Price, \$55.

Here's the wagons and here's your prices! Take your choice!
Full value in each wagon for the money!

BROWN, HALL & CO.,

Manufacturers of BUGGIES, WAGONS AND HARNESS,
GRAND RAPIDS.



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.

Around the State

Movements of Merchants.

Stronach—Frank Schons has opened a meat market.

Wetmore—Cox Bros. succeed W. F. Cox in general trade.

Cheboygan—C. M. McDonald has opened a new grocery store.

Holland—Will Z. Bangs has removed his drug stock to Milwaukee.

Temple—Jay West has purchased the general stock of Chauncey H. Jones.

Grand Ledge—D. B. Freeman has opened a new dry goods and shoe store.

Coopersville—Fred Phillips succeeds Smith & Phillips in the meat business.

Bay City—J. L. Seebeck has purchased the grocery stock of M. P. Lum.

Besemer—The I. J. Lucia Co. succeeds Lucia, Waters & Co. in the meat business.

Beaverton—M. O. McFarland, general dealer, has removed from Coleman to this place.

White Pigeon—Wm. Dow has opened a grocery store. Berdan & Co., Toledo, sold the stock.

Saginaw (W. S.)—F. M. Prentice succeeds F. L. Carter & Co. in the grocery business.

Ann Arbor—Frank Koebele has opened a bakery in the old Haskins store on Cross street.

West Bay City—Miss M. Dunn is succeeded by W. J. Dunn in the grocery and bazaar business.

Mackinaw—D. A. Trumpour & Co. have sold their wholesale and retail fish business to W. E. Robinson.

Ironwood—Darwin & Garaglity succeed Peter Darwin in the wholesale and retail confectionery business.

Charlotte—H. A. (Mrs. N. E.) Gibbard is succeeded by E. V. (Mrs. E. J.) Abel in the boot and shoe business.

Benton Harbor—Mrs. J. F. Willitts has sold her meat market to J. S. Lapoint, who will continue the business at the same location.

South Fairfield—Stillwell & Franklin have sold their stock of general merchandise to Wm. P. Luke, who will continue the business.

Barryton—John I. Helmer has begun the erection of a two-story frame store building which he will occupy with a furniture and undertaking stock.

Laingburg—Whitney & Bailey have sold their grocery business to F. M. Dodge and E. Bixby, who will continue the business at the same location.

Carson City—Fred Holmden and Charles R. Culver, Jr., have gone to Portland, where they have embarked in the bakery and restaurant business.

Kalkaska—L. Grathwohl has purchased the building recently occupied by Mrs. F. E. Turrell as a millinery store and will occupy it as a tailor shop.

Zeeland—P. Van Den Bosch has sold his boot and shoe stock to John M. and Theodore Van Zoeren, who will continue the business at the same location.

Kalamazoo—Cornelius Crawford has sold his drug stock to C. Guy Putnam and Dan D. Putnam, who will continue the business under the style of Putnam Bros.

Menominee—W. A. Kimpel, of Seymour, Wis., will open a general merchandise and flour and feed store in the Cota building, 210 Bellevue street, in a few days.

Fremont—Albert O. Hoyt has sold his interest in the drug firm of Norton & Hoyt to his partner, who will continue the business under the style of Lorenzo E. Norton.

Tustin—Lee Haybarker has sold his meat market to R. B. Farr and will hereafter devote his time to his farm in Rose Lake and his general store at Milton Junction.

Moline—J. D. Noah has disposed of his stock of hardware to W. J. Cook, who will continue the business at the same location. Mr. Noah will continue in the lumber trade.

Saginaw—Dorr & Austin, who have conducted a grocery and general store at the corner of Perry and Hamilton streets for several years, have added a hardware department.

Thompsonville—W. A. Anderson has sold his stock of general merchandise and will devote his entire attention to the lumber trade. He has a mill at Turtle Lake at work now.

Mancelona—John M. Flanagan has purchased the N. J. McCullough clothing and shoe stock, at Alma, and will remove it to this place and consolidate it with his general stock.

White Pigeon—D. W. Rank has sold his grocery stock and bakery fixtures to Edgar Franklin, of South Fairfield. Mr. Rank had been engaged in trade here for nineteen years.

Jackson—Charles H. Patterson has purchased the Brooks drug store and will carry on the business hereafter. Mr. Patterson has been manager of the store for the past six months.

Ann Arbor—The firm of W. G. & E. Dieterle has been dissolved by mutual consent, Enoch Dieterle assuming entire control of the undertaking business formerly carried on by the firm.

Saginaw—C. L. Sanderson has purchased the grocery business which has been conducted for many years by Mrs. A. J. Poetter at 814 Gratiot street. He will continue it on the cash plan.

Lowell—Chas. H. Alexander, for several years book-keeper and right-hand man for Charles McCarty, has purchased the bazaar stock of the late O. G. Hale and will continue the business at the old stand.

Grand Haven—Klaas Leunenga has sold his meat market to John Meyer, of Chicago, who will continue the business at the same location. Mr. Leunenga will embark in the string butchering business.

Petoskey—Geo. W. Bump has sold his grocery stock to J. E. Martin, of LaPorte, Ind., who has taken possession. Mr. Bump had been engaged in trade for twenty years and was one of the landmarks of the place.

Tawas City—Some of the creditors of H. Cohen, the deceased shoe dealer, have agreed to assign their claims at 37½ cents on the dollar. A circular letter has been sent to all the creditors, asking them to agree to this.

Ithaca—Willis Russell, for several years pharmacist at the drug store of Crawford Bros. here, and afterwards manager of a drug store at Fowler, has been employed by Crawford Bros. to take charge of their new store at North Star.

Coldwater—Dudley Stevens, formerly of this city, but who for a short time past has been engaged in the jewelry business at Dundee, has decided to return to this city and has opened a jewelry store in the vacant half of the McLane block.

Detroit—A. A. Vlier, who was in charge of the meat department of F. J. Dettenthaler, of Grand Rapids, for several months, has removed to this city with his family and embarked in the meat and provision business at 301 Woodward avenue.

Byron Center—Frank Bark has removed his drug stock to Sears, where he was formerly engaged in trade.

Marquette—Charles W. Johnson, of Flint, has come to the city to assume charge of the prescription department of the new drug store in Gooding & Ormsbee's old stand. Mr. Johnson has been employed in the laboratory of Williams, Davis, Brooks & Co., of Detroit, for a number of years.

Saginaw—The building formerly occupied by the Hoyt Dry Goods Co. has been leased and will shortly be reopened by the Sibley, Lindsay & Curr Co., of Rochester, N. Y., who will stock it up with dry goods and conduct business on a large scale. This corporation has about ten dry goods establishments in different cities of the country.

Saginaw—Eugene Ringle, who has conducted a drug store for many years at 118 South Hamilton street, contemplates retiring from business and visiting his old home in Germany. Mr. Ringle is upwards of 70 years of age and is one of Saginaw's many men who have passed the three score and ten limit and are still hale and active.

Detroit—Coulson & Morhous have merged their stove and house furnishing goods business into a stock company under the style of the Coulson & Morhous Co. The incorporators are Nicholas Coulson and William A. Morhous, 645 shares each, and Geo. W. Radford, 10 shares. The capital stock is \$25,000, of which \$13,000 has been paid in.

Manufacturing Matters.

Mesick—L. J. Tripp has started his broom handle factory after several weeks' rest. He has put in a new boiler.

Alma—The Alma Anti-Coffee Co. has begun the manufacture of its new product, which it will shortly place on the market.

Mt. Pleasant—Judson Cole has sold his interest in the planing mill of Cole & Root and has gone into a flouring mill at Brighton.

Alanson—S. A. Ingraham and A. F. Darling have purchased the Sinclair sawmill property of Mr. Phillips and will operate the mill to its full capacity.

Lake Odessa—J. L. Broughton, of Middleville, has effected a deal where by he obtains control of the Lake Odessa creamery. He will commence operations at once, making both butter and cheese.

Robinson—DeWitt Bros. are removing their shingle mill to Charlevoix where they have a five years' contract to cut cedar shingles. J. DeWitt will remain at this place and continue the general store business.

Saginaw—The American Potato Flour Co. is now working up about 800 bushels of potatoes daily, and will soon be shipping a carload of potato flour a week. The company is preparing to make contracts with Saginaw county farmers for their potato crop. The price has not been definitely fixed, but will probably be about 20 cents per bushel.

Sebewa—E. L. Lowe has purchased the Sebewa grist mill and will operate it to its fullest capacity.

Saranac—Mercer & Wallington have their new dairy establishment nearly completed. They will make butter and sterilize milk and cream for the city trade, instead of making cheese, as first intended.

Kalamazoo—P. L. Abbey has purchased the lot at the corner of Willard and Walbridge streets and will erect a laboratory building, 60x80 feet in dimensions, at an expense of \$3,500, to be occupied by the Celery Medicine Co.

New Richmond—Jacob Van Putten, of Holland, is putting new machinery in his sawmill and will soon manufacture bottoms for Climax fifth baskets. He will employ twenty people and expects to start his factory in two weeks.

Saginaw—The Central Lumber Co. has concluded a purchase of 5,000,000 feet of white pine logs in the Lake Superior region and expects to receive two rafts before the end of the month. The mill at Carrolton will be started about the middle of the month.

Detroit—The Mascotte Cigar Co. will remove its factory from Oxford to this city. W. J. Tunstead, who was here looking up a site, says cigars can be produced much cheaper in Detroit since the cut in the bill of prices made by the cigarmakers' union.

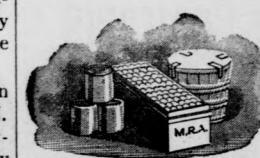
Cheboygan—The National Salt Co., of Cleveland, has contracted with Swift & Clark for a quantity of staves to be made from slab wood, the staves to be used for making salt barrels. The staves will be shipped in bundles, the same as elm staves. The other mills will probably make similar arrangements.

Detroit—A syndicate composed of Robert McKay, J. B. Howarth, Frank C. Pingree, Gov. Pingree, Jerome Croul and F. H. Croul have sold an important patent to the McKay Never-Slip Sole Co., of this city. The patent covers a valuable invention in the manufacture of shoes, the consideration for the transfer being \$40,000.

Stanton—Cadwell Bros. have broken ground for their elevator and warehouse at the corner of Main street and the railroad, and the work will be rapidly pushed to completion. The elevator will be large enough to accommodate all the grain that may come to this market, and the warehouse and potato cellar will be ample in size to take all the other products the firm can handle.

Saginaw—Having driven the Hemmeter Cigar Co. out of the city by the arbitrary methods invariably pursued by trade unions, union men are now appealing to the public to invest capital in another enterprise to take the place of the Hemmeter concern. Those who are familiar with the situation politely decline to invest, as they do not care to invest their surplus in a business which can be ruined in a day through the efforts of walking delegates and strike managers.

Gillies' N. Y. Great Clearance Tea Sale now on. Phone Visner, 1580.



50,000 Pounds Butter

Wanted to pack and ship on commission. Good outlet. Eggs on commission or bought on track.

M. R. ALDEN,
98 S. DIVISION ST., GRAND RAPIDS.

Grand Rapids Gossip

Geo. D. Clinton has opened a meat market at 1166 Wealthy avenue.

A. M. Kennedy has opened a grocery store at Saugatuck. The Musselman Grocer Co. furnished the stock.

N. P. Gould has opened a grocery store at Tallmadge. The stock was furnished by the Musselman Grocer Co.

H. O. Miner, meat dealer at Yuma, has added a line of groceries. The Clark-Jewell-Wells Co. furnished the stock.

Dr. F. W. Neal has arranged to open a drug store at Newberry. The Hazeltine & Perkins Drug Co. has the order for the stock.

Chas. R. Smith has again engaged in trade at Cadillac, this time in the grocery business. The stock was furnished by the Olney & Judson Grocer Co.

Morse & Miller have engaged in the grocery and shoe business at Miner Lake, five miles north of Allegan. The Ball-Barnhart-Putman Co. furnished the groceries and the Herold-Bertsch Shoe Co. supplied the shoes.

The street market, which has spontaneously grown up at the old location from which it was removed by the Common Council two years ago, continues to increase as the season advances until the locality begins to manifest its old-time appearance. For the distance of a couple of blocks the street is pretty well lined with vegetable wagons and already there is quite a trade, although the vehicles are generally small. The hucksters and peddlers are naturally pretty well in evidence in proportion to the size of the market and theirs seems to be the lion's share of the business so far.

The Grocery Market.

Sugar—The sugar market is strong, and may be advanced to cover all the decline made by the change in freights to water points. The possibilities of the tariff still have a strong effect on the market, and inasmuch as an added duty is liable to pass, the market is not likely to be lower than at present for some time. The trade in this market is light, as it seems to be the country over.

Coffee—Package coffees are quotably the same as last week, although the weakness caused by the coffee war is still a feature of the market. Some cheap lots of bulk roasts have been sold this week. At the prices made the bulks are cheaper than the package coffees. The market may be called steady at present quotations. Reports from Rio show a stronger tone to the market, induced by foreign purchases.

Rice—The market is strong and is stimulated to still higher figures by the prospect of a duty to be added, and by the small stocks of domestic rice.

Canned Goods—Some interest is being shown in sardines. Some very fine grades of these fish are being packed on the coast of Maine, and a good and profitable sardine industry is springing up on the California coast. There have been some very poor goods packed on the Atlantic coast, and the country has been filled with cheap sardines, that have injured the reputation of the American product, and to such a degree that the better grades of American goods are branded with a French trademark. Reports from the Columbia

River canneries show that indications are for higher prices. The early catch is very light. The fishers also are asking more for fresh fish than the sales of future canned stock will warrant. It now looks as though some of the canneries that have sold ahead will have to fill orders at a loss. The present condition of tomatoes and corn is steady, with nothing to indicate a lower market.

Provisions—The changes in the provision market during the week have not been important and the position is about the same as a week ago, there being more weakness relatively in lard than in other articles. With the advent of warmer weather an enlarging demand for meats is looked for. The export clearances of product for the week were notably large of both lard and meats and a healthy demand from abroad appears to be maintained. The stocks at Liverpool on May 1 were somewhat larger than a month previously for bacon and lard, and moderately reduced for hams—the totals being considerably larger than a year ago.

The Produce Market.

Asparagus—Home grown 50c per doz. bunches. Southern, out of market.

Beets—50c per doz. bunches.
Butter—Separator creamery is held at 14½@15c. Dairy grades are very plentiful and command only 8@9c per lb. for the best.

Cabbage—85c per doz. for Mobile stock.

Cucumbers—Home grown command 90c per doz. Southern fetch 60c.

Eggs—The cold storage people have ceased taking in stock to any extent, in consequence of which the paying price has dropped to 7@7½ on track. The quality is not up to the standard of a month ago and the average of the offerings is much smaller in size.

Honey—White clover is in fair demand at 12@13c. Buckwheat is not so salable, bringing 8@10c, according to quality and condition.

Lettuce—Grand Rapids forcing 10c per lb.

Maple Syrup 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.

Pieplant—The market is glutted with home grown, which commands 1½c per lb.

Pineapples—\$1.50@1.75 per doz.
Potatoes—New Bermudas command \$1.50 per bu. Home grown are still dull and sluggish.

Strawberries—The receipts are growing larger, the quality is fine and the demand is good. The market is steady at \$3 for 24-quart boxes. The arrivals are cleaning up well, and the shipping demand is unusually large. The medium and lower grades of berries are weak, with prices going lower. Receipts of berries are now regular, and almost any order can be filled with certainty.

Tomatoes—60c per 6 lb. basket.
Wax Beans—\$2.25 per bu. crate.

The G. J. Johnson Cigar Co. has increased its working force as fast as competent workmen could be secured, but it is still behind with its orders and is compelled to crave the indulgence of its customers for a few days until the present rush of business can be overcome. In the meantime, it would be well for those handling the Johnson brands to keep their surplus stock in as dry a place as possible.

It is estimated that the annual production of wine in the world is 3,671,973,000 gallons. The United States ranks twelfth in the list of wine-producing countries.

'Tis easy enough to be pleasant,
When life flows along like a song;
But the man worth while is the one who will smile
When everything goes dead wrong.

GAINED A POINT.

Retail Grocers Score Another Victory over the Hucksters.

The Grand Rapids Retail Grocers' Association has succeeded in getting the annual license fee paid by city hucksters increased from \$21 to \$26. At the last meeting of the Association, a special committee was appointed to present the matter to the License Committee of the Common Council and on Thursday evening J. Geo. Lehman appeared before the Committee as spokesman for the delegation and, in a few well chosen words, presented the case to the grocers so concisely and convincingly that the Committee unanimously decided to recommend that the request of the grocers be granted.

The matter came up for final action in the Common Council Monday evening, when Alderman Verkerke showed his "fine Italian hand" by getting Alderman VanHekken to move as an amendment that the fee be kept at the old figure—\$21 a year. The amendment was lost, fourteen aldermen voting against it and ten for it, as follows:

Anderson, Benjamin, Dykema, Peck, Saunders, Stein, Teachout, Tibbetts, VanHekken, Verkerke.

The report would thereupon have been adopted had not Alderman Stein moved that the fee be fixed at \$26 which was adopted by fifteen affirmative and nine negative votes, the affirmative votes being as follows:

Anderson, Benjamin, Campbell, Dykema, Forbes, Gibson, Lambrix, Peck, Saunders, Slocum, Stein, Teachout, Tibbetts, VanHekken, Verkerke.

As usual, the Tradesman suggests that the retail grocers of the city cut out the record of these two votes and paste them in their hats, where they can be referred to from time to time as the aldermen present themselves for re-election to the Council.

The license matter is in excellent shape this year, inasmuch as annual licenses only can be issued, and, besides, the licenses are not made transferable, as has been the practice in some previous years; furthermore, the bond feature—each peddler being compelled to give a bond with two sureties in the sum of \$50 each—still remains, and, with the efficient work of the police department in shutting out unlicensed peddlers, the grocers are to be congratulated over the results of their efforts. If they can get the fee increased \$5 a year during a period of financial depression, they can do better another year, when the depression is less in evidence.

The Grain Market.

Wheat followed in a very narrow channel during the week—varying not more than 1c per bushel, and cash wheat closed at the same point as it did one week ago. Spring and winter May wheat is about 4c per bushel higher than it was at the corresponding time last week. Cash winter wheat is still far above spring wheat, but the probabilities are that the differential will soon be less. The visible showed a decrease of 2,550,000 bushels, or about 1,000,000 bushels more than was generally expected, leaving the amount in sight 31,862,000 bushels, against 54,000,000 bushels last year. The visible is now the smallest in twelve years, except in 1889, 1890 and 1891. The Government crop report shows only 80.2 per cent. of an average crop, against 82.7 per cent. in 1896 and 82.9 per cent. in 1895. The world's shipments were 4,743,000 bushels, against 3,500,000 bushels last year.

The reports from California are of a bullish nature, especially as the drought continues. We hear of complaints from the Eastern part of our own State, but we cannot complain in this section. The French crop seems to have been cut down by being winter killed to about 300,000,000 bushels, while last year it amounted to 340,000,000 bushels. Looking at the market from a statistical standpoint, wheat will sell far above the present prices and the writer does not see how it can be kept at present low prices. To be sure the receipts from the Northwest are of a formidable proportion and the seeding in Minnesota and the Dakotas goes bravely on; so we really expect another bumper crop—barring accidents. The receipts of winter wheat at initial points are, indeed, very moderate and show no signs of increasing in the near future. The demand for flour is fair. The mills are not running at full tilt and will have to slacken down, owing to the scarcity of winter wheat, as stated in our previous letters. Mill feed is in good demand at full prices.

As is usual, corn and oats follow in the wake of wheat, so there is virtually no change since our last report.

Mills are paying 85c for wheat, but this is about 1c above what it should be. As heretofore stated, the millers prefer to have a steady market here, so do not always follow it up and down. Hope we can make a better report in our next.

The receipts during the week were 34 cars of wheat, 8 cars of corn, 10 cars of oats and 2 cars of rye.

C. G. A. VOIGT.

The Market Situation.

In an interview on the outlook for making the market site available for the needs of this year's business, Alderman W. H. Gibson, chairman of the Committee on Market, gives the following outline of the situation in the Tradesman:

"The reason why work could not be undertaken sooner this spring is that the Island is so soft, on account of the long-continued high water affecting the earth put in during the winter, that it will not sustain a roller. The attempt to begin rolling was made last Monday, but the heavy roller first tried could not be used. It is thought the lighter one can be put to work soon.

"The work of street improvement and construction, which, of course, is under the supervision of the Board of Public Works, will be pushed as rapidly as possible after the ground is in suitable condition. Bids have been received and probably some of the contracts for the street improvement are already let. The work of filling in the approach to the Island will begin in a few days.

"The present improvements contemplate a series of streets separated by walks fifteen feet wide, to be graveled and provided with stone paved gutters. Spaces on these streets are to be rented to the growers, so that it will not be necessary to take possession so early in the morning as in the street market. There will be some sheds for hay, etc., built this year and, probably, a restaurant and office.

"Of course, it is impossible to predict the time when the improvements will be sufficiently advanced for the use of the market to begin, but there would seem to be no reason why it should not be ready by July 1. It is probable that most of the strawberry market will be in the old location, but the later fruit harvest will, no doubt, be sold in the new market."

Fruits and Produce.

How Two Grocers Treated Salesmen. Stroller in Grocery World.

During the last six months I have run across two grocers whose methods of treating salesmen are, perhaps, worthy of a part in this discussion, in the light of a curiosity, if nothing else. One of the two I refer to does business in Maryland and the other in Virginia.

The first man is one of the best fellows on earth, but a mighty poor business man. There's no business in him. He's too big-hearted. If a salesman goes into his place and gives him a tale about having worked hard all day and taken no orders, he'll order a lot of stuff he don't need and can't sell, just to help the poor fellow along. Then when the bill comes due he nearly ruins himself trying to scrape enough money together to pay it. He does a fine trade—that grocer—he could be comfortable without half trying, but he's too soft-hearted. Possibly soft-hearted isn't exactly the word. A man can be soft-hearted and still be a business man. This grocer is actually weak, for he can't resist determined persuasion.

I well remember my first visit to this man's store. It's a large place, possibly 50x75 feet, but there was packed into it enough stock for a place fully half as large again. There were boxes piled in the front of the store clean up to the ceiling, and groups of barrels here and there all over the floor, so that the passage way was actually obstructed. One of the clerks told me that the cellar and the second story were even fuller.

When I got the ear of the grocer I expressed my surprise at the size of his stock.

"Great Scott!" I said, "You've got enough stuff here for two stores! What do you buy so much for? This isn't a very big town."

"Well," he said, hesitatingly, "you see these fellows come in here and talk me into buying things. It's hard to refuse 'em. I know I buy too much."

He had stuff in that store that he couldn't turn over in a year—probably not in two years. Great big stocks of fancy goods of limited demand, such as canned soups, pate de foie gras, and such things.

A salesman came in while I was there. He represented a Baltimore tea house. "Surely," I said to myself, "this fellow won't buy any more tea." There were five half chests in plain sight behind the counter.

But I saw as soon as the salesman began to talk that the grocer couldn't help buying.

"Mr. —," began the salesman, "I've got one of the greatest bargains in Formosa teas you ever saw. I tell you frankly that I never saw such teas at the price in my life!" "I—," began the grocer, weakly, but the salesman choked him off at once.

"There!" he said holding out a sample. "What do you think of that? Thirty-five cents! Thirty-five cents!"

The grocer was clean hypnotized. He took the sample, smelled it and ran it through his fingers. He didn't want to do it, but he simply had to.

The salesman had his order book out and stood with pencil poised above it. "How many half chests shall I have sent to you?" he asked, briskly.

"Oh, I guess I—" started the grocer. "Three? Five?" persisted the salesman, imperturbably.

"Eh?" asked the victim, vaguely, forgetting that he who hesitates is lost.

"Suppose we say three?" said the salesman. "Three, eh? All right. Be here day after to-morrow. Good-bye. 'Bliged to you."

The grocer hadn't said anything, but he allowed the order to be practically given, and that settled it.

That gave me a good insight into this grocer's weakness, even if I hadn't seen two more salesmen load him up with several barrels of pickles and about a ton, more or less, of paper bags. I'll bet if I go to see that man in a year from now, he'll still have some of that tea, not counting what he has been bunched into buying since.

The other grocer of the two I referred to at the beginning of this article—the Virginia man—used radically different tactics in his dealings with salesmen. I can best show his attitude toward traveling men by a sample instance which occurred while I was at his store one day.

This Virginia grocer was a hustler, and in many ways a first-class business man. He was sharp and shrewd, knew a good thing when he saw it, and had made a success of his business. His one glaring fault was the attitude he assumed toward salesmen.

I was in his store one day when a salesman came in. In a few minutes he got to talk with the grocer, and began to say his piece when the grocer broke in:—

"I don't want ye to tell me no lies, now!" he said. "I'm dead onto you fellows. You're all liars, every blamed one of you! You'll slip up on a man every chance you get. I know when you're tellin' the truth an' when you're not, so keep straight!"

The salesman reddened, but he kept his temper admirably and didn't flounce out of the store, as indeed he would have been perfectly justified in doing. Instead, he kept steadily at it, and ended by selling the grocer a bill of goods.

Following close on his heels came another salesman, who got precisely the same treatment, in nearly the same words. The grocer seemed to look upon the little speech I have reproduced as a standing introduction to all of his interviews with salesmen.

The second salesman wasn't so well contained, and he got very wrath and left. I didn't blame him at all; probably I would have done the same thing.

After he had gone the grocer came over to me.

"Durn these salesmen!" he grumbled. "I have to talk to all of 'em like a Dutch uncle. I always make it a point to call 'em down at the start, so they won't impose on me. When they know I'm layin' for 'em, they're more apt to be square."

"You use pretty sharp language to them," I observed. "Calling them liars, and all that sort of thing."

"You have to use strong language to 'em," he persisted, "if you don't they'll cheat the eyes out o' you."

When I went back to the hotel where I was to stop for the night, I found the first salesman there. I scraped his acquaintance, and after awhile expressed my sympathy at the way he had been talked to.

"Oh, that's all right," he said, jauntily. "I don't mind a little thing like that. The fellow will pay for the scurrilous way he talked to me, all right, though."

"Pay—how?" I asked.

"Did you see me sell him that rice?" he asked.

"I did."

"He paid just 1 cent a pound over the market price for it," said the salesman, quietly. "You don't think I will allow a man like that to call me a liar and not make him pay for it, do you?"

And there it is. There are the two extremes of dealing with salesmen, but the effect is just the same. The first man, who couldn't help buying whether he wanted goods or not, was badly imposed on, and the second man, who looked on all salesmen as emissaries of Satan, got imposed on, too. These offer a magnificent instance of the value of the happy medium.

John Mahoney's Luck.

From the Chicago Daily News.

Disorderly conduct was the charge which confronted John Mahoney when he was arraigned at the Desplaines street station.

"Where do you live?" asked the court.

"On Fifteenth street," responded the prisoner.

"Well, make it \$15 and costs, then," said the justice, as he wrote the amount of the fine opposite the prisoner's name.

"Gosh, I'm lucky that I do not live on Fiftieth street," Mahoney said as the officer led him from the prisoner's dock.

The Vinkemulder Company,

JOBBER OF

Fruits and Produce

MANUFACTURER OF

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

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

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

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

THE VINKEMULDER COMPANY,

Successor to Michigan Spice Co.,

Citizens Phone 555.

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

Seeds

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

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

GARDEN SEEDS IN BULK.

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

SEEDS

CLOVER AND TIMOTHY.

All kinds of

FIELD AND GARDEN SEEDS.

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

BEACH, COOK & CO.,

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

SEEDS

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

MOSELEY BROS.,

Wholesale Seeds, Beans, Potatoes,

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

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.

Illinois Strawberries

Are now in

They are Fresher and Cheaper.

Onions, Spinach, Radishes, Lettuce, Cucumbers, Tomatoes, Oranges, Lemons, Fancy Honey. All seasonable Vegetables.

20 & 22 OTTAWA ST., GRAND RAPIDS, MICH.

BUNTING & CO.

Strawberries

Radishes, Spinach, Cauliflower, Green Onions, Cucumbers, Tomatoes, Bermuda Onions, Lemons, Oranges, Bananas, Asparagus, Lettuce, Parsley, Green Peas, Wax Beans, New Beets, New Potatoes, New Cabbage, Rhubarb, Etc.

ALLERTON & HAGGSTROM, Jobbers,

Both Telephones 1248.

127 Louis Street.

Grand Rapids, Mich.

GOTHAM GOSSIP.

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

Special Correspondence.

New York, May 8—The number of merchants who came here during the Grant ceremonies has stimulated the energies of many of our wholesalers and they are making a determined effort to have an excursion season at least twice a year. It has taken them a long time to wake to the advantages of such an arrangement, but there appears to be no reason why the scheme cannot be carried through, thus giving every retailer within 500 or 600 miles an opportunity to visit New York and see for himself the bargains that are offered.

A big fire in a Chambers street storage warehouse Thursday night has made that thoroughfare for about a block a receptacle for eggs, egg crates, butter tubs, etc. "Eggs, only slightly damaged by smoke and water," may be purchased now at a great discount. The loss was about \$225,000.

Our markets have been rather uninteresting as to the course of prices. It was intimated in this correspondence a week or so ago that there was consolation in the thought that prices had touched bottom. But, alas for human hopes! Here come canned tomatoes, an important part of every retailer's stock, falling down with a sickening thud. They can be had now almost for the asking.

The coffee market is sagging, too, and we have few orders to record. For Rio No. 7, futures have sold at 7 7/8c and spot have held at 8c. Jobbers report dull trade and nominal prices. Mild grades have been somewhat neglected, although the situation is rather more cheerful than with Brazil sorts. The stock of the latter afloat aggregates 704,603 bags, against 349,602 bags last year—an increase of over 100 per cent.

The mere expression of opinion that a tariff might be imposed on teas has had a stimulating effect upon the article. For the first time in many months we have what may be called a really active tea market. It includes line lots and orders have come from all sections from dealers who are getting ready for the tariff. Some large lots of Formosa Oolongs have changed hands—in all about 10,000 packages. Prices, taking the market as a whole, are perhaps 2c higher than before the agitation began, the demand being best for Formosas. Good to fine grades of the latter are worth 19@28c, while choice reach 40@47c, the latter, of course, being top notch.

There is a stronger feeling in raw sugars, in view of tariff complications. Importers are unwilling to make any concessions and refiners are so well stocked that they seem to show very little interest in cargoes now here. They have made large purchases within the past few weeks and are resting on their oars. Refined sugars have been marked up 1-16c. The demand has been very brisk during the week and telegrams have been coming from every part of the country for supplies, as an advance is evidently expected, in addition to the one just made. Granulated closes at 4 9/16c.

The rice market is hardly as animated as might be wished; in fact, the Southern points seem to be discounting New York just now as to price and, for the moment, we have scarcely anything to chronicle. Foreign grades are working out well and prices are firm.

The spice market is quiet, but quotations are well adhered to. Singapore pepper has advanced and is hard to obtain at less than current quotations. Nutmegs and cloves are going out slowly at unchanged quotations.

In molasses the demand has been slow for all sorts and what little business has been done is in the low grades. The supply is sufficient for all demands and the outlook is hardly one that will justify a higher range of quotations in the immediate future. Syrups are selling in an everyday manner. No one seems to want more than enough to meet temporary wants. Prices are practically unchanged.

In canned goods there is almost an absolute lack of demand and this is causing goods to be worked off at ruinous quotations. Tomatoes, Maryland brands, have sold here for only 60c per dozen; N. J. brands, good goods, 65c. Standard N. Y. corn has sold at 50@55c, or, rather, has been offered at that and found few who care for it, even then. Harford county corn has sold as low as 42 1/2c—certainly less than the cost of production.

Lemons and oranges are both in much better request and orders have come from all sections. The supply seems sufficient to go around, but the tendency is upward. Bananas and pineapples are selling slowly at unchanged rates.

Dried fruit goes slowly and at very low rates.

The butter market is firm and good prices have been steadily realized. The supply of really desirable Western creamery is hardly sufficient to meet the demand and 17@18c has been the ruling rate.

Cheese is firm. Large size, full cream, is held at 10 1/2c; small, 11 1/2c.

The egg market is in a very satisfactory condition. Best Western stock is selling freely at 10@11 1/2c.

Beans are quiet. Choice marrows, \$1.25; choice pea, 90c. Red kidney, \$1.70@1.75.

Asheville, the Attractive.

The sun has never shown upon a spot fairer than the Asheville, North Carolina, country. The climatic advantages and the beautiful scenery of Asheville have won for that section of our country that enviable name, "The Land of the Sky." So attractive is Asheville that Mr. Vanderbilt has chosen it, above all others, as the place for his magnificent new chateau, costing many millions of dollars. The elegant tourist hotels at Asheville and Hot Springs, N. C., are open the year around.

The line to this "Land of the Sky" is the Southern Railway. Wm. H. Taylor, Assistant General Passenger Agent, Louisville, Ky., furnishes handsome souvenir books of the country. The Asheville country is reached through Cincinnati or Louisville on conveniently arranged schedules via Queen & Crescent and Southern Railway.

"My dear," asked a grocer of his wife, "do you think it is true that 'man wants but little here below?'" "That sometimes depends whether he has to pay cash down for it or not. If you trust some men, they will take all they can get."

Association Matters

Michigan Hardware Association

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

Michigan Retail Grocers' Association

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

Traverse City Business Men's Association

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

Grand Rapids Retail Grocers' Association

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

Owosso Business Men's Association

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

Jackson Retail Grocers' Association

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

Alpena Business Men's Association

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

Lansing Retail Grocers' Association

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

Grand Rapids Retail Meat Dealers' Association

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

Adrian Retail Grocers' Association

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

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.

Wm. H. Thompson & Co.,

Wholesale

Potato Commission Merchants

156 and 158 South Water St., Chicago.

REFERENCE:
Bank of Commerce, Chicago.

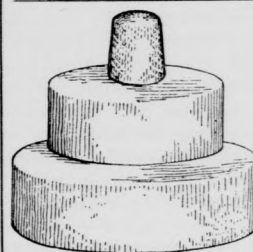
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Miller & Teasdale
Fruit and Produce Brokers.
BEANS OUR SPECIALTY POTATOES
Consignments solicited. Advances made. 601 N. Third Street, ST. LOUIS, MO.
Reference: American Exchange Bank, St. Louis.

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.,

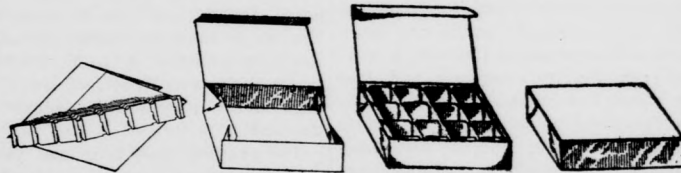
Market St., Detroit.

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

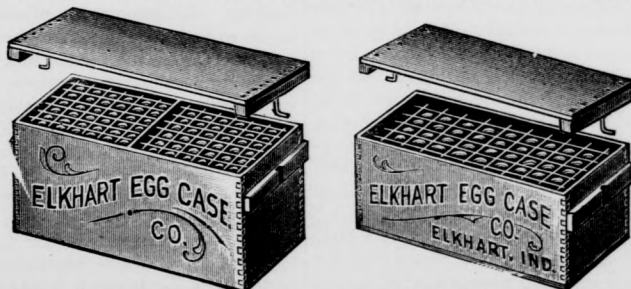
ELKHART EGG CASE CO., Elkhart, Ind.

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.



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E. A. STOWE, EDITOR.

WEDNESDAY, . . . MAY 12, 1897.

THE TOO GENEROUS PUBLIC.

One of the most remarkable and yet popular and legitimate cases of silent bull-dozing on record was that at Syracuse, N. Y., when the people assembled in mass convention in the Common Council chamber to overawe, by their presence simply, a lot of aldermen who were preparing to give away valuable city franchises for an indefinite period to their favorites.

The press of the city had protested against giving away such valuable concessions. It was charged that the street car companies and others were "greasing" the aldermen while attempting to rob the city of rights and franchises that were inalienable and that ought to be granted to others only for a valuable consideration for temporary use—that a limit should be fixed to the time of the use of the franchise, and that, too, a reasonable limit and under proper safeguards for forfeiture and an ascending annual rental. The aldermen disregarded these suggestions of the press, and then the people were aroused to storming the Council chamber and the scheme was abandoned for the time. The silent but emphatic protest from the hundreds of representative and watchful citizens who thronged the Council hall was too much for the aldermen, and the ordinances went over.

The Syracuse press, as the Cleveland press recently, and the papers of other cities, insisted that the city had a valuable reserve power for raising revenue from the city franchises, and that this source of revenue was constantly increasing in value as the population increased. These public franchises should always be held sacredly in trust for the whole people, and only be farmed out for reasonable fixed terms and for fixed compensation. The use of such concessions is always profitable to those who do not attempt to make them meet extraordinary charges on plants and the public paying for the service given by the companies or individuals exercising the franchise can justly demand remuneration for the concessions. Water companies, light companies, transportation companies, or any other companies, using the streets belonging to a city, should as justly pay a reasonable and adequate rental or percentage of profits to the public as an individual should pay rent to another individual whose property he uses.

This view, it is gratifying to see, is now attracting more and more attention all over the country. It is seen that the community has a source of large revenue in the direction indicated that has not been sufficiently utilized heretofore, and better business sense is entering into municipal management. Many cities financially embarrassed are wastefully and recklessly, or negligently, allowing the use of the public franchises without receiving a dollar of compensation, but the public is slowly becoming more enlightened in these matters.

BEET SUGAR INDUSTRY.

The Secretary of Agriculture has distributed sugar-beet seed to about 20,000 farmers. Requests for seed have come from all parts of the United States, the Southern demand coming from close to the sugar-cane line. While it is deemed improbable that the Southern climate will prove favorable to the profitable raising of sugar-beets, the Secretary has supplied all applicants. He desires to encourage trials of beet culture and to be able in due time to point out to capitalists and agriculturists the lands from which the sugar for which the United States now pays abroad \$100,000,000 can be produced.

Farmers have experimented for themselves. California soil and climate are adapted to sugar-beet culture. So, too, are those of the states east of the Rocky mountains on the same parallels. In Utah a beet-sugar refinery is in successful operation. Another in Nebraska. In Western New York there is reported to be forming a company to establish a refinery. Central New York is equally favorable to the cultivation of sugar beets. But to the profitable engagement in the beet-sugar industry two factors are necessary—the beets and the factory, production and capital. The individual farmer cannot turn his product into sugar, nor can two or three or a dozen profitably. One factory, or refinery, will convert the beet production of a large region. Its machinery is costly, exceeding the financial resources of the average farming community.

It is here that the Agricultural Department is taking a helpful part. Its investigations will aid the capitalists and farmers to come together—the former to establish the factory and the latter to turn their attention to the raising of sugar-beets. Thus there is opening, as seems entirely probable, a new industry to the farmers of Michigan. Their lands are too valuable for wheat raising, in competition with the broad acres of cheap and rich Western lands. For sugar there is a home market, and there is promise of profit from thousands of acres of New York lands from sugar-beet culture and beet-sugar manufacture.

The pending tariff bills are particularly interesting, from the point of view of their influence on the production of beet-sugar in the United States. The Dingley bill affords the producers the more encouragement. The refiner has preference for the Senate bill. Under either protection of sugar production will be afforded. Under either the United States can be made as independent of the rest of the world in the matter of sugar as it is in the matter of iron. The administration appears to be intelligently aiding to that end.

The Chemist of the Agricultural Department in Washington thinks that the oil made of sunflower seed, which he says is a perfect substitute for olive oil, is the coming salad oil.

THE BELL SCARECROW.

Nowwithstanding the displayed headlines with which sensational newspapers have heralded the Sweeping Victory of the Bell Company in the United States Supreme Court, in the suit begun by the Government to annul the Berliner patents for fraud in delaying the issue of the same so as to secure a longer monopoly in telephoning, the decision really amounts to nothing and settles nothing. The Government took an unusual step in commencing the suit in equity to set aside the patent. Usually private parties interested are left to do the fighting over patented inventions, but in this case—because of a suspicious occurrence involving some of the most important rights of the entire population—Uncle Sam took the initiative. That occurrence was nothing more nor less than the patent hanging fire for about thirteen years in the Patent Office and then being finally granted and falling into the hands of the great Bell octopus. The Supreme Court's decision amounts to the Scotch verdict of "not proven;" in other words, there was no direct proof that the patent was thus delayed for fraudulent purposes. The decision cuts no figure whatever in deciding the validity of the patent on its merits. There are some twenty-six different defenses which may be set up against a patent in the Federal courts when its claims are sought to be enforced. Not one of these have thus far been invoked. Nor have the Bell people even attempted to push the Berliner patent at all. When they do, and when the independent companies get a chance at it, then the dignified movements of the Government in attempting to right its own wrong will be replaced by the united action of a set of business men interested in their manufactories of telephones and telephone supplies; and companies which have invested money in legitimate ventures in opposition to the Bell lines and exchanges will endeavor to ascertain whether the Berliner patents are worth the paper they are written on or not; and until after four or five years of sharp fighting, when the case may reach a terminal point in the Supreme Court our people can go on with ease, comfort and economy to use the hundred and one better telephones than the Bell company foist on the public.

GENERAL TRADE SITUATION.

The general bear tendency of manufacturing prices continues to prevail in iron and most textiles, but in many lines there is a continued increase of activity, especially in the country jobbing trade in much of the West. The export of gold, which was expected to be considerable, has fallen off, only \$2,500,000 going out last week, or \$9,000,000 since the movement began. A notable feature of the situation is the stimulation of imports on account of the tariff work in Congress. At New York all records as to amount were exceeded, the figures being given at \$18,382,019, and the excess over exports at over \$11,000,000. When it is taken into consideration that prices are materially less than when the imports have been the heaviest before, it will be seen that the quantity of merchandise coming in is enormous. Money rates continue easy and, while stock transactions are of small volume, prices tend in the right direction.

Wheat has held very steady for a week past, with a tendency toward a higher level. The visible supply in this

country and afloat is the smallest since 1891.

While the downward movement of iron prices is very slow it seems to be steady and positive. Grey forge is now quoted at \$8.40 at Pittsburg and Bessemer at \$9.40. Common bar iron is 90 cents per 100 pounds. The demand has fallen off for nails and structural iron, but works are busy on old orders.

The textile situation still continues unsatisfactory. Prices of prints are at the lowest point ever known. Sales of wool have slackened and the demand for woolen goods is still disappointing.

With a slight decline in the leather market and the fear of greater, the movement of boots and shoes has diminished somewhat. Women's goods are still in fair demand, but men's wear is very quiet.

Bank clearings have made an unusually good showing, exceeding the billion point again—\$1,120,000,000. Failures are 228 against 244 for the preceding week.

GREATER NEW YORK.

The bill providing for the consolidation of New York, Brooklyn and several other neighboring communities into a single municipality, known as Greater New York, has been finally signed, and the consolidation is now fully accomplished, although the actual inauguration of the new regime will not take place until Jan. 1 next. In November an election will be held for mayor, municipal officers, aldermen and councilmen of the new municipality, and with the installation of the officers then elected will commence the life of the second largest city in the world.

Greater New York will have a population of nearly 4,000,000 people, or more than half the population of the State of New York. She will then rank next to London among the big cities of the world. Of course, there will be many critics who will hold that the elevation of New York to second place is not based upon honest growth, but is a sort of piracy practiced upon neighboring communities. This is not the case, however. All great cities have become great by absorbing outlying towns and villages, by so growing as to swallow up their trade and separate industrial life. The cities which will be consolidated have every interest in common with the metropolis. Their people, for the most part, transact business or find employment in New York and their prosperity and advancement are influenced by every circumstance which affects the great city. There is, therefore, nothing abnormal in the consolidation.

The municipal government of so great a city becomes a matter of very great importance, of greater moment, in fact, than the government of any one of seven-eighths of the states of the Union. It is, therefore, to be hoped that the people of Greater New York will make a wise choice of officers at the election in November next, it being especially desirable that the new city government be inaugurated under the most favorable auspices possible, and, consequently, with the very best class of men in charge.

A method of getting rid of the rabbits in Australia has at last been found. It is to ship them ready dressed to the English market. It having been found a profitable undertaking in Victoria, New South Wales has determined to enter the field, and has appointed competent officials to superintend the cleaning, grading and packing of the rodents.

WRAPPER TOBACCO.

The Dingley bill restored tobacco duties to the figures of the McKinley law. Leaf tobacco suitable for cigar wrappers, unstemmed, was made dutiable at the rate of \$2 per pound; if stemmed, \$2.75. The Senate Committee bill makes wrapper tobacco unstemmed dutiable at \$1.50 per pound; stemmed, \$2.25—a reduction on each class of 50 cents per pound. The rates on unstemmed and stemmed filler tobacco are 35 and 50 cents respectively. The Dingley rates were 65 and 80 cents. The Senate bill explains that the term "wrapper tobacco as used in this act" means all wrappers; "filler tobacco means all other leaf tobacco."

Representatives of the tobacco growers of the United States profess amazement at the Senate's changes and will make earnest efforts to have the McKinley-Dingley rates restored. Their argument is founded on the protective principle, the needs of the Treasury and the tariff levied by England on tobacco. The exports of leaf tobacco from the United States to England last year were 79,063,780 pounds at 10 2-5 cents per pound. England levied 3s 6d duty per pound on this 10-cent per pound tobacco. That is, English users of United States tobacco paid \$8,239,451 to the American producer and \$69,000,000 to the British exchequer in duties thereon.

The value of wrapper tobacco imported by the United States in 1896 was about \$4,181,015. On this there was collected in duties \$6,286,523. The rates of duty proposed by the Senate are the Wilson law rates. The fifty cents reduction from the McKinley rates increased imports in competition with American producers nearly 100 per cent., but added only \$1,500,000 to the revenues, an increase of about 25 per cent.

The contention of the tobacco growers in behalf of the higher rates is justified by their claim to protection. The quality of their product for wrapping purposes is approved by the large demand for it abroad. The Treasury figures show an increase of imports under the lower rate disproportionate with the increase of revenue. And when the extent of the industry is considered and its importance as an employing agency, the demand that the home market be protected for the home producers appears to be reasonable.

UTILIZING FLOOD WATERS.

The Tradesman recently called attention to the fact that vast areas of the arid and barren lands of the West could be made fruitful, if the numerous rivers which drain that region were dammed and their waters impounded and used for irrigation.

Unless those lands can be irrigated, they will remain unproductive deserts, because that region is practically rainless, and the streams which flow through those dry plains get their waters from the mountains where they take their rise. By damming the mountain passes whence these rivers issue, vast lakes could be created, and from them the water could be led upon the arid plains wherever it might be needed. The American plains of the West are extremely fertile if only they can be irrigated, and this can be done if the Government will permit the erection of the dams on public lands.

The Chicago Times-Herald, treating this subject particularly in connection with the Sate of Wyoming, remarks that four-fifths of that State is composed of

forests and grazing land, which cannot be reached by the State or by the people under the existing land laws. These lands cannot be entered under the homestead law, are not cultivable, and there is no way of reducing them to private ownership. Fifty millions of acres of grazing land are an open range, upon which herds of cattle and flocks of sheep are maintained, or have been maintained, to the exceeding detriment of the native grasses, which are fast being utterly destroyed.

The grass is only found in the spring, and on the approach of the dry season becomes parched and worthless. The result is that the grazing lands are fast becoming irreclaimable deserts. With the disappearance of the grass the cattle interests necessarily decline, and thus the citizens of Wyoming see one of the great industries of the State destroyed through the mere greed of those engaged in it, and they are helpless to prevent it.

The Times-Herald urges that the proper and just course for the General Government to pursue is to make a gift of all the public lands of the arid region to the States in which they lie, so that they may be dealt with as the Legislatures of those States deem best.

These lands could then, by means of irrigation, be converted into verdant and fruitful expanses of cultivated farms and grass lands. Then, not only would the people of those States be vastly benefited, but the people living on the lowlands along the Mississippi River would be proportionately relieved of the flood waters which would be so diverted to agriculture. Not only Wyoming, but Montana, the Dakotas, Colorado, Nebraska and Kansas would be immensely benefitted agriculturally, while the flood waters of the Missouri and the Arkansas would be largely curtailed.

In another portion of our issue a notice appears from the Postum Cereal Co., Limited, of Battle Creek, Michigan, to all manufacturers, as well as wholesale and retail merchants, making or selling "cereal coffees." It seems that the Postum Co. were the originators of the term "cereal coffee," and were the original manufacturers of that sort of beverage. As we understand, they do not claim they were the original makers of a "coffee substitute," but their advertising and energy have made a widespread demand for a "cereal coffee," and they are protected by the United States patent laws. It is a fact that a large number of imitations of Postum have sprung up in various parts of the country, and, as a rule, they take some of the wording or form of engraving from the Postum package, and, in some cases, use entire sentences abstracted from the Postum Co.'s advertising or their package. This has been done with an intent to deceive the public. The rulings of the United States courts are very clear on this subject. These people are an energetic, progressive crowd, and with means, as well as legal and business ability, they will make a vigorous effort to clear the market of a vast amount of rubbish that is being sold as this or that "cereal coffee" in imitation of the original. In any event it is quite certain to cost merchants some money if they persist in the sale or distribution of the imitation "cereal coffees." It will be observed that the Postum Co. state in their notice that they have no contest with legitimate competitors and they make particular mention of one competitor they esteem to be honest—a barley or malt coffee that stands on its own reputation conducts its business without an attempt to steal the ideas and valuable franchise belonging to another.

The Cost of Bad Roads.

Written for the TRADESMAN.

Undoubtedly, the greatest economic problem receiving consideration in this country to-day is that of road improvement. Not many realize the vastness of the interests involved; indeed, the bare statement of some of the more salient features of the question—the items of cost involved—is almost too great for credibility. For instance, it is estimated by the Secretary of the Farmers' National Congress, on bases accepted by other statisticians, that the cost of wagon transportation in this country amounts to \$965,000,000 per annum. This estimate is based on the generally accepted statement that the average cost of highway transportation is 25 cents per ton per mile. Of this vast expense it is estimated that two-thirds should be charged to the transportation of farm products, and the remaining third to merchandise, building material, farm machinery, etc.

It is estimated that, if the roads were improved by graveling or otherwise to the greatest practicable extent, the cost of this transportation would be reduced to one-third of the enormous sum named. But, while this may be too great a result to accomplish, the improvement of such roads as would manifestly pay would reduce the cost one-half. Thus we are sinking in the mire every year nearly \$500,000,000, a sum about equal to the entire expense of running the Federal Government.

Tremendous as this loss seems, it by no means represents all that should be charged to the account. Another item more difficult to estimate, and perhaps of greater economic importance, is the disturbance or interference caused by the embargoes of impracticable roads extending over so much of the year. This is a feature of the subject which has had less notice, perhaps, than most others.

Every merchant knows how sensitive his trade is to the condition of the roads tributary to his trade, and so this point has received considerable attention. But the consequences of impracticable roads go farther than the temporary interference with the merchants' trade. For instance, how frequently flouring mills depending on local supplies are compelled to suspend operations, throwing employes out of work for want of the grain unprofitably burdening the farmers' bins. Could the farmers realize on the crop, they could pay debts and purchase the supplies necessary for a healthy commercial movement, and at the same time keep dependent industries in active operation. It is only when we follow the trade disturbance and loss to all the consequences that we begin to realize the extent of the interests involved.

A reason why the seriousness of the road question cannot be fully comprehended is that the interests are so greatly divided. The losses come upon so many, and come in so many different ways, that it is impossible to bring a realization of the true magnitude; and for the same reason it seems impossible to rouse the active interest of any in that which is the business of all.

The farmers can scarcely be blamed that they do so little to secure road improvement. The amount they are able to pay in local taxation is so pitiful in the face of the magnitude of the work to be done that it is not strange they should selfishly strive to have used it where it will improve their local surroundings. The fact is slowly coming to be recog-

nized that the problem must be undertaken by state and county action. It is only thus that all the interests concerned can be made to bear their proper proportion of the cost. Several of the states have undertaken the work, and their operations are being watched with great interest. In some of these the experiments have so far advanced that it seems nearly time that the work should be undertaken by the rest.

W. N. FULLER.

Cocaine and Corrosive Sublimate in Solution.

Corrosive sublimate and hydrochloride of cocaine are occasionally prescribed in combination, and Lamanna gives the following method of producing a clear solution of the two salts: The particular formula under discussion called for 2 parts of corrosive sublimate, 10 parts of cocaine hydrochloride, and 1,000 parts of water. He dissolves the cocaine and corrosive sublimate separately in test tubes, each of which contains one-half of the water ordered, and then adds one or two drops of the cocaine solution to the corrosive sublimate solution. If no precipitation occurs, he adds the cocaine solution drop by drop carefully, until the cloudiness appears. In case any precipitation does appear, on adding the cocaine solution to the sublimate solution, the only thing to be done is to add glycerin or sodium chloride as may be agreed to by the physician ordering the mixture.

Use Capital Wisely.

Go slow in investing capital, and do not allow yourself to be drawn into every plausible scheme which presents itself to your view. Remember that this selfsame capital is usually secured through much self-denial, and should be, from this very fact, highly prized. A good investment, though, should be carefully weighed, for it is the part of wisdom for anyone who has capital at disposal to seek profitable avenues in which to put the same. The circulation of money is what makes the wheels go round.

On a railroad siding four miles above Hollidaysburg, Pa., stands thirty-two Pullman palace cars, closely guarded day and night by watchmen whose only duty it is to see that no one interferes with the process of decay and despoliation which the elements have inaugurated. The cars are the property of the Pennsylvania Railroad Company, and represent an outlay of about \$400,000. These handsome coaches have been dragged through the slow and tortuous processes of litigation for over five years. Both the railroad and the Pullman Company have claims on the cars, and until a final decision is rendered in the courts, these magnificent vehicles of travel by rail are left to rot and crumble in the open air, exposed to all kinds of weather, and will soon be unfit for any use except kindling wood and old scrap iron.

In France the manufacture of matches is a state monopoly and under state control, and in view of the numerous cases of illness among the workers and the many complaints which have been made in the press, the minister in charge has asked the Academy of Medicine to draw up rules for the regulation of the government factories. It seems to be chiefly a matter of hygiene, for in two factories—namely, at Algiers and Aix—there has not been a single case of phosphorus poisoning for twelve years, owing to the strict hygienic rules which have been in force.

Clerks' Corner

How a Long-Headed Dealer Dealt with Erring Clerks.

In a store in a country town with which I am familiar four clerks are employed. Their employer is an easy sort of man to work for and they are not ruled with a rod of iron by any means. When he is in the store, however, the four are always attentive to business and apparently stand in no need of discipline. They are jolly young fellows and are well liked by the patrons of the store as well as by their employer.

One day recently the merchant left the store intending to be gone a couple of hours. Shortly after he left some young ladies of the village came in, made their purchases and as there were no other customers in, staved to talk to the boys about a party that was on the tapis. Inside of ten minutes three of the boys were waltzing with the girls in an L part of the store, while the fourth was posted near the door to give the alarm in the event of an interruption.

Suddenly the watcher gave the signal whistle and made a dive for a feather duster to busy himself, for the merchant, being disappointed in his engagement, was at the very entrance before the watcher saw him.

Back in the L, however, the dancers were too interested to think of signals and the whistle was not even heard. Their surprise and consternation was great, therefore, when they beheld the merchant in the doorway.

The group was rather crestfallen and an outburst was expected from the merchant, but none came. He merely took in the situation, turned on his heel and went into his office. Nothing was said concerning the incident except by the clerks to each other.

At supper time the merchant sent the whole four away at the same time, saying he wanted to leave in an hour and wanted them all there before he went.

When they returned there were four large packages ranged along the grocery counter, looking like a dollar's worth of sugar in each package. Meantime the merchant had changed his mind about leaving.

Closing time came, but there was no reference made by the merchant as to the propriety of putting out the lights; in fact, he sat at his desk writing and was apparently dead to all idea of time. The afternoon's adventure made the clerks shy about making any suggestions and they just waited.

It was almost 10 o'clock when the merchant stopped writing, slowly arranged matters on his desk and finally looked at his watch. "My, my, it's late. Why didn't you boys tell me how late it was getting. Cover up the stock and we'll go home."

When the stocks were covered he called one of the clerks into the office, closed the door and talked to him in a kindly, business-like way, of the bad influence on trade of cutting-up in the store, hoped it wouldn't happen again and wound up in a pleasant manner. Then, as if he had forgotten all about it, he referred to the packages on the counter and said one of them must be at a certain house in time for breakfast. Would he take it and a note to the man who had bought it? It was too late to take it that night, but he could carry it home and get up early and finish the errand.

The clerk couldn't refuse. The merchant wrote the note hurried-

ly, put it in an envelope and sent the clerk out the back door, it being nearer.

Each clerk in turn was called into the office and each left with one of the heavy bundles and a note. All four were directed to deliver the bundles at precisely 6:30, so as to be in time with them. When they were gone the merchant chuckled. He had reason for it. The four notes were all directed to the same party and were all alike. They read:

I have sent Harry, Ned, Ed and Dick all to your house with sacks of sand as a sort of punishment. They are to be there at 6.30 a. m. Keep the first one that arrives until the others come and then show them these notes, tell them where they can dump the sand and you will oblige me. The boys haven't been getting exercise enough in the store without dancing in the L and I think this scheme a healthier one. An early morning walk will be good for them.

The merchant remarked to me the other day that he didn't believe there would be any more informal hops in the L.

When I asked one of the clerks about it he blushed slightly and said:

"Well, I'll tell you. It made us feel rather cheap, but it was the best possible rebuke. If Mr. — had gotten angry and made a good deal of fuss about it on the spot, it wouldn't have had half the effect of the little lecture and the goose chase. It made us feel small and I don't believe that in future there will be any cause for complaint on this score.—Shoe and Leather Gazette.

Abuse of the Delivery Wagon System.

From the Cadillac News.

The delivery teams and wagons of the Cadillac grocers are the pride of their owners and their equipments, for the most part are equal to those in larger cities. They are seen speeding along the various streets at all hours of the day, when not receiving goods at the store of their owners or discharging their load at the door of some purchaser. Goods are delivered free as far north as Haring and south as far as the Hector farm. They stop at the homes of those who dwell along the lake side driveway and go east to the Crosby farm. A ton of feed or a two cent yeast cake are delivered with equal promptness and accuracy. Some exacting patrons want their parcels delivered with bewildering swiftness. On a recent rainy morning a lady desired a yeast cake, her entire purchase, delivered at her home several blocks distant from the store. The busy delivery clerk was excused from carrying other parcels until the yeast cake order was filled. As some delivery was experienced in getting it started, the yeast cake parcel reached its destination, carried in a bushel basket behind a delivery team just as the lady purchaser with umbrella and in waterproof wraps, who had walked directly from the store, arrived at her home. The incident is related by a delivery teamster who has had varied experiences during many years service in this city.

Weariness.

Weary, so weary; oh, weary of tears,
Weary of heartaches, and weary of fears,
Weary of moaning and weary of pain;
Weary, so weary, of hoping in vain.

Weary, so weary, of the burdens of life,
Weary of toiling and weary of strife,
Weary of parting and weary of night,
Weary, so weary, and longing for light.

Weary, so weary, of waiting alone,
Weary of asking—receiving a stone;
Weary of watching, weary of jeers,
Weary, so weary, of taunts and of sneers.

Weary, so weary; but sometime I'll rest,
Dreamlessly sleeping, hands crossed on my breast,
No more to sorrow, no more to weep,
Only to lie down and quietly sleep.

If you get a hard knock in business, straighten up and remember you are so much more able to meet the next rebuff.

This Patent Ink Bottle FREE To Fly Button Dealers



WHAT ARE FLY BUTTONS?

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

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

The Fly Button Co., Maumee, Ohio.

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AN OLD DESK.

The Luck It Brought the Purchaser.
Written for the TRADESMAN.

The War of the Union was over. The Southern Confederacy no longer existed and the old stalwart Union was slowly settling down to business once more. Harvey Warren and Martin Healy, two of the boys in blue, were wending their way across the country from Memphis, through Tennessee and Kentucky, to their homes in Ohio. It was the month of June. The weather was delightful and, as money was none too plentiful among the "boys," the two friends concluded to save as much as possible by making the journey on foot.

Reaching a small hamlet southwest of Nashville, one night, they sought lodging for the night. In an unoccupied dwelling near the hotel an auction sale of household goods and furniture was taking place, and idle curiosity induced the young men to drop in. The building, before the war, was the residence of an old and wealthy planter, now no longer living. His "contrabands" were scattered over the country, and the family were disposing of the antique furniture, as a matter of necessity. Among the pieces offered was an old-time writing desk made of white oak, finished natural, and with curiously carved ornaments, still more curiously fastened in their places. The name of the maker and the date of the work carved upon it were sometime in the seventeenth century. In shape it was a nearly square box, about eighteen inches deep at the back, and slanting on an incline to six inches at the front. Inside, several small drawers, for papers or legal documents, were within easy reach. Evidently, it was intended to find a place upon any plain office table or counter, and was for ornament as well as use. A quantity of very old and apparently legal papers were promiscuously scattered over its floor, some of them bearing a date fifty years previous.

The ancient desk was curiously examined by many persons, as it was deposited near the auctioneer's stand and offered for sale. But few seemed to care to possess it and the bids were low. It was finally sold to my friend, Harvey Warren, for the trifling sum of \$9, when in any of our larger northern cities it would have quickly brought \$75 or \$100 just as a curio. Mr. Warren had the desk stoutly boxed, and shipped it to Cincinnati the following morning, and the two young men then resumed their journey.

They had often discussed the subject of engaging in some branch of commercial business after the war closed, and Mr. Healy already had \$1,000 at interest which he was willing to invest in partnership with his friend. So Mr. Healy now congratulated Warren on having secured his first rich and useful piece of store furniture! Warren's mother was a widow in good circumstances and had promised to assist him when the right time arrived; but he preferred to be independent.

In due time the antique desk reached the home of Mr. Warren, in Ohio, when he at once proceeded to thoroughly clean and brighten its appearance, and for the present he gave it a place in his own room. First, the papers promiscuously thrown into the body of the desk were carefully examined. None seemed valuable except for the incidents they recited, their great age and quaint style and diction; but they were

carefully preserved. The closely-fitting drawers, almost glued to their places by long disuse, were with difficulty removed, and found to contain many curious—and at this late date useful—letters pertaining to the mercantile business of our country as far back as 1720. In the efforts made to remove these drawers the floor beneath the two lower ones was broken, exposing an opening below them twelve inches long, six wide and four in depth. These secret receptacles were packed full of some hard substance, well covered with many thicknesses of woolen cloth. This being removed, there was revealed a quantity of apparently new silver coin, which, strangely enough, bore the stamp of the American eagles and half eagles of the earliest mintage; and in each drawer were also several narrow stout vials of either medicines or chemicals, and a few others entirely empty. The luster of the coin was as brilliant as if fresh from the mint; and yet beneath its brightness appeared a little worn with use.

Mr. Warren called in a few personal friends in whose judgment he had confidence, who pronounced the coin counterfeit gold, and accounted for its resemblance to silver by the makers having been amateurs at the work who blundered in the mixture of the metals employed. It was, therefore, left in the opening and nothing done with it.

Two years later, I visited my friend at his Ohio home, and was shown his venerable desk and its contents, including the "counterfeit" coin. I saw at once that I could unravel the mystery. I obtained a perfectly smooth steel plate about a foot square and placed it on a hot stove with the temperature at about 90 degrees. Then I carefully covered it with a single layer of the coin, and in a short time, with the aid of this heat, the silvery whiteness entirely disappeared. It proved, as I had supposed, to be genuine old gold coin of the United States, amalgamated or blended on its surface with quicksilver! The empty vials found in the drawers with the coin I rightly inferred had contained nitric acid and quicksilver, which, combined, have an affinity for gold. These had united with the surface of the metal. The corks had become loosed from the vials and their contents had found its way over and among the coin, when time and alchemy completed the work, giving it a dull leaden color such as spurious silver might have, and my 90 degrees of heat had simply converted the quicksilver into vapor which at once passed into the atmosphere. I then washed it in soft water with a pinch of soda added, when its restoration was complete. Applying the proper tests for gold, there was no longer a doubt of its value. Although some of the coins were much worn by use, still, for all purposes of trade, they were worth their face value; and upon counting them, there was found to be over \$1,500!

Did my friend Warren restore this money to its rightful owner? Like an honest man, he made every possible effort to find the family; but, so far as he could learn, they had become so disgusted with "Yankees" and the loss of their slaves that it was believed they had left the continent forever.

Warren and Healy embarked in the dry goods trade in Texas, where I used occasionally to pay them a visit, by special invitation, the letter enclosing a draft covering all expenses each time; and Mr. Warren has never forgotten to commission Santa Claus to visit me as his special representative each year since. He always says that I was the "instrument" to furnish him the means for obtaining a life competence.

FRANK A. HOWIG.

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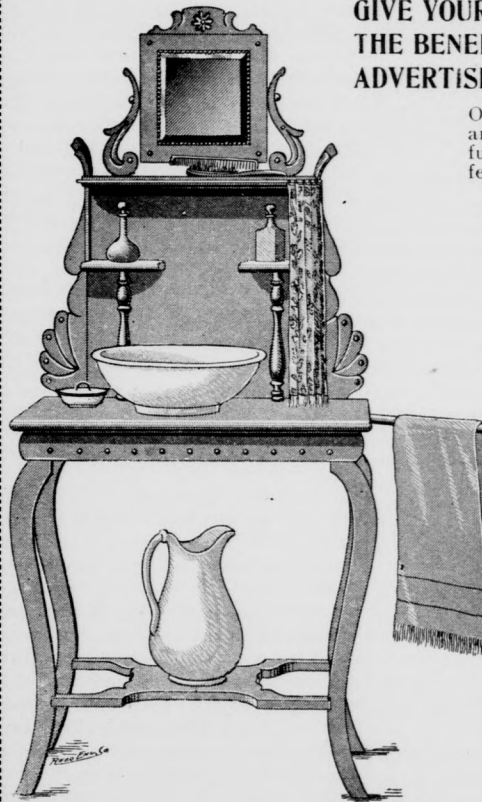
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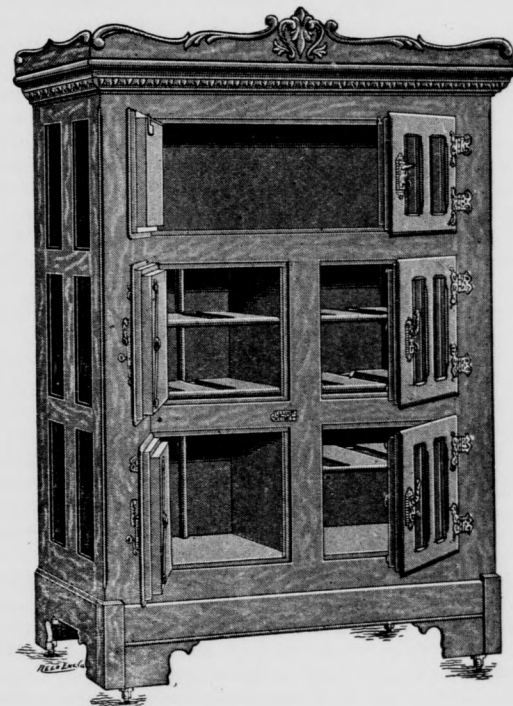
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(MENTION TRADESMAN)



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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.

JANE CRAGIN.

Who Will Win—the New Love or the Old?

Marjory Marchland went to her room from the supper and, late as it was, looked out upon the night. She looked at the stars. But she did not see them. Finally, in wrapper and slippers, she unbound her hair, and "with golden comb she combed it," thinking the while of the delightful evening she had been having—and of Miss Cragin's friend.

The apartments which had been arranged with so much care were, as she had predicted, an indication of the occupant. He was a handsomer man than she had imagined; he was larger. She liked that shade of hair. The color and the setting of the eye pleased her. He had the breadth of chest and shoulder that told of unlimited strength, and, more than all and better than all, what an unbounded delight it was to look upon a man whom health had built up and crowned as a masterpiece! She liked to look at him; and, as if suiting the action to the word, she looked long and earnestly at the mental photograph which she had taken that evening, and pronounced it good.

She did not stop there—physical health and strength were one thing, but by no means the greatest. The clumsiest clod that held the plow on the estate at home had these, and thought nothing of them; but with this man they were only incidentals.

"How coolly he picked up the challenge I fairly threw at him, and how, when swords were drawn, he parried every thrust and finally turned the laugh against me. I didn't like it at first—no woman likes to be beaten when she is the one who begins the attack; but I—I am glad he did beat me. If he hadn't, I'm afraid I should have despised him—in spite of his robustness and his handsome moustache and his stubborn chin."

She stopped her combing while she talked; but, as she watched the comb as it again found its way through the glossy tresses that rippled down on her shoulders and over her breast, the thinking went on.

"I think it was the red rose that first caught his eye" (her hand fairly caressed the silky wavelets which had partly concealed it, and so had aided her in carrying out her design), "and I shall always bless Jane Cragin for the hint she unconsciously gave me—that and the Cragin-cared-for room. The other girls—I wonder what they think now! I don't know about that Carrie MacDonald. She and her young minister may have settled things—I haven't just been able to make out; but, for all that, there was mischief in her eye at the table. And Miss Birkenmayer, while she is ordinarily harmless, under the spur of the Pennsylvania beauty there is no knowing what may happen. I don't like the way Captain Walker exchanged glances with Mr. Smith once or twice during the evening; and the minute Miss MacDonald took them into her confidence I knew that something was brewing. When those three get their heads together we are sure to hear from them—I don't see, however, why they need to trouble me. If Mr. Huxley found it convenient and—pleasant to look constantly in my direction, I don't see why I am to be blamed for it. It was a trifle awkward for him to turn squarely around every time Miss MacDonald insisted on talking to him; and why she should insist after she

saw, or might have seen, how disa—well, inconvenient—it was, I'm free to confess I don't know. Then there is Miss Cragin—I can't understand her at all. She appealed to me, days ago, to help her make Mr. Huxley's stay agreeable to him, even going so far as to teach him how to spell; and now, when I give the man the first lesson, she looks as if she were saying to herself, 'Did you ever see anything quite equal to that!' Then, as if to partially confirm what Miss MacDonald had said of her, she concluded her self-communion with, not the second verse of Solomon's song, but with something which sounded very much like,

"I am the rose of Sharon!"

and was soon wandering through dreamland and saying to herself all sorts of nonsense which, in her waking moments, would certainly have surprised her.

The young woman's keenness in reading what was going on in Jane Cragin's mind would have startled Jane had she suspected it. But it must be admitted that the hostess of the evening did not wholly like the idea of being taken so literally at her word, and especially did she not at all fancy having "her Cyrus" so promptly surrender himself to—that young woman, who had so artfully fastened some red roses about her remarkably becoming attire, and then amused herself by leaning over the table towards him and "making eyes" at him. Why couldn't she have looked just as pretty, and not put any notions into Cy Huxley's head the first thing! And Jane kept recalling how the charming girl, with sparkling eyes and smile-parted lips, sat leaning and listening to Cy's "ridiculousness!" with the light grasping at her dimples. Then Lilian Willowby's letter came back to her and she wondered if Cy "got smitten" with her as he evidently had with Miss Marchland—only Marjory Marchland knew more in five minutes than that senseless Lilian did in all her life. After all, what did they both think of themselves, making up to each other in that ridiculous way right before folks! It was possible—perhaps probable—that lovely Miss Marchland had been captivated at first sight—she must admit that Cy did look his handsomest—handsomer, anyway, than she had ever seen him before; but—but hadn't Cyrus told her, Jane Cragin, time and time again, that she was the only one in the whole wide world that he ever could care for, until she dreaded to have him come and see—to know about, that is, to—well, no matter what she was going to say; it was simply ridiculous for those two to carry on so the very first time they saw each other, and she should just give Cy Huxley a pointer the first chance she could get in the morning. Then, having reached that womanly conclusion, she, too, went to sleep at last, to return again to consciousness to find that it was almost day after to-morrow.

Miss Marchland was not the only one who saw Jane Cragin's chagrin. Miss MacDonald was much too busy with her own schemes and Miss Marchland's to know or care for Jane Cragin; but Miss Birkenmayer, calm, deliberate and amused, watched with the instinct peculiar to the sex—and, shall it be said, with the pleasure?—the commotion which was going on within and which was connected in some way with the guest they had come to honor.

What could it be? If Miss Cragin and Mr. Huxley were only friends there was

nothing of the remarkable in his manifest admiration for Miss Marshland, the prettiest girl and one of the most amiable she had ever known; nor was it strange that she should admire Mr. Huxley, a man who, so far, had shown himself in every way deserving the reception he had received. If there were a love affair between the host and her guest, what conclusion could be reached in regard to the relations existing between Miss Cragin and Doctor Day? Her own eyes bore testimony of things which meant more than a common regard between them; and the chaffing of Mr. Smith and the Captain showed what they thought of it. Could it be that Miss Cragin was like the rest of her sex, after all, and, while she had thrown away the old love, was still unwilling that another and a charming woman should take up and idolize what she had long since discarded? It looked like it; and the affair would be well worth watching.

RICHARD MALCOLM STRONG.

A Commercial Conundrum—Who Will Solve It?

Written for the TRADESMAN.

There are wonderful developments going on all the time in the matter of cheapening products, especially those handled by grocers, and the wonder grows more unaccountable when it is considered that they affect mostly staple goods bearing the least margin of profit for the retailer. To read, for instance, the market report of wholesale prices of coffee and then note the competitive rates made by some retail grocers has a tendency to confuse the mind with an overpowering sense of discrepancy somewhere.

But, when one observes the varying prices asked for baking powders of different brands, all other commercial conundrums must take a back seat. In the former case we are sure someone is losing, or the tastes of consumers differ as widely as civilization and barbarism. In the latter, the distance between the minimum and maximum price, both wholesale and retail, shows a gap too wide to be spanned by any ordinary intellectual effort. The cheapest coffee, if genuine, is, at the worst, a fruit of inferior quality, perhaps injured by causes that deteriorate strength and flavor but still do not wholly destroy its value for human consumption. Baking powder, however, as now placed on the market, is a compound mystery as to its constituent parts, and also the price at which it is offered to consumers. The scaling process to which it has been subjected by competition has leavened the whole product with such a bad reputation that many grades cannot secure purchasers without a premium thrown in as a bait to settle the question of equivalent value in the mind of the buyer. Between the dearest and cheapest what awful probabilities hover as to the nature of the ingredients! Yet each brand is confidently guaranteed by the maker to be pure, wholesome and effective for the only purpose for which it is used. A mechanic would not recommend with greater assurance a machine of the very simplest construction whose value can be tested by the dullest senses.

I have before me a price list of the highest grade, which has no doubt deservedly a world-wide reputation as a strictly pure product. The wholesale rate is \$4.15 per dozen pounds; while a circular just received offers another brand in lots of 100 lb. cans at the rate

of 72c per dozen, freight prepaid, coupled with the assurance that if a single customer should be dissatisfied the whole invoice may be returned at no expense to the dealer!

The difference in price between these two products sold under one general name for universal consumption and the same domestic use constitutes a mystery worthy the investigation of an expert chemist whose function it is to disclose the secrets of compound substances under pure food laws for the benefit of the public. Laws intended to prevent the sale of impure drugs adopt some definite standard by which to test the proper strength and composition of each article sold, either separately or combined in prescriptions. No druggist, under such a law, would be allowed to handle several grades of any staple compound known by the same name and requiring a uniform dosage, but sold at very widely divergent prices, without subjecting himself to the suspicion at least of an intent to defraud his customers.

As most component parts of baking powder are familiar to the general public, a bill has been proposed in the Legislature to compel manufacturers to print the formula of each brand on the label, so that consumers might the easier select those most desirable, both as to price and quality. There are good arguments in its favor from the consumer's standpoint; but it was strongly opposed by the producers, on the ground that it would oblige them to reveal to competitors business secrets which they claimed as vested rights. The chances are that the bill will not become law; and so dealers will still continue to stock up on a staple product that varies in market value about 50 per cent., yet each brand is warranted to be "a wholesome article" and directions for using are almost identical.

The increasing output of new brands and the expensive methods of advertising to obtain a standing in the market indicate that there is a large margin of profit to manufacturers in disguising formulas of a product that, although actually a staple in household economy, has become, for trade purposes, a "specialty," with all that the name implies, and which is playing havoc with the ethics that should govern commercial equivalents. It is to be hoped that some expert professor of political or domestic economy will throw some light on this dark mystery and restore normal conditions. Thus, the public who consume may in time learn how much alum, ammonia, soda, starch, flour and chemical acids the stomach can receive with impunity, and be able to select each for himself the combination most suitable to his digestion. PETER C. MEEK.

Switzerland is not addicted to giving away franchises. In the permit for a railway to the top of the Jungfrau the Swiss legislature requires \$20,000 to erect an observatory on the summit, and \$200 a month to pay for weather reports and other scientific work. The fare is fixed, and the government reserves the right to buy out the company after a certain number of years. A passenger pays \$8 and the ascent will be made in 100 minutes.

The British government has a scheme under consideration for tunneling between Ireland and Scotland. The idea is not a new one, and is reckoned by competent engineers to be perfectly feasible. The route will probably be from a point in Scotland just north of Port Patrick to a point in Ireland, near Carrickfergus. The estimated cost is \$35,000,000.

All Makers or Sellers of Beverages Under the Name of "Cereal Coffee" are Liable to Prosecution for Infringement on the Vested Rights and United States Trade Mark of the

Postum Cereal Co., Limited, whose name and advertising has made a wide-spread demand for "Cereal Coffee," and all other beverages made or sold as "Cereal Coffees" are made and sold for the express purpose of securing trade under the fame and reputation of the original, and are clearly infringers and trespassers. No conception of Hygienic, or food value enters into the plan of the producers of the counterfeits of Postum Cereal Food Coffee. Their only and sole motive is to make up something that the grocers can hand out to inquirers for Postum as "just as good" when they happen to be out of the genuine (and that is a good part of the time in too many cases). Dozens of samples have been examined, and they consist of an appalling lot of rubbish—peas, beans, chicory, cocoanut shells, peanut shells, rye, barley, corn. These are browned and ground, then to give the composition a coffee taste, some manufacturers put in a little cheap coffee and others put in some sort of drug or root. These compositions are then put up in packages, either cardboard or tin, some of them quite handsome in appearance, with nice sounding names of this or that "cereal coffee" or with some name ending with O; in nearly all cases, copying some of the wording on the Postum Cereal Company's package. In some cases users are advised to mix the decoction with coffee; but in no case that has come under our notice has any attempt been made to produce an article with any food value. Seldom do manufacturers of counterfeits know how to prepare such an article, their entire effort being expended in the direction of making a plausible counterfeit. We feel justified in saying that there is no other "cereal coffee" made in America and sold as a "cereal coffee" that is manufactured with the honest purpose of producing a pure, hygienic food drink based upon scientific investigation and research. There is a barley coffee, honestly made and honestly sold, not seeking to deceive people into believing they are buying the original "cereal coffee." The best sample of a "cereal coffee" that we have examined is made by a so-called health food company, and they are honest enough in their advertising to state that their "cereal coffee" does not contain any nutritive value whatever, but is simply a pleasant drink and "substitute" for coffee. Now, on the other hand, when Postum was discovered, skillful and well-known food experts proceeded carefully, thoughtfully and methodically to make a pure cereal coffee, and if possible to so prepare the cereals that when the product was brewed, it would have the rich color and much of the piquant pungent taste of coffee; this was deemed possible, provided the preparation of the ingredients in the manufacture was such as to bring about much the same result as in the proper preparation of coffee. The problem was a very difficult one to solve, and the experimenters occupied something over one year in their experiments, with probably several hundred failures. It was known to be an easy matter to brown some grains and make a dark colored liquid, but that would not solve the problem. The final result, now known as Postum Cereal Food Coffee, has about 66 per cent. of its total from a part of the wheat berry that contains the albumens and phosphates, absolutely demanded by the human economy from which to rebuild the lost gray matter in the nerve centers. In this portion of the wheat berry exists an element that under proper heat, moisture and time, will produce diastase, the one thing that will digest or transform starch into maltose or sugar. About 24 per cent. of Postum consists of the starchy particles of the cereals, which, when properly digested, go to the rebuilding of the fatty parts of the human body. This element is not inclined to add to the tissue of people who are already too fat, but its use is to build up the body in such places as seems to be demanded by nature. The remaining 10 per cent. of Postum consists of a saccharine or sugar product from one member of the cereal family.

The proper treatment of these different ingredients required experiment and thought to perfect. The result is known to hundreds of thousands of people who have made Postum their regular table beverage and whose words of thanks we have in hundreds of letters in our office. For well-defined reasons the words in the trade mark, "it makes red blood," were adopted, for it is a fact that Postum Cereal Food Coffee rebuilds the human system in a most pronounced manner, and the blood corpuscles quickly assume their proper shape and color, if the imported coffee is left off and the Postum Cereal Food Coffee used.

A volume as large as Webster's unabridged dictionary might be printed with testimonials of Postum, but their very numbers would make them tiresome to the reader. When, however, the food experts, the physicians, the scholars and educators of the country, unite in praising Postum, after careful tests and continued use, it is evidence that they appreciate the difference between the use of some rubbish mixed up together to imitate coffee or as a "substitute" for coffee, and the benefit they derive from an article prepared by scientific men and on a scientific basis.

Prof. Arthur R. Spade, Principal of the Du Pont School, Wilmington, Del., who is a well-known educator and writer, states: "I have not used tea or coffee for three years or more, for after noting the effects of these stimulants upon my system, I decided that they were injurious. After using Postum Cereal two weeks, I found I had gained four pounds in weight and my appetite had increased."

Dr. David H. Reeder, an instructor of the Ralston Health Club, says: "I have found Postum Cereal Food Coffee a delicious and wholesome article." We have learned that the Doctor advises the use of Postum to his classes.

Mrs. Sarah Tyson Rorer, one of the greatest food experts in the world, head of the Philadelphia Cooking School and in charge of a department of the Ladies Home Journal, is a user and great admirer of Postum.

Bishop Fallows, D. D., L. L. D., of the Chicago University Association, says: "We are greatly delighted as a family with Postum Cereal. It has taken the place of coffee and is asked for three times a day. I can, therefore, most heartily recommend its use to all who desire a healthful and agreeable food coffee."

Dr. C. L. Thompson, of Muskegon, Mich., writes: "I recommend this coffee in all cases, but more particularly for nursing women. It increases the flow of milk and makes it richer. I have never seen anything equal to it for this purpose."

A member of the Boston Board of Health states that they had analyzed all of the cereal coffees and found foreign substances in most all of them, but found Postum Cereal just as represented. They were very much pleased with it and would recommend it.

Dr. H. C. James, of 1939 9th street, Washington, D. C., says: "I consider Postum a very healthful and nourishing drink, and my family and myself have all gained in flesh and strength since using the same."

Letters of this character could be multiplied almost without end, and come from many of the most widely known physicians and other public men in the United States.

The success of Postum Cereal Food Coffee has been the cause of this great flood of rubbish all over the country. The plan pursued by shrewd and unscrupulous men has been to make up an imitation and place it in the hands of the grocers throughout the country, on consignment, promising to put samples around at the houses and otherwise advertise their so-called "cereal coffee," knowing that grocers will undertake to work off goods they may have on their shelves to customers who come and enquire for Postum. It is a common occurrence to hear the grocer say to the enquiring customer, "Yes, I keep Postum, but am out of it at present. Here is something that is highly recommended as being as good as Postum." In this manner a great many tons of deleterious goods have been worked off at a large profit to the manufacturers and a large temporary profit to the retail grocer, who has perhaps not given the subject thought enough to realize that such work hurts his value in the eyes of desirable customers.

The Postum Cereal Co., Limited, have been driven to a point where it has become an absolute necessity that they proceed through the United States courts to compel some of the manufacturers of these counterfeits to desist from their manufacture and sale. Suit has been brought against the makers of Grain-O. Others will follow, and they will also bring action against wholesale and retail grocers to prevent their selling the counterfeit articles to purchases who call for the genuine. This procedure is in the interest of pure food and drink, and the Postum Cereal Co., Limited, propose to carry on an active campaign against all those who aid and abet in any way the spread of articles of that class. The action has created some consternation among merchants who have been chuckling over ill-gotten profits from deceived customers, but it is a pleasant evidence of the general high character of grocers, to know that in the main they are very glad to second the efforts of the Postum Cereal Co., Limited, in eliminating from the market these spurious articles, the use of which in many cases is a definite harm and injury to the human stomach.

Our Corporation Attorneys will persecute no one, but they will relentlessly prosecute merchants, both wholesale and retail, who insist upon aiding and abetting the unlawful distribution of any article sold as "cereal coffee" or any cereal beverage packed in cartons with red seals or wording in any manner deceitfully copying the packages or wording of the original.

POSTUM CEREAL CO., Lim., Battle Creek, Mich.

Shoes and Leather

How the Shoe Store Prospered—A Sister's Share in the Success.

James McAlister unexpectedly fell heir to a modest legacy of a few thousand. He was a young man, but had already felt care and responsibility, as his parents having died several years before, James, as the eldest, took his father's place to a great degree in the providing for his younger brother and sister.

Ned had graduated at the Newton Academy, and was a book-keeper in a grocery store. James had been for several years in a shoe store. Dolly, pretty, lively Dolly, was housekeeper and mender, and the sunshine of the simple but dainty little home.

Now, when James received this unexpected windfall from an older maid en sister of his father he wondered how he should best invest it. After much thought, and seeking for information, he decided to open a shoe shop in Aberdeen, a thriving town in one of the Middle States.

Dolly shed a few tears in private over leaving her old home, but outwardly she was all smiles and brave words of encouragement. Ned would be book-keeper of the new firm. After reaching the town the three went to a quiet boarding-house until they could find a suitable house, and decide upon the situation of their new store room.

But, alas! the first day was dark, dreary and rainy. The two brothers started off, leaving Dolly with a new magazine, "to drive off the blues," they said. But after reading awhile Dolly grew restless. "Why shouldn't she go out as well as those great boys? She had a new mackintosh, cap, rubbers and umbrella. She would know a little about her new home.

After a rather forlorn supper, Dolly and her brothers repaired to their rooms. They gathered in Dolly's about a grate fire.

"I declare I never dreamed there were so many shoe shops here," observed James, in a dejected tone.

"We counted six, and Aberdeen isn't very large," said Ned.

"Yes, in the western part," Dolly affirmed, "but there isn't one in East Aberdeen."

The boys stared. "How do you know there are two parts?" they asked incredulously.

"A small creek called the Indianola divides them. The west is the most aristocratic, but the east is thickly populated." Dolly spoke as if reciting a lesson in geography, but her eyes twinkled. Then she leaned forward earnestly: "Now, boys, I'm sure the east is your place," she said. "There are few people there very well off, but the mechanics and factory employes have regular wages, and many of the citizens are employed by the railroads. They must come so far to the west side to shop. There is a nice grocery over there, and the proprietor told me that, although only started a few years ago, he had done unusually well. Why shouldn't a good shoe shop do as well? People must have shoes as well as things to eat."

"Dolly McAlister! haven't you been in this room all this afternoon?" demanded James, in a would-be stern manner.

"No, I couldn't keep still, James; don't scold, but let us talk it over," urged the girl.

The boys laughed at Dolly, but they had found by experience that she had a sensible little head on her shoulders. So now, after a little chaffing, they discussed the matter as seriously as Dolly desired.

The end of the matter was that next morning James went to explore East Aberdeen, while Ned and Dolly went to visit the house James had already discovered.

The result of each was favorable. The household furniture was moved at once to the little home in East Aberdeen and James rented a store room of moderate size for his new venture in business.

Dolly was busy enough these days, but she was healthy and happy, two important "h's." She fitted back and forth between the new home and store. In a burst of self-denial and generosity she gave up a large old-fashioned mirror which had belonged to their grandmother to the place in the store back of the window partially screened by a gay but pretty homemade screen. Added to this she donated one of her couches, and covered several pillows with inexpensive gingham and demin to heap upon it. It made a veritable cosey corner when finished for ladies to try on shoes.

Then a further inspiration seized Dolly. At home she had been famous among the little folks for drawing and painting in water colors wonderful paper dolls. Now she turned this talent to account for "the business." She made a few immense dolls to put in the one large show window. There was a dainty maiden in a blue gown, with apron, collar and cuffs and cap of white. In her hand she held up to view a card bearing the legend, "The prettiest ladies' slippers at McAlister's."

Another doll was a tall sailor lad in a perfect sailor's costume. His placard was larger than the girl's and read: "I bring the Orient's treasures from afar," to advertise the Oriental slippers.

Dolly did this work in the evenings, and it took much time and labor, but the result satisfied her.

Every Saturday she rearranged the window, because on that day the small army of country people came in town to buy.

One day she exhibited a huge wooden shoe she had used at a church fair at her old home, and which Ned had carved a little and painted. In this, tumbling out of it and seated on its toe, were little Holland maidens and boys of all sizes, in quaint Dutch costumes. Along in front flowed a canal—a long, narrow tin vessel reaching almost across the broad window, and filled with water. This was covered with real moss Dolly had bribed some little boys to bring her from the woods, and made a carpet for most of the window seat, with here and there on it, and hung above, the different styles of shoes. This scene attracted a great number, especially children, who dragged fathers and mothers to the fascinating spot. One tall, beautifully dressed lady entered the store, and while purchasing a pair of shoes for the little girl she led by the hand, asked if dolls similar to the ones in the window could be bought or ordered. James glanced enquiringly at Dolly, who came forward at once and said that she would fill any order.

The lady looked relieved. "I want quite a number to send away," she said. She was from the west side, and told her friends of "the artistic dolls Miss McAlister made," and Dolly made many an extra dollar from her original

dolls. Meanwhile, James found, as Dolly had predicted, a good sale with generally ready pay. His customers were men on a salary, who, if thrifty, hated to get behind, and had only so much to spend each month, but it was regular. James was surprised at the number of his customers. They found his goods reliable, and then it was so much more convenient than tramping over to town; while now and then, a West Ender was attracted eastward by the tempting display at McAlister's. So three years came and went, bringing its ups and downs to the new firm; but the "ups" grew steadily as the "downs" decreased. One day Dolly had a great surprise. James informed her that at last he was able to carry out the desire of his heart and marry the girl of his choice from his old home. Dolly knew and admired stately Katherine Eliot

and threw herself into the preparations for the coming bride with her usual ardor. But after the pretty wedding and visit among old friends, and Dolly had come back to Aberdeen to await the homecoming of the bride and groom, a novel sinking of the heart came to the cheery young girl. Hitherto she had been the chief manager of the house; henceforth she must be but an assistant. James would love her, but she was no longer necessary to his comfort. She realized, with a sudden flood-tide of knowledge, that the old life was over. She decided after a good cry that she must accept the secondary place with grace and dignity. She must never allow her new sister to imagine that she was a usurper or that Dolly felt any vain regrets over the change.

It was not easy to do, but Dolly accomplished it. She was Katherine's



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.

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

helper, but she spent more time at the store to relieve James and allow him more time with his wife. A cold, raw autumn day saw a handsome, merry-faced young man entering the McAlister's store. It was a traveling man for a large New York house, Tevis Van Buren. Dolly had met him several times, James was off to the west side helping his wife select some household treasures; Ned was collecting. But the young man seemed to think Dolly a sufficient representative of the firm. Finally he smiled, "Why, Miss McAlister, I wonder if there is anything you're not fully 'up' to," he said. "Your brother ought to take you in as partner. I shall tell him so."

But the conversation drifted to other subjects far enough away from "trade." Young Tevis talked well and Dolly was glad to listen, except when some remark challenged her dissent.

All at once there was a pause. Mr. Van Buren's ready tongue seemed to fail him. Dolly tried in vain to interest him. To her amazement he burst forth in a totally changed voice: "Miss Dolly, traveling men can't do as they like. They must live in a hurry. Here I must be off in two hours. But I have thought of nothing else but this visit since I was here last. I've loved you from the first time I saw you. I can't hope that you have learned to love me, but I cannot leave without asking you if I may carry away with me the hope that some day I may win you for my wife." He came nearer and took Dolly's hand. "Oh, Dolly, Dolly, don't make me miserable. There is your brother, quick, say something." But already James' quick steps came nearer and Tevis Van Buren, his heart beating fast, his suspense unbearable, had to become in a moment the shrewd, practical man of business. Shoes, not hearts, must be the subject of the hour. Dolly sat on the broad couch, thinking very hard. To her surprise, she discovered a most novel condition of affairs in that brief introspection. At last the transaction was over and Van Buren came to the couch to bid Dolly goodbye. James was busy replacing boxes on the shelves.

"Dolly," whispered the young man, "have you no word for me? I have only time to catch my train."

Dolly's eloquent eyes looked into his for one blissful moment. "I have just found out that I—I d—o care. Are you in too great a hurry to come back here—some time?" she said in a low voice. The shriek of the distant locomotive sounded as Tevis tore himself away.

"He's a real up-to-date fellow," James observed a moment later; "but somehow to-day he wasn't like himself—kind of nervous and restless—and said once that he thought business 'perfectly charming.' But he kind of choked and went on all right. Perhaps he's had some trouble."

"Perhaps," said Dolly, demurely.—Rhodes Campbell in Boots and Shoes Weekly.

Business Enterprise Foiled by the Wisdom of the Father.

From the New York Sun.

The foundation for the mystery was developed in a department store in New York.

"Do you wish to have it changed?" said he.

"No, thank you," said the lady.

"Shall we send it to you?"

"It is so small that it is hardly worth while."

"It's no trouble, and you will avoid waiting while the package is being wrapped up."

"But I must wait for my change, anyway."

"Not at all; we can send it C. O. D."

"But it's only 63 cents."

"That makes no difference. It will be delivered this evening; sure."

"Very well," and the lady sauntered away, wondering why the clerk was so anxious to send so small a package to Brooklyn, and put the establishment to the trouble of collecting 63 cents.

The mystery deepened at the home of the lady in Brooklyn.

"A package for Miss Blank," said the driver of the delivery wagon, and hurried to leave.

"He's forgotten to collect the 63 cents," cried the lady. "Stop him, Bridget!"

"Hey!" cried Bridget.

"That's all right," rejoined the driver, and disappeared around the corner.

The mystery was explained at the office of the father of the lady in New York.

"Are you Mr. Blank?" asked the dapper young man.

"Yes," said the father.

"The father of a large family of daughters in Brooklyn?"

"Yes."

"A C. O. D. package was sent to your home the other day. That suggests that perhaps you would like to open an account for your family at our store."

"Eh?"

"The advantage would be mutual. On our side we would have the trade of a large family of young ladies."

"So?"

"Large families of young ladies are in great demand as charge customers."

"Hub!"

"And so we should be very glad to open the account. On your side the advantage would be equally great. Our store is a long way from Brooklyn."

"H-m-m."

"And so your daughters would not be apt to buy so much as they would if they had an account in a Brooklyn store. Therefore you would save money."

"Yes?"

"Yes."

The father looked over his glasses at the dapper young man, and the dapper young man stretched out his legs, thrust his hands into his trousers pockets, and began:

"So, then, you make it a business to search out large families of daughters?"

"Yes."

"And omit to collect money due on C. O. D. packages so as to have a basis for starting an account?"

"Yes."

"The plan is ingenious. But it is not ingenious enough to succeed with the father of a large family of daughters. How old are you?"

"Twenty-seven."

"I am 57. If you are the father of a large family of daughters when you are 57 you will know more than you do now."

"Yes?"

"You will have learned that if one store is twice as far away as another, a woman will feel herself obliged to buy twice as much as at the other to make up for the difference in distance."

"Yes?"

"You will have learned also that she will feel herself obliged to keep on buying as much as ever at the near store just because it is nearer than the other."

"Yes?"

"So that the net result would be that my daughters would buy three times as much as before I opened an account with you."

"Yes?"

"Ordinary reasoning won't apply to woman."

"Then you don't want to open the account?"

"No."

"Good day."

"Good day."

He wore no rubbers in the snow,
Nor likewise in the floods of spring;
But in the ripened summer glow
He found those shoelets just the thing.
For in the dry and sultry streets
He'd feel the water 'twixt his toes,
While wading through the glassy sheets,
When neighbors sloshed the garden hose.

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

The people are not blind. They read our daily announcements. They hear of our low prices. They know of the reliable goods we sell. They come to our store and are convinced.—J. D. Alkire's Sons, Denver, Col.

The onward march of our great shoe business is the direct result of the well-directed efforts of each of the nearly half a hundred employes of our three stores, and of the hundreds of skilled shoemakers who have shaped and fashioned the charmingly pretty new spring shoes that are creating such a furor this season among the Washington shoe wearers.—William Hahn & Co., Washington, D. C.

Every shoe in stock has been made for Barr's in factories renowned for shoe goodness, and a special brand made expressly for Barr's from carefully selected stock has been christened Barr's perfection shoe. Charming in shape, following the natural lines of the foot, composed of especially selected stock, the price is made astonishingly low—\$4.00 a pair. Ask for them.—Barr's, St. Louis, Mo.

Splendid shoe news to crowd this store this week! Way back in Maine we found a shoe factory that knew more about making good shoes than getting good prices for them. We were looking for a good \$3 shoe, and we found it; but the maker asked such a low price for it that we decided to make a furor with it in Altoona—and will sell it at \$2.—George F. Streit, Altoona, Pa.

Our styles are bound to be the newest and best. As makers of women's footwear we are not excelled in all this city of fine manufacturing. We stand at the top. Our own retail trade has the advantage of buying direct from the maker at prices beyond competition. "A usual \$4 shoe for \$3." That's the ratio here.—P. T. Hallahan, Philadelphia, Pa.

It is as desirable to get what you pay for as to pay for what you get.

New Prices on Rubbers

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

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

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

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

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



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

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

MICHIGAN BARK & LUMBER CO.,
527 and 528 Widdicomb Bld. Grand Rapids, Mich.
N. B. CLARK, Pres.
W. D. WADE, Vice-Pres.
C. U. Clark, Sec'y and Treas.
We are now ready to make contracts for bark for the season of 1897.
Correspondence Solicited.

Grand Rapids LUMBER COMPANY
419 421 MICH. TRUST BUILDING
We Pay HIGHEST MARKET PRICES in SPOT CASH and Measure Bark When Loaded
Correspondence Solicited.

SIXTY YEARS AGO.

Personal Recollections of Gotham Business Methods.

Written for the TRADESMAN.

Soon after my experience, as narrated in my last contribution to the Tradesman, there came a break in my hitherto unruffled domestic arrangements, caused by a double event that ushered into the world one life and was the exit for another. After an interval of fifteen months of unalloyed domestic life "the silver cord was loosed, the golden bowl was broken." This event, followed by unremitting attention to business, to quiet, melancholly recollections, resulted in a prolonged course of fever, from which I was slow to recover.

During my sickness my kind employer visited me almost daily, and his words of encouragement and hope were better than medicine during my convalescence. One day, after I had recovered strength enough to visit the store, and was hopefully speaking of soon returning to my place behind the counter, my employer said: "Mr. Welton, much as I regret to part with your services, I have been consulting Dr. Cheney about your case. He tells me it won't do for you to resume your old place and duties here—that you need a change, not in your active pursuits, but in your surroundings."

(Dr. Cheney was an old and dear friend of our family. My father was a minister of the Episcopal Church, and had officiated at his wedding in 1816.)

In surprise I asked, "What am I to do? I have no money to meet the expense of travel, and I can't be idle."

His characteristic reply to this was prompt and to the point. "I have thought that all over," he said. "The Doctor tells me you need to breathe the salt water, and I have already written a letter to my friends, the Messrs. E., of New York with whose methods of doing business you are somewhat familiar through handling the invoices and goods that I have purchased from them. I have no doubt they will appreciate your services and you will soon feel at home in their employ."

In thinking it over, I have often asked myself the question, How many employers at the present day would manifest the same noble solicitude under like circumstances? He would not listen to any thanks for his kind offices, saying, "Consult your mother and sister and, when you have made up your mind what is best, come to the store again."

Under the sheltering wings of this devoted mother and sister the little new life had found a mother's care. It was soon arranged that I should follow Mr. Gorham's advice in looking for health and future success in a new field of labor. After getting letters of introduction and recommendation from other business men, I took a regretful leave of family and friends and started for New York.

At the time of which I write what is now the great New York Central Railroad between Albany and Buffalo was made up of seven separate railroad corporations, as follows: the Albany & Troy; Troy & Schenectady; Schenectady & Utica; Utica & Syracuse; Syracuse & Auburn; Auburn & Rochester, and the Tonawanda to Buffalo. Each was independent of the others in rules and running regulations. No through baggage checks, each line checking only to its terminus, where they were exchanged for others. The conductor's cry, "Change cars here!" was followed by the confusion of a general turn-out of the passengers and a scramble to

claim their baggage, change their checks and buy their tickets to the next transfer. On some of these roads the conductor collected the tickets from the outside through the windows. Most of the coaches were neither warmed nor lighted. In contrast with present railroad conveniences, luxuries and facilities for rapid transit can anything more crude, confused or perplexing be imagined!

From Albany to New York by the Hudson River boats was then, as now, one of the most agreeable of excursions. The usual time required for this distance of 140 miles was twelve hours, or a little less than twelve miles an hour! When the steamboat "Hendrick Hudson" made the trip in eight hours the public were surprised. I think the Hudson River Railroad now covers the same distance in four hours.

I arrived in New York the third day after leaving home, and met a warm greeting from the Messrs. E. to whom Mr. Gorham's letter of introduction was addressed. Every merchant to whom I carried letters of recommendation gave me full and cordial permission to refer to them if necessary. The day was pleasantly spent in making these calls. The next morning I called again on Mr. Gorham's particular friends, the Messrs. E., in Pearl street. This time I met both the brothers, "Brother John" and "Brother Ed," as they called each other. I was particularly struck with their similarity in every way. They enquired how I had been received by the persons to whom I had letters of introduction. I replied, "In every instance very kindly." Their next enquiry was, "Have you made any arrangements, Mr. Welton, or can we help you in any negotiations?" I replied that I had applied to some of them (mentioning their names), but that no conclusions had been reached; that their friend, Mr. Gorham, before I left home, had advised me to consult them (the brothers) before closing any arrangements.

Here occurred a characteristic example of the offhand way the brothers had of coming to the end of a negotiation: "Well," said Brother John, "if (mentioning a salary beyond my expectations) it will be agreeable, you may consider yourself in our employ from this day—" "and," added Brother Ed, "I will pay you a commission on all the grocery trade you can send to me over in West street." (I afterwards learned that this arrangement had been partially considered between Mr. Gorham and the Messrs. E., even to the amount of salary, before I left home, subject to their decision after seeing me.)

The readers of the Tradesman will pardon me for giving them here a fuller introduction to my new employers. I can do so no more briefly than by referring those who have read that best of all the creations of Charles Dickens—Nicholas Nickleby—to their counterpart in the Brothers Cheerable, so exquisitely portrayed in that masterpiece of fiction. Brother Ed was the head of their wholesale grocery business in West street on the North River Side, while Brother John managed the extensive wholesale stock of cloths, cassimeres, vestings and trimmings in Pearl street on the East Side. They were equal partners, never seeming to disagree in anything. Although members of different Christian churches, their benevolence ran in the same channel; they were one in everything.

My services were all required in the dry goods store in Pearl street. The trade of both stores was confined to

New Jersey, Western New York and the city, with the exception of a circle of mercantile friends in Virginia and Georgia that Brother John had made while previously in the employ of a house doing a large Southern business.

It was interesting to observe the loose business methods of many Southern merchants in those days of slavery and high prices for cotton. Their purchases were made but once a year, not confined to any particular time, but usually occurring when they sold their cotton. All the cotton crop was handled by the local merchants, and was used by them as a medium of exchange. After consigning it they usually came to New York to attend the cotton sales and make their purchases. With the exception of linen and cotton goods suitable for men and boys, and negro cloths, our stock did not supply their wants; but we filled their orders from outside purchases just the same.

Then was my busy time. It was an ordinary occurrence for a merchant from Georgia or Alabama to come into the store and, after the usual salutations, throw his memorandum book on the desk and say, "Fill that order at the best rates you can, and hold the goods until I see you again." In the meantime he would be attending the cotton sales or betting at the Long Island races. In selecting goods for planters' family use, about the only question asked by the merchant was, "Is this the newest and best thing in the market regardless of cost?" They wore but few woolen fabrics, except flannels of the finest kind. The richest silks and ribbons, the finest and most brilliant colored French lawns and muslins, both cotton and linen, with gloves galore, were some of their wants. To

supply the negroes and white trash they bought gaudy, outlandish patterns and colors. The yellower and redder they were the better they suited. Sometimes we did not see them again for two or three weeks or longer. When they made their appearance they were always in a hurry and the first question asked was, "Is my bill ready?" I usually replied, "Yes, but I have left one box open, in case you had anything from outside you wished to have packed." If he was entirely through, the buyer would say, "Stuff it with nigger cloths and nail it up." Then he would make a break for the office, to get his invoice, which he seldom looked over, but settled, either by paying cash in full without discount, or giving a time draft on his cotton consignee. I think if it had been my friends Paul Steketeer or Henry Spring that were paying out five or ten thousand dollars for an invoice of goods just purchased, they would have been reaching out for the discounts.

As an illustration of the offhand way that some Southern merchants had of doing business in times when everybody was supposed to be honest, I give, from memory, a characteristic order by letter the house received from a large dealer in Atlanta, Georgia, in 1844, covering a draft for a large sum:

Gentlemen:

Your Mr. Welton sold my neighbor, John P. Setze, a large bill of goods last month. I have looked that invoice over. It suits me. Tell him to duplicate that invoice at the same prices, and ship to me, and place the avails of the enclosed draft to my credit.

Yours truly,

JOHN C. CARMICHAEL.

How much such an order would surprise a jobber in this Year of our Lord, 1897!
W. S. H. WELTON.
Owosso, Mich.



ALWAYS TO THE FRONT

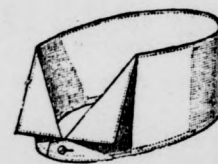
in our Hosiery department. The shrewd buyer is sure to get our prices before buying. And the variety? We feel confident of suiting everyone.

Just received a case of Misses' Hosiery in the new Oxblood shade. Ladies' Seamless Hosiery from 45c per dozen up. You should see those 75c per doz. Ladies' Fast Black Hosiery. They are worthy of your inspection. Just received a new supply of Tan Hose. Ladies' and Misses, all sizes.

Socks in all qualities, from 25c per doz. up. We have the best quality of 75c per doz. Socks in the market. We want you to investigate.

P. STEKETEE & SONS.

We are Showing



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

Voigt, Herpolsheimer & Co.

Wholesale Dry Goods,
Grand Rapids, Mich.

Commercial Travelers

Michigan Knights of the Grip.

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

Michigan Commercial Travelers' Association.

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

United Commercial Travelers of Michigan.

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

Michigan Commercial Travelers' Mutual Accident Association.

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

Lake Superior Commercial Travelers' Club.

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

Gripsack Brigade.

John Fell is now on the road with the well-known shoe line of the Bradley & Metcalf Co., of Milwaukee. He has been out since April 1 and reports expected success.

C. I. Richfield has resigned his position as foreman for the Postum Cereal Co., Limited, at Battle Creek, to take a position as traveling salesman for P. F. Olds & Son, at Lansing.

Ed. Bailey, formerly of the Bailey House, Ionia, has leased the Hotel Dexter for a term of years. Everybody knows Ed., as he is deservedly popular with the traveling public.

Stephen T. Bowen has engaged to cover Michigan, Indiana, Ohio and Illinois for John G. Miller & Co., manufacturers of clothing, at Chicago. He expects to be able to see his trade about three times a year.

J. J. Frost, traveling representative for Clark & Co., at Lansing, is confined to his house by reason of his having run a needle in his foot on Sunday, May 2. He expects to be able to resume his work on the road in about a week.

J. L. Lazier, who traveled last year for the Stebbins Manufacturing Co., of Lakeview, has again entered their employ and will carry their line of premium goods and novelties, covering the eastern and southern portion of the State.

D. S. Fleming, formerly engaged in the grocery business at Jackson under the style of the Parker & Fleming Co., was in town last week for the purpose of introducing the products of the Yucca Manufacturing Co., of Los Angeles, with which enterprise he is now identified, both officially and financially. He met a cordial reception wherever he exhibited the Yucca line, which consists of splints for physicians' use and art panels for the use of artists.

John Cummins (Olney & Judson Grocer Co.) is laid up for a week or ten days by reason of his attempting to interview a gasoline stove in an inflammable condition on his return home last Saturday. His first work was to extinguish the flames around his wife's dress, when he proceeded to cast the stove out bodily, burning both hands and the end of his nose and singeing his moustache and eyebrows in the effort. John says he is familiar with the business end of a mule and was once inducted into the mysteries of a hornet's nest, but for genuine amusement and downright cussedness, a blazing gasoline stove is entitled to the palm. Bert Van Duren is covering his trade this week, but John hopes to regain the use of one hand to that extent that he can carry a grip again next week.

Wm. Connor was in town early in the week on his way home from Harbor Springs, where he attended the opening of Wm. J. Clarke in his new building. Mr. Connor is enthusiastic over the manner in which the occasion was celebrated. The store was crowded from morning until night and at times the crowd was so great that the sale of goods had to be discontinued altogether. Not only the store, but the entire block, including the offices and lodge rooms on the upper floors, were thrown open to the public, being brilliantly lighted in the evening by gas manufactured on the premises. The ladies of Harbor Springs presented Mr. Clarke with a large bouquet of flowers, arranged in imitation of an umbrella. Music was furnished by a string band from Petoskey and frequent speeches of a taking character were made by Mr. Connor, who proved to be a special favorite with the ladies.

The Peddling Bill Recalled by the House.

Lansing, May 7—Two attempts were made to recall our hawkers and peddlers' bill after the farmer members discovered that it had passed. The last one was successful and reached the Governor just as he was in the act of signing the bill; in fact, he would have signed it had not Col. Alkinson interfered. The bill is now back in the House. We have, so far, been successful in preventing the House taking action on it, but will let it come up about next Tuesday and will make a big fight to keep the farmer members from changing it in any way. If, in the meantime, you can get us any help, do it at once, for we will want it bad.

S. W. MAYER.

Representative Mayer's appeal for assistance was immediately responded to, many letters having been sent out to different parts of the State, urging prompt action on the part of merchants in interviewing their Representatives, either personally or by letter. Effective work can yet be done by merchants who feel so disposed and, as one vote may decide the fate of the bill, the Tradesman urges every one interested to communicate with his Representative without a moment's delay.

Flour and Feed.

There has been a better tone to the flour market the past week and prices are considerably firmer, in sympathy with wheat, with a good fair volume of business, but entirely for domestic trade. Export trade is very dull, there being nothing doing from the other side, and any offers coming in are from one to two shillings out of line, although ocean rates are very low and should tempt a little business.

Trade on millstuffs has been slack and prices, in consequence, have eased off about \$1 per ton. Ground feed, corn, oats, etc., remain unchanged. There is very little corn and oats moving from first hands and the price is a little firmer if anything.

WM. N. ROWE.

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.

The Drug Market.

Acetanilid—Reduced in price 2c per pound.

Acids—General tendencies have been toward decline partly on account of putting the crude material on free list.

Arsenic—Continues steady but dull.

Balsams—Tolu and Peru quiet and unchanged.

Beans—Vanilla, fair demand in small lots at well sustained prices.

Burgundy Pitch—Prices are strong with fair demand.

Cacao Butter—Prices unchanged with fair demand.

Cantharides—Prices unchanged. Jobbing demand moderate.

Cassia Buds—Limited supply makes quotations strong.

Castor Oil—Unchanged.

Choral Hydrate—Prices continue steady with limited offerings.

Cinchonidia—Light jobbing sales at steady prices.

Cocaine—Prices firm with small offerings.

Codeine—Quiet, with higher quotations from manufacturers.

Cream Tartar—The placing of argols on the free list by the Senate Committee has caused a decline in quotations.

Cubeb Berries—Dull, steady.

Ergot—Dull, nominal prices.

Essential Oils—Cassia shows a downward tendency. Croton is quoted lower. Natural sassafras, easier and wormwood steady.

Glycerine—Continues strong at recent improvement.

Gums—Camphor, active with output of manufacturers generally contracted. Prices firm. Asafeotida, fair demand. Tragacanth, quiet and unchanged.

Juniper Berries—Best quality in good demand at firm prices.

Leaves—Buchu, better demand for the better grades. Senna show fair consumptive demand.

Lycopodium—Prices unchanged with fair demand for small lots.

Menthol—Dull, prices unchanged.

Morphine—Firmer on account of advance in opium, but no material change in quotations.

Opium—The probability of \$1 per lb. duty has stimulated prices somewhat in all lines.

Quinine—Reduced quotations amounting to 2 cents are offered by domestic manufacturers to meet foreign conditions.

Rochelle Salts—Quiet, with lower tendency.

Roots—Ipecac has advanced in price on account of small supplies. Mexican sarsaparilla, quiet and unchanged quotations. Jalap, dull. Golden seal firmer, in good demand. Jamaica ginger strong and steady. Bloodroot, supplies about exhausted. Hellebore in better demand than usual at this season.

Salicin—Unchanged with fair demand.

Seeds—Dutch caraway, quiet, steady. Millet is lower in price. Mustard, unchanged with firmer tendency.

Silver Nitrate—Quiet and with tendency to decline.

Spermaceti—Little demand with quotations nominally unchanged.

Cash Is King.

E. A. Phillips, the Vermontville grocer, is out with an announcement to the effect that he has abandoned King Credit and embraced the doctrine of King Cash. His change of front is imparted to his customers in a circular reading as follows:

We want all out customers to read our

new plan, as it is to their interest as well as ours that we make it. We propose to mark our goods down to rock-bottom prices and sell for cash only. We have many customers we would be glad to sell on time, but if we sell for cash we will be compelled to refuse credit to our best friend or nearest relative. So don't think hard of us. We have tried since we came here to be very careful in giving credit; still, we have a great many accounts that we would sell for twenty-five cents on the dollar; and this experience is the same as that of every merchant who undertakes to conduct a credit business. The credit system kills nineteen out of twenty and the day has come and gone when a man may win on a ledger plan. King Credit must go and all must plank down the Almighty Dollar. Cash is King, and we propose to prove it by our method of buying and selling for cash, upon the system of the smallest percentage and the greatest aggregates. Therefore on May 1, 1897, our books will be laid aside and not a dollar's worth of goods will go out of our store without the cash.

Purely Personal.

Frank Jewell, Vice-President of the Clark-Jewell-Wells Co., is spending a couple of days in the Chicago market.

S. C. Rowson, formerly editor and proprietor of the Standard, of Hillsdale, is now identified with the management of the Decoy Fly Paper Co., of Detroit.

Frank J. Dyk, the Jefferson avenue grocer, has returned from New York, where he spent a couple of weeks in search of health and recreation. E. J. Carrel looked after the store during the absence of the proprietor.

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.

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.

It Will Pay YOU

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

Cutler House at Grand Haven.

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

Drugs==Chemicals

MICHIGAN STATE BOARD OF PHARMACY.

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

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

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

MICHIGAN STATE PHARMACEUTICAL ASSOCIATION.

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

A New Advertising Method Explained.
 Written for the TRADESMAN.

Readers of city daily papers may have noticed, of late, sundry paragraphs lurking singly at the foot of a column, the peculiar style of which reminds one of the mutterings of a person talking at random. I quote two as samples: "No honest dealer will try to sell what he knows the customer did not order or does not want." Again, "The publisher of this newspaper will be glad to learn of any case where an attempt is made to give a customer a substitute for some proprietary article of established reputation."

Having no connection with the context nor with each other, the first thought to strike the casual reader is that they are a series of moral apothegms interjected for the purpose of filling space, which is a common practice in many offices in preparing forms for the press. But, on closer inspection, there can be perceived a snarling, malicious thread of insinuation strung through the lines that suggests a feeling of hostility towards some person or persons who are not to be mentioned by name.

It is as though one should put in the personal column of a paper an advertisement like this: "The well-dressed but ill-mannered dude who unblushingly offered himself last Sunday evening as escort to the lady in a pink dress had better desist from such folly in future, or he will hear something to his disadvantage." One like the following is equally cute and effective as a corrector of a dishonest practice not yet wholly obsolete: "He who drops 25 cents into the church collection plate and takes therefrom half a dollar is neither honest with himself nor with his Maker."

In those first quoted there seems to be a burden on the writer's mind too powerful or too dangerous for intelligible expression. The language is shaded in constantly-varying verbiage that conceals a sting meant for the possible object of his resentment—just as the hunter of wolf-scalps hides poison in the bait intended for his special quarry or a spiteful person scatters tacks in a cycle path to gratify ill humor against certain individuals without risk of discovery.

It is evident to anyone who has kept in touch with the news furnished by drug journals that a combination for mutual benefit has been formed between the proprietors of certain patent remedies and their advertising agents. At a consultation held not long ago, there was a scheme developed to whip into line the druggists of the country, or punish them for their revolt against the double dealing of proprietors towards the natural distributors of their products. "Diana of the Ephesians" being

in danger, all advertising agents whose interest has been to sustain the power that brought them profit gladly acceded to the request, and forthwith began to defend their allies through thick and thin, by fair means or foul. Soon the large city dailies commenced bombarding the public with thundering editorials (paid for at wholesale rates) on a topic upon which the mind of the average editor had never before been exercised. Like Hessians of the revolution, they were put forward in the fight, not because of a conviction of its merits, but solely for revenue.

After a series of broadsides had been duly delivered at contract rates with no very damaging results to the enemy, it was deemed expedient to change tactics; and the system of paragraphing in disguise was substituted, as mentioned in the beginning of this article. A little cowardly, 'tis true, when judged by journalistic ethics—since the anonymous writer has always been considered a creature worthy to be outlawed by the virtuous press. But commercial emergencies sometimes have to be met by heroic measures; and herein is seen the animus of the sharp-shooting now going on all along the line with a recklessness of purpose and an ill-directed aim that furnish a key to what would seem, at first view, a whimsical freak of the penny-a-liner.

While watching this peculiar literary fusillade, it may be worth while to analyze the wordy shells thus discharged into space in hopes that some fatal missile may reach the desired target or scare the obnoxious insurgents into submission—not because druggists, as a class, may be in any real danger, but to enlighten the public as to one of the new methods of this inventive age.

Long ago the producers of household remedies, seeking a profitable market, chose wholesale and retail druggists as distributing agents. The system of selling on commission, aided by local advertising, then used to create demand was, as an initial step, fairly encouraging, and proved a powerful help in future sales, by holding what had been gained. Retail druggists especially worked faithfully to increase local trade, in harmony with the interests of producers. Later, they became, by direct purchase, the sole purveyors for the public in these products, at great risk and expense to themselves, by reason of irregular demand following the pressure of newer medicines claiming popular favor. Their shelves, to this day, testify how promptly they sought to meet every possible demand and resist the increasing flow of competing remedies. In the latter may be found the real cause for genuine complaint made by proprietors of patents, which is nothing more nor less than overproduction and useless duplication of similar remedies.

But this did not satisfy the greed of a few, who, like the horse leech, cannot be content with an unfilled vacuum. Reasonable sales were not enough—they aspired to the trade of the world, and to be millionaires, pushing by the power of advertising carlot distribution where once great gross lots met their highest ambition. Not willing to accept profits gained by the natural law of supply and demand, they chose the plan of putting their goods into new channels, particularly into the hands of department store proprietors, to be used by them as a side line and sold at a nominal margin of profit, if not less than cost, within their respective localities. This resulted

in great loss to retail druggists, through whom the trade had been originally established. The latter in self-defense began to strengthen their position and recoup losses forced upon them by this procedure. Who can deny that they were justified by the well-known axiom, "Self-preservation is the first law of Nature?" Yet they continued to carry patents, and sold them whenever called for by those with whom they were household favorites. But, when asked for their judgment upon any common remedy in ailments where customers usually made their own diagnoses, they advised and sold their own compounds based upon known and approved formulas, as they had an undoubted right to do.

The cut-rate problem was further met by co-operation in manufacture, and special purchases of non-secret remedies prepared by careful and responsible firms. Perhaps, in one case out of a thousand, there may have been found the only kind of substitution of which

anyone may rightly complain while, on the other hand, it is only in department stores that the flagrant offense of substitution has been practiced in its most offensive and indefensible sense. This the proprietors who sell to them are aware of, but still encourage their advertising allies to construct and publish broadcast paragraphs designed to convey false impressions to all who may give them more than careless attention. The man of straw against whom the public are warned exists, so far as druggists are implicated, in the fertile brain of the paragraphist, and makes him amenable to the title of an anonymous scribbler, and also a libeler by wilful intent.

Thus, in brief, is the head and front of the offending charged upon druggists. This, too, in brief, is a fair explanation of the idiotic drivell now running by contract in the daily press, which shows to what meanness men of avaricious instincts will stoop to gain their ends in this age of mercantile progress. Their efforts, however, are so puerile that one can almost forgive the evident intent in pity for the mental weakness displayed.

S. P. WHITMARSH.

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 can recommend in the strongest terms.

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

**"MASTER"
"YUMA"**

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

DON'T GET WET

When in want of a new roof or repairs you can save money by employing skilled mechanics in this line. We have representatives covering the State of Michigan regularly, and if you have a defective roof, drop us a card and we will call on you, examine your roof and give you an estimate of the cost of necessary repairs or putting on new roof. Remember that we guarantee all our work and our guarantee is good.

H. M. REYNOLDS & SON,
 PRACTICAL ROOFERS, GRAND RAPIDS, MICH.
 ESTABLISHED 1868.

WHOLESALE PRICE CURRENT.

Advanced—Ipecac Root, Opium, Opium Po. Declined—Quinine.

Table listing various commodities and their prices, including sections for Acidum, Ammonia, Aniline, Bacca, Balsamum, Cortex, Extractum, Ferru, Flora, Folia, Gummi, Magnesia, Oleum, and Syrups.

Table listing various commodities and their prices, including sections for Morphia, S.P. & W., Sinapis, Soda Boras, and various oils and mixtures.

Advertisement for Chamois Sponges by Hazeltine & Perkins Drug Co., Grand Rapids, Michigan. The ad features decorative scrollwork borders and text describing the product's quality and availability.

GROCERY PRICE CURRENT.

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

AXLE GREASE.	
doz.	gross
Aurora	6 00
Castor Oil	7 00
Diamond	4 00
Frazier's	9 00
IXL Golden, tin boxes	9 00
Nica, tin boxes	9 00
Paragon	6 00

BAKING POWDER.	
Absolute.	
1/4 lb cans doz.	45
1/2 lb cans doz.	85
1 lb cans doz.	1 50
Acme.	
1/4 lb cans doz.	45
1/2 lb cans doz.	85
1 lb cans doz.	1 00
El Parity.	
1/4 lb cans per doz.	75
1/2 lb cans per doz.	1 20
1 lb cans per doz.	2 00
Home.	
1/4 lb cans 4 doz case.	35
1/2 lb cans 4 doz case.	55
1 lb cans 2 doz case.	90

JAXON	
1/4 lb cans, 4 doz case.	45
1/2 lb cans, 4 doz case.	85
1 lb cans, 2 doz case.	1 60
Our Leader.	
1/4 lb cans.	45
1/2 lb cans.	75
1 lb cans.	1 50
Peerless.	
1 lb cans.	85

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

BATH BRICK.	
American.	70
English.	80

BLUING.	
Fifth Avenue.	30
Jewell's Arabian Mocha.	30
Wells' Mocha and Java.	25 1/2
Wells' Perfection Java.	25 1/2
Sancalbo.	25
Valley City Maracaibo.	25
Ideal Blend.	16
Leader Blend.	13 1/2

CONDENSED PEARL BLUING	
1 doz. pasteboard Boxes.	40
3 doz. wooden boxes.	1 20

BROOMS.	
No. 1 Carpet.	1 90
No. 2 Carpet.	1 75
No. 3 Carpet.	1 50
No. 4 Carpet.	1 15
Parlor Gem.	2 00
Common Whisk.	70
Fancy Whisk.	80
Warehouse.	2 25

CAKE FROSTING.	
Nacretin, per doz.	2 25
Two doz. in case assorted flavors—lemon, vanilla and rose.	

CANDLES.	
8s.	7
16s.	8
Paraffine.	8

CHEESE.	
Acme	@ 10
Amboy	@ 11 1/2
Byron	@ 10
Elsie	@ 10 1/2
Gold Medal	@ 10
Ideal	@ 10 1/2
Jersey	@ 10 1/2
Lenawee	@ 10 1/2
Riverside	@ 10 1/2
Sparta	@ 10 1/2
Edam	@ 10 1/2
Lelden	@ 19
Limburger.	@ 15
Pineapple.	@ 43 85
Sap Sago	@ 18

Chicory.	
Bulk	5
Red	7

CATSUP.	
Columbia, pints	4 25
Columbia, 1/2 pints	2 50

CLOTHES PINS.	
5 gross boxes.	40

COCOA SHELLS.	
20 lb bags.	2 1/2
Less quantity.	3
Pound packages.	4

CREAM TARTAR.	
Strictly Pure, wooden boxes.	35
Strictly Pure, tin boxes.	37

COFFEE.	
Green.	
Rio.	
Fair	@ 17
Good	@ 18
Prime	@ 19
Golden	@ 20
Peaberry	@ 22

Santos.	
Fair	@ 19
Good	@ 22
Prime	@ 22
Peaberry	@ 23

Mexican and Guatamala.	
Fair	@ 21
Good	@ 22
Fancy	@ 24

Maracaibo.	
Prime	@ 23
Milled.	@ 24

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

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

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

Coupon Pass Books.	
Can be made to represent any denomination from \$10 down.	
30 books.	1 00
50 books.	2 00
100 books.	3 00
250 books.	7 25
500 books.	10 00
1000 books.	17 50

Credit Checks.	
500, any one denom'n.	3 00
1000, any one denom'n.	5 00
2000, any one denom'n.	8 00
Steel punch.	75

DRIED FRUITS—DOMESTIC.	
Sundried.	@ 2 1/2
Evaporated 50 lb boxes.	@ 4

California Fruits.	
Apricots.	9 @ 10 1/2
Blackberries.	@ 4 1/2
Nectarines.	6 @ 2
Peaches.	7 1/2 @ 9
Pears.	8 @ 2
Pitted Cherries.	
Prunelles.	12
Raspberries.	

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

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

FOREIGN.	
Patras bbls.	@ 5 1/2
Vostizas 50 lb cases.	@ 5 1/2
Cleaned, bulk.	@ 6 1/2
Cleaned, packages.	@ 7

FARINACEOUS GOODS.	
Farina.	
Bulk	3
Grits.	
Walsh-DeRoo Co.'s	2 00
Hominy.	
Barrels	2 25
Flake, 50 lb. drums	1 00
Lima Beans.	
Dried	3 1/2
Macaroni and Vermicelli.	
Domestic, 10 lb. box	60
Imported, 25 lb. box	2 50
Pearl Barley.	
Common	1 1/2
Chester	2
Empire	2 1/2
Peas.	
Green, bu	80
Split, per lb.	2 1/2
Rolled Oats.	
Rolled Avena, bbl.	3 30
Monarch, bbl.	2 80
Monarch, 1/2 bbl.	1 55
Private brands, bbl.	2 75
Private brands, 1/2 bbl.	1 50
Quaker, cases.	3 20

Sago.	
German	4
East India.	3 1/2
Wheat.	
Cracked, bulk.	3
24 2 lb packages.	2 40

Fish.	
Cod.	
Georges cured.	@ 3 1/2
Georges genuine.	@ 4
Georges selected.	@ 5
Strips or bricks.	5 @ 8
Halibut.	
Chunks.	10
Strips.	9
Herring.	
Holland white hoops keg	60
Holland white hoops bbl.	7 50
Norwegian	7 50
Round 100 lbs.	2 50
Round 40 lbs.	1 30
Scaled.	14

Flackerel.	
No. 1 100 lbs.	11 00
No. 1 40 lbs.	4 70
No. 1 10 lbs.	1 25
No. 2 100 lbs.	8 00
No. 2 40 lbs.	3 50
No. 2 10 lbs.	95
Family 90 lbs.	
Family 10 lbs.	

Sardines.	
Russian kegs.	55
Stockfish.	
No. 1 100 lb. bales	4 70
No. 2 100 lb. bales	4 70
Trout.	
No. 1 100 lb.	4 25
No. 1 40 lb.	2 00
No. 1 10 lb.	58
No. 1 8 lb.	49


Whitfish.	
No. 1	No. 2 Fam
100 lbs.	6 75 5 25
40 lbs.	3 00 2 40
10 lbs.	83 68
8 lbs.	69 57

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

D. C. Lemon.	
2 oz.	1 20
3 oz.	1 50
4 oz.	2 00
6 oz.	3 00
No. 8	4 00
No. 10	6 00
No. 2 T. 1 25	No. 2 T. 80
No. 3 T. 2 00	No. 3 T. 1 35
No. 4 T. 2 40	No. 4 T. 1 50

HERBS.	
Sage.	15
Hops.	15
INDIGO.	
Madras, 5 lb boxes.	55
S. F., 2, 3 and 5 lb boxes.	50
JELLY.	
15 lb palls.	30
17 lb palls.	34
30 lb palls.	60
LYE.	
Condensed, 2 doz.	1 20
Condensed, 4 doz.	2 25

Souders'.
Oval bottle, with corkscrew.
Best in the world for the money.



Regular Grade Lemon.
doz 75
2 oz. 75
4 oz. 1 50

Regular Grade Vanilla.
doz 20
2 oz. 1 20
4 oz. 2 40

XX Grade Lemon.
doz 75
2 oz. 1 50
4 oz. 3 00

XX Grade Vanilla.
doz 20
2 oz. 1 75
4 oz. 3 50

GLUE.
per doz.

Jackson Liquid, 1 oz. 65
Jackson Liquid, 2 oz. 98
Jackson Liquid, 3 oz. 1 30

GUNPOWDER.	
Rifle-Dupont's.	
Kegs	4 25
Half Kegs	2 40
Quarter Kegs	1 35
1 lb cans	30
1/2 lb cans	18
Choke Bore-Dupont's.	
Kegs	4 00
Half Kegs	2 25
Quarter Kegs	1 25
1 lb cans	34
Eagle Duck-Dupont's.	
Kegs	3 00
Half Kegs	4 25
Quarter Kegs	2 25
1 lb cans	45

LICORICE.	
Pure	30
Calabria	25
Sticly	14
Root.	10

MINCE MEAT.	
Ideal, 3 doz. in case.	2 25

MATCHES.	
Diamond Match Co.'s brands.	
No. 9 sulphur.	1 65
Anchor Parlor.	1 70
No. 2 Home.	1 10
Export Parlor.	4 00

MOLASSES.	
New Orleans.	
Black.	11
Fair	14
Good	24
Fancy	24
Open Kettle	25 @ 25
Half-barrels 2c extra.	
PIPES.	
Clay, No. 216.	1 70
Clay, T. D. full count.	65
Cob, No. 3.	1

POTASH.	
48 cans in case.	4 00
Babbitt's	3 00
Penna Salt Co.'s	

PICKLES.	
Medium.	
Barrels, 1,200 count.	3 40
Half bbls, 600 count.	2 20
Small.	
Barrels, 2,400 count.	4 40
Half bbls, 1,200 count.	2 70
RICE.	
Domestic.	
Carolina head.	6 1/2
Carolina No. 1.	5
Carolina No. 2.	4 1/2
Broken.	3
Imported.	
Japan, No. 1.	5 1/2
Japan, No. 2.	5
Java, No. 1.	4 1/2
Table.	5 1/2

SEEDS.	
Anise	13
Canary, Smyrna	4
Caraway	10
Cardamon, Malabar	80
Hemp, Russian	4
Mixed Bird.	4 1/2
Mustard, white.	6 1/2
Poppy	8
Rape	5
Cuttle Bone	20
SALERATUS.	
Packed 60 lbs. in box.	
Church's	3 30
Deland's	3 15
Dwight's	3 30
Taylor's.	3 00
SAL SODA.	
Granulated, bbls.	1 10
Granulated, 100 lb cases.	1 50
Lump, bbls.	1
Lump, 145 lb kegs.	1 10

SALT.	
Diamond Crystal.	
Cases, 24 3-lb boxes.	1 50
Barrels, 100 3 lb bags.	2 75
Barrels, 40 7 lb bags.	2 40
Butter, 25 lb. bags.	30
Butter, 56 lb bags.	60
Butter, 20 14 lb bags.	3 00
Butter, 280 lb bbls.	2 50
Common Grades.	
100 3 lb sacks.	2 60
60 5-lb sacks.	1 85
28 11-lb sacks.	1 70
Worcester.	
50 4 lb. cartons.	3 25
115 2 1/2 lb. sacks.	4 00
60 5 lb. sacks.	3 75
22 14 lb. sacks.	3 50
30 10 lb. sacks.	

Lautz Bros. & Co.'s Brands.

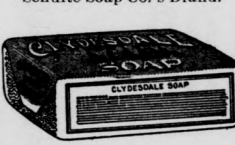


Acme, 70 1 lb. cakes. Single box 3 43 5 box lots 3 28 10 box lots 3 28 25 box lots 3 23

Acme, 60 1 lb. cakes. Single box 3 00 5 box lots 2 90 10 box lots 2 85 25 box lots 2 80



Marseilles White. Single box 2 85 5 box lots 2 75 10 box lots 2 70 25 box lots 2 65



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



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



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

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



Kingsford's Corn. 40 1-lb packages 6 20 1-lb packages 6 14 Kingsford's Silver Gloss. 40 1-lb packages 6 14 6-lb boxes 7

Common Gloss. 1-lb packages 4 3-lb packages 4 6-lb packages 4 40 and 50 lb boxes 2 1/2 Barrels 2 1/2



No. 4, 3 doz in case 1 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.

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

TOBACCO. Clark-Jewell-Wells Co.'s brand. New Brick 35 00 Morrison, Plummer & Co.'s b'd. Governor Yates, 4 1/2 in. 58 00



S. C. W. 35 00 VINEGAR. Leroux Cider 10 Robinson's Cider, 40 grain 10 Robinson's Cider, 50 grain 12

Fresh Fish. Whitefish 9 Trout 8 Black Bass 10 Halibut 12 1/2

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 9 Trout 8 Black Bass 10 Halibut 12 1/2

Candies.

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

Extra H. H. Boston Cream Mixed Candy. Competition Standard Leader

Fancy-In Bulk. Lozenges, plain 9 Lozenges, printed 9 Choc. Drops 11

Fancy-In 5 lb. Boxes. Lemon Drops 50 Sour Drops 50

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

Fresh Meats. Beef. Carcass 6 @ 7 Fore quarters 5 @ 6 Hind quarters 7 @ 6

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

Crackers. The N. Y. Biscuit Co. quotes as follows: Seymour XXX 4 Seymour XXX, 3 lb. carton 4 1/2

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

Soda XXX 4 Soda XXX, 3 lb. carton 4 1/2 Soda, City 5 Zephyrette 10

SWEET GOODS-Boxes. Animals 9 Bent's Cold Water 13 Belle Rose 6

Nuts. Almonds, Tarragona 12 Almonds, Ivaca 11 Almonds, California, soft shelled 12

Walnuts, Grenobles 12 Walnuts, Calif No. 1 10 Walnuts, soft shelled 12

Walnuts, fancy 12 Table Nuts, fancy 12 Table Nuts, choice 10

Grains and Feedstuffs

Wheat. Winter Wheat Flour. Local Brands. Patents 5 00 Second Patent 4 50

Spring Wheat Flour. Clark-Jewell-Wells Co.'s Brand. Pillsbury's Best 3/8s 4 70 Pillsbury's Best 1/2s 4 60

Meal. No. 1 Corn and Oats 11 00 Unbolted Corn Meal 10 50

Feed and Millstuffs. St. Car Feed, screened 12 00 No. 1 Corn and Oats 11 00

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

Fruits. Oranges. Seedlings 96-112 2 75 250 2 50 150-170-200 3 50

Hides and Pelts. Perkins & Hess pay as follows: Green 4 1/2 @ 5 1/2 Part cured 6 @ 6 1/2

Oil. Eocene 11 1/2 XXX W.W. Mich. Hdt 8 1/2 W.W. Michigan 8

Wool. Washed 10 @ 16 Unwashed 5 @ 12

Barreled Pork. Mess 8 75 Back 9 75 Clear back 9 50

Dry Salt Meats. Bellies 5 1/2 Briskets 5 Extra shorts 5

Smoked Meats. Hams, 12 lb average 10 Hams, 14 lb average 9 1/2

Lards. In Tierces. Compound 3 1/2 Kettle 5 1/2

Sausages. Bologna 5 Liver 6 1/2 Frankfurt 6 1/2

Provisions.

Swift & Company quote as follows: Barreled Pork. Mess 8 75 Back 9 75

Dry Salt Meats. Bellies 5 1/2 Briskets 5 Extra shorts 5

Smoked Meats. Hams, 12 lb average 10 Hams, 14 lb average 9 1/2

Lards. In Tierces. Compound 3 1/2 Kettle 5 1/2

Sausages. Bologna 5 Liver 6 1/2 Frankfurt 6 1/2

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

Pigs' Feet. Kits, 15 lbs 80 1/4 bbls, 40 lbs 1 50

Tripe. Kits, 15 lbs 75 1/4 bbls, 40 lbs 1 40

Casings. Pork 18 Beef rounds 3 1/2 Beef middles 8

Butterine. Rolls, dairy 10 Solid, dairy 9 1/2

Canned Meats. Corned beef, 2 lb 2 00 Corned beef, 14 lb 14 00

Pelts. Shearlings 5 @ 10 Lambs 25 @ 50

Furs. Mink 30 @ 90 Coon 30 @ 80 Skunk 30 @ 70

Wool. Washed 10 @ 16 Unwashed 5 @ 12

Crockery and Glassware.

AKRON STONEWARE. Butters. 1/2 gal, per doz 50 1 to 6 gal, per gal 5 1/2

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

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

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

First Quality. No. 0 Sun, crimp top, wrapped and labeled 2 10

XXX Flint. No. 0 Sun, crimp top, wrapped and labeled 2 55

CHIMNEYS-Pearl Top. No. 1 Sun, wrapped and labeled 3 70

Hides and Pelts. Perkins & Hess pay as follows: Green 4 1/2 @ 5 1/2

Oil. Eocene 11 1/2 XXX W.W. Mich. Hdt 8 1/2 W.W. Michigan 8

Hardware

The Hardware Market.

With the continued pleasant weather, trade continues in a very satisfactory condition, orders coming in quite freely, as the retailers find their stocks quite depleted and are obliged to order from day to day such goods as are called for, on which they find they are very low. While trade is generally good in different parts of the country, it is not of such a nature as to disturb the manufacturers, as they are perfectly able to take care of all orders that are sent them and while they would like better prices on many lines of goods, they do not see their way clear at present to make any higher prices. It is believed that trade for May will be quite satisfactory to both retailer and jobber unless something unforeseen happens.

Wire Nails—The demand continues good and the factories are quite prompt in filling orders. There is no indication of any higher prices being made, and we should think from the general tone of the market that unless an unusual demand starts up—far beyond the capacity of the mills to take care of it—we should not be surprised to see lower prices prevailing before many weeks. However, at present there is no change in the market. Prices remain as quoted in our last report.

Barbed Wire—The factories are being able to take care of their orders with a little more promptness than they have been in the past, although direct shipments from mill take from a week to ten days, before shipment is made, after order is received. It would be well for dealers who wish factory shipments made to take these facts into consideration and anticipate their wants as much as possible; then they will not be disposed to censure the jobber for any delay that may occur. The same condition exists in plain wire and, owing to the unusual demand for galvanized wire for private telephone lines, the demand for No. 12 has been something very unusual and it has been quite impossible to get prompt shipment on this number.

Rope—There is no change in the rope market. Prices continue weak and trade is not very good.

Bar Iron—The demand for bar iron is very good, although prices are not considered satisfactory by the manufacturers, being lower than have been known in the history of the iron trade.

Changes in Mercantile Methods.

From Hardware.

If some of the hardware dealers now deceased, who were the leaders in mercantile enterprises forty years ago, could be made aware of the expensive methods, small percentage of profits, and mammoth transactions that are to-day the features of their venerated industries, they would turn over in their graves and despair of the future.

Realizing by comparison how economical were their own views, how slow in the way of business detail, how prodigal in the expenditure of the poorly paid time of the individual employe, we feel there were no short cuts to prosperity believed in or permitted; conservative estimates placed a limit to speculative tendencies, and sufficient for each year was considered the customary profits thereof. Changes in current quotations on general hardware were few indeed and rarely above a normal 2½ or 5 per cent., the terms of payment being anywhere from four to twelve months.

To-day, how different is everything; what an evolution is apparent; goods are retailed at profits on which by the

old methods the dealer would have starved to death; and the present profit on wholesale transaction frequently is no larger than the 5 per cent. addition to the net cost by which the old merchants—who died as millionaires—considered a "marked cost" on which to base their profit. In the old days, simplicity and economy created merchants of quiet, intelligent aspirations, without the soul-harrowing strain which seems so natural now, in our desire to obtain wealth by modern methods. Simplicity and economy everywhere pervaded, extravagance was held in check, and a man wearing a silk hat while smoking a cigar and carrying a cane into a business house, would find such peculiarities made his credit questionable, and subjected him to a searching inquisition.

The principal stumbling block to getting back our business on a platform promising pecuniary rewards, is the fact that our national habits are grounded on a higher scale of ease and comfort, a state of indulgence we are loth to sacrifice, and to continue which seems impossible with profits in an inverse ratio to the amount of business transacted.

The result has been that the higher priced intelligence, always considered necessary to the successful prosecution of any business, has in many instances been compelled to give way; younger and less experienced men have grasped the helm of the ship, and when the breakers loomed up ahead, frequently found that judgment and nerve demanded by an emergency new to them, could not be picked up "off-hand," but that the situation required treatment, the product only of a wise experience.

An Undertaker's Dilemma.

From the Philadelphia Record.

"I have had many queer experiences in my business," said a pawnbroker, whose three gilt balls hang in the vicinity of Twelfth street and Columbia avenue, "but I ran up against something the other day that simply took my breath away. A man very shabbily dressed in black, and looking like a broken-down minister, came into the private office and asked to see the proprietor. I went out to him. 'I'm an undertaker,' said he, 'and I want you to help me out of a difficulty. You can do it without any risk to yourself if you want to. I may as well confess to you that business is pretty bad with me, but I've got a case now which will pay me well, if I can only carry it through. I just need a little money to do so. You see, I've failed in my business several times, and it's pretty hard for me to get credit, but'—'Well, well, hurry up,' I interrupted, 'what do you want me to do?' 'I'm coming to that now,' said he; 'I was going to say that I managed to prevail on the cabinetmaker to give me a casket on time, and so I've got that all right. But the relatives of the deceased refuse to advance me any money until I've supplied the shroud. I haven't got a cent, and the funeral is fixed for to-day. Now, I want you to take the casket with its silver trimmings as a pledge, and give me enough money on it to buy a shroud. Then, you see, I can get enough from the bereaved family to redeem the casket in time for the funeral. What do you say?' I told him, after I had recovered my breath, that I couldn't think of such a thing, and he went away very despondent. I don't know how he got out of his difficulty, or whether the deceased has been buried yet."

The stories of the magnetic mountains which exert an attraction on all vessels coming near them are not without foundation in fact. The island Bornholm, in the Baltic, may be regarded as a huge magnet. Although the power of attraction is not so great as to draw nails and bolts out of approaching ships, the magnetism works a good deal of damage, in that it deflects the needle of the compass so that it cannot be depended upon. The effect is perceptible at the distance of nine and one-half miles. A rocky reef near Bornholm is also made of the same magnetic substance.

Handmade Harness



FOR THE WHOLESALE TRADE,
FROM RELIABLE, SELECTED STOCK,
MADE BY HONEST EXPERT WORKMEN,
WILL SATISFY YOUR CUSTOMERS.

Large assortment represented in our New Illustrated Catalogue.

BROWN & SEHLER, GRAND RAPIDS,
MICHIGAN.



Spray Pumps

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

Foster, Stevens & Co.,

Grand Rapids.

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.



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.

How a Couple of Shoppers Were Saved from Starvation.

From the New York Sun.

"Five and ten and eight," said the blonde, counting on her fingers and looking at her pocketbook. "That's twenty-three; and I've only twenty-four."

"Dollars?" asked the brunette.

"No; only cents."

"That's better than me; I've only 18 cents."

"Not a bit of it; it's worse. You have five for car fare and ten for soda, and three over; but I've got to get 8 cents' worth of braid still."

"That gives you 1 cent for extravagance."

"But where's luncheon to come from?"

"Oh, you don't want any."

"Yes, I do; I'm hungry."

"So am I, now that you mention it. Why will you put such ideas into people's heads?"

"It's funny about hunger, isn't it? How talking about it makes you hungry."

"I'm ravenous now, and how am I to satisfy my appetite on 1 cent?"

"Or mine on three cents?"

"What a fraud ice cream soda is!"

"Yes?"

"Yes. If you take it before dinner you can't eat any dinner at all, it fills you up so; and yet it's no good at all if you're really hungry."

"No, it isn't filling that way."

A pause.

"Say, did you ever try a delicatessen store?"

"A delicatessen store? Oh, I love them!"

"Did you ever go in one and order something or other, just as a pretext, and while you were waiting go snooping around and pick up pickles and bits of cheese and samples of everything that isn't locked up? Oh, it's perfectly grand."

"Can't we do that now?"

"It's really nicer to get a lot of little bites of real nice things than it is to go into a restaurant and order something and have to make your meal on that."

"Oh, I'd love to do it. Let's get our luncheon that way now."

"But—but we haven't any money to pay for what we order."

"Couldn't we order four cents' worth of cheese?"

"I tell you candidly I'd be afraid to order four cents' worth of cheese and then go about picking up things. They always watch you so dreadfully if you don't buy a lot."

"Yes, that's so."

"And then, the worst of it is that women are usually behind the counters in delicatessen stores, and you can't do anything with them."

"Yes, you can always laugh with men, and do as you like."

"And even men in delicatessen stores are not very susceptible. I wonder why it is."

Another pause.

"Say, why don't people that you know live near the shops?"

"Yes, and then we could drop in and have luncheon with somebody or other."

"At least, they would give us some tea."

"Oh, I'm so hungry."

"And I'm really starving."

Another pause.

"Say! do you know what?"

"What? Luncheon?"

"Yes! Do you want a regular luncheon?"

"I could eat every bit of it, straight through and back again."

"Beginning with bouillon?"

"I'm positively fainting for some now!"

"And then griddle cakes, and tea and chocolate and wafers?"

"Are you in earnest? Don't trifle with me in this condition!"

"And I don't know how many other things, if we have luck."

"Where is this feast?"

"Why—sim-ply-in-the-grocery-department of the store across the street."

"Oh?"

"Yes. They give away samples of all kinds of things to eat, and we will

eat them and they will save us from starvation."

"But those samples are so very tiny."

"Then we will go to another store and eat their samples, and then to another, and so on until we have had enough."

"What a splendid idea!"


"And it won't cost us a cent."

"And so they were saved from starvation."


The flour mills of Seattle are said to be running night and day because of the great demand for breadstuffs from China and Japan.


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.

QUICK MEAL  **QUICK MEAL**

Quick Meal
A Household Word.



QUICK MEAL  **QUICK MEAL**

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.


**SHIP YOUR FREIGHT
AND TRAVEL via the
GOODRICH LINE
THE MOST POPULAR LINE TO
CHICAGO
AND ALL POINTS WEST.**

Leave MUSKEGON at 6:00 p. m.
Leave GRAND HAVEN at 9:00 p. m.
Tuesday, Thursday, Sunday, arriving in CHICAGO the following morning in time for the outgoing trains.

THIS IS THE SHORT LINE TO CHICAGO.
Passengers should see that their tickets read via this popular line. Call on any ticket agent, or on JAS. CAMPBELL, City Passenger Agent D. & M., Grand Rapids, for tickets and detailed information.
**H. A. BONN, Gen'l Pass. Agent,
CHICAGO.**

Hardware Price Current.

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

HOUSE FURNISHING GOODS	
Stamped Tin Ware.....	new list 75&10
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 1/2
Manilla.....	8
SQUARES	
Steel and Iron.....	80
Try and Bevels.....	
Mitre.....	
SHEET IRON	
Nos. 10 to 14.....	com. smooth. com. \$3 30 \$2 40
Nos. 15 to 17.....	3 30 2 40
Nos. 18 to 21.....	3 45 2 60
Nos. 22 to 24.....	3 55 2 70
Nos. 25 to 26.....	3 70 2 80
No. 27.....	3 80 2 90
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra.	
SAND PAPER	
List act. 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, nickled.....	30
Coe's Genuine.....	50
Coe's Patent Agricultural, wrought.....	80
Coe's Patent, malleable.....	80
MISCELLANEOUS	
Bird Cages.....	50
Pumps, Cistern.....	80
Screws, New List.....	85
Castors, Bed and Plate.....	50&10&10
Dampers, American.....	50
METALS—Zinc	
600 pound casks.....	6 1/2
Per pound.....	6 3/4
SOLDER	
1/2@1/2.....	12 1/2
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
TIN—Melyn Grade	
10x14 IC, Charcoal.....	\$ 5 75
14x20 IC, Charcoal.....	5 75
20x28 IX, Charcoal.....	7 00
Each additional X on this grade, \$1.25.	
TIN—Allaway Grade	
10x14 IC, Charcoal.....	5 00
14x20 IC, Charcoal.....	5 00
10x14 IX, Charcoal.....	6 00
14x20 IX, Charcoal.....	6 00
Each additional X on this grade, \$1.50.	
ROOFING PLATES	
14x20 IC, Charcoal, Dean.....	5 00
14x20 IX, Charcoal, Dean.....	6 00
20x28 IC, Charcoal, Dean.....	10 00
14x20 IC, Charcoal, Allaway Grade.....	4 50
14x20 IX, Charcoal, Allaway Grade.....	5 50
20x28 IC, Charcoal, Allaway Grade.....	9 00
20x28 IX, Charcoal, Allaway Grade.....	11 00
BOILER SIZE TIN PLATE	
14x56 IX, for No. 8 Boilers, } per pound... 9	
14x56 IX, for No. 9 Boilers, }	
G. R. IXX DAIRY PAIL.	
	
Write for quotations and monthly illustrated Catalogue.	
WM. BRUMMELER & SONS, Manufacturers and Jobbers of Pieced and Stamped Tinware. 260 S. Ionia St. Grand Rapids, Mich. Telephone 640	

Urgent Appeal to the Common Council.

The Merchants and Business Men's Association, of Grand Rapids, whose membership now includes practically all retail dealers in this city, appeals to the local pride and patriotism of our fellow citizens to aid us in correcting certain quasi-frauds on the rights of the merchants and impositions on the consuming public.

Of course, personal interest is one of our motives, but in these times of limited trade the very welfare and prosperity of the entire city are involved, for the good of each is the good of all.

For example: "Birds of Passage" stores and traders are in the habit of dropping down on the public, twice each year, during the flood tide of business, with wares more or less worthless, which they, of course, freely promise to warrant, knowing full well their exit will be sudden and under cover of darkness, and by advertising, "Bankruptcy," "Fire," "Chattel Mortgage," "Trustee," "Half Off" and other delusive named sales, frequently allure unthinking persons, usually those who cannot afford to waste their scant wages for worthless and impure merchandise.

These people pay no taxes, contribute nothing to the moral and civic welfare of the community, and impoverish the already scant money supply by taking thousands of dollars away to be permanently invested in other localities.

Ten dollars spent here represents many times the amount in the renewal of business activity.

The workman gets it for wages, he pays it to the grocer, who spends it with the dry goods merchant, who uses it to buy shoes, the shoe man buys furniture, and the furniture dealer orders new goods from the manufacturer to replace those sold, and the manufacturer pays out the same ten dollars to the same workman for making the new goods. But ten dollars was employed, yet in making the circuit it has done a hundred dollars of business, benefitted a score of fellow citizens and returned to bless the original owner. If the ten dollars had been spent with the transient trader it would have disappeared from the community, trade would have become more stagnant, all of the dealers would have sustained loss, the manufacturer would not have made the new goods, and the workman would be out of employment—through his own thoughtless act.

Every line of business is at times thus disturbed. Just now it happens to be shoes and bicycles. Besides the shoe concern now operating a temporary store here, an outside shoe firm has been sending letters here announcing that their canvassing agent would soon appear and take orders for shipment here for distribution from the hotel. The persons to whom these are addressed are largely property owners and business men, who, through rents, dividends, etc., are directly interested in the prosperity of local trade and enterprise.

That local establishments supply goods of the best quality and style, and at exceedingly moderate prices, no one who has had opportunity to make comparison with other towns will deny.

We, therefore, ask the cordial co-operation of all our fellow citizens in our attempt to improve the business and prosperity of Grand Rapids, and we request the aid of the newspapers to this end, and respectfully ask that they refrain from loaning the influence of their advertising space to the upbuilding of these hostile conditions, and the promotion of these frauds on the people.

We ask this co-operation with full confidence that mutual interest and a right public spirit will bring us a cheerful and hearty response.

We also respectfully ask the Common Council of the city of Grand Rapids to devise and adopt such ordinances as will insure us the full co-operation of law and the public authorities in our determination to remedy these public evils and institute these and other needed local reforms.

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.

WANTED—TO LOCATE A GOOD TIN SHOP in a live town of 1,000 to 5,000 inhabitants. Address 80 Popular Avenue, Battle Creek, Mich. 293

I WANT TO SELL ALL OR PART YOUR stock write Jeter, the salesman, now at Ravenna, Ohio. 291

LUMBER MILL FOR SALE—LOCATED ON cotton belt railroad, ample water facilities, 1,832 acres heavy timber, 60 per cent. white oak, improved band mill, gang edger, planer, dry kiln, etc., etc., 30,000 feet daily capacity, for sale at an exceptional bargain on easy terms, no better opportunity in the State. Refer to Merchants & Planters Bank. Address H. G. Cady, Pine Bluff, Ark. 292

WANTED—WE ARE THE OLDEST, LARGEST and best laundry in the city of Grand Rapids. We do considerable business out of town and want more of it. We want good live agents in towns where we do not now have any. We pay a liberal commission and give satisfactory service. Terms on application. American Steam Laundry, Otte Brothers, proprietors. 289

WANTED—A PARTNER WITH \$1,500 CAP- ital to take one-half interest in my real estate and loan business, and to look after the office business. Address L. C. Townsend, Jackson, Mich. 290

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 VanBuren county. Address No. 231, 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

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

TO EXCHANGE—A FARM OR A HOUSE and lot in this city for a stock of merchandise. E. R. Reed, 115 Ottawa, Grand Rapids. 296

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

FOR SALE—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 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 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—STENOGRAPHER AND BOOK- keeper with experience, young man preferred. Address, in own handwriting, stating experience and wages desired No. 288, care Michigan Tradesman 288

WANTED—STEADY POSITION BY FIRST- class job and newspaper printer having twelve years' experience. Not afraid of work. Good references. Address Wm. D. Turner, 128 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—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

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

Save Trouble
Save Losses
Save Dollars

TRADESMAN COUPONS

**America's Finest Flour**

25,000 Barrels Made Every Day.

Largest Production in the World.

Always of Uniform Excellence.

A Brand That Means Something

Makes the Best Bread.

Makes the Most Bread.

Makes the Whitest Bread.

Clark-Jewell-Wells Co.,

Western Michigan Agents,

Grand Rapids.

Travelers' Time Tables.

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

Going to Chicago.
Lv. G'd. Rapids 8:30am 1:25pm +11:00pm
Ar. Chicago 3:00pm 6:50pm + 6:30am
Returning from Chicago.
Lv. Chicago 7:30am 5:00pm +11:30pm
Ar. G'd. Rapids 1:25pm 10:30pm + 6:10am
Muskegon and Pentwater.
Lv. G'd. Rapids 8:30am 1:25pm 6:25pm
Ar. G'd. Rapids 10:15am 10:30pm
Manistee, Traverse City and Petoskey.
Lv. G'd. Rapids 7:20am 5:30pm
Ar. Manistee 12:05pm 10:25pm
Ar. Traverse City 12:40pm 11:10pm
Ar. Charlevoix 3:15pm
Ar. Petoskey 4:55pm
Trains arrive from north at 1:00 p.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.)
EAST
Leave. 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 Chl. +10:08am
* 7:40pm. Gd. Haven Mil. and Chl. * 8:15am
+10:00pm. Gd. Haven and Mil. + 6:40am
Eastward—No. 14 has Wagner parlor car. No. 18 parlor car. Westward—No. 11 parlor car. No. 15 Wagner parlor car.
*Daily. †Except Sunday.
E. H. HUGHES, A. G. P. & T. A.
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. Cy, Petoskey & Mack... + 7:45am + 5:15pm
Trav. Cy, Petoskey & Mack... + 2:15pm + 6:30am
Cadillac... + 5:25pm +11:10am
Train leaving at 7:45 a.m. has parlor car to Petoskey and Mackinaw.
Train leaving at 2:15 p.m. has sleeping car to Petoskey and Mackinaw.
Southern Div. Leave Arrive
Cincinnati..... + 7:10am + 8:25pm
Ft. Wayne..... + 2:00pm + 1:55pm
Cincinnati..... * 7:00pm * 7:25am
7:10a.m. train has parlor car to Cincinnati
7:00p.m. train has sleeping car to Cincinnati.
Muskegon Trains.
GOING WEST.
Lv G'd Rapids..... +7:35am +1:00pm +5:40pm
Ar Muskegon..... 9:00am 2:10pm 7:05pm
GOING EAST.
Lv Muskegon..... +8:10am +11:45am +4:00pm
Ar G'd Rapids..... 9:30am 12:55pm 5:20pm
*Except Sunday. *Daily
A. ALMQUIST, C. L. LOCKWOOD,
Ticket Agt. Un. Sta. Gen. Pass. & Tkt. Agt.

The Best
On Earth
Clydesdale Soap

Manufactured by
Schulte Soap Co.,
Detroit, Mich.
Premium given away with Clydesdale Soap Wrappers.

**A Free
Salt Seller.**

DIAMOND CRYSTAL SALT is a "free" seller because it is free from all salt objections. No odor and no grit—nothing but pure salt.

See Price Current
DIAMOND CRYSTAL SALT CO., St. Clair, Mich.



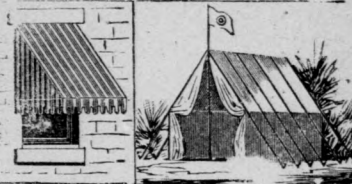
A
**PURE
MALT
SUBSTITUTE
FOR
COFFEE**



KNEIPP MALT FOOD CO.
MANUFACTURED BY

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

Awnings and Tents



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



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.

Four Kinds of Coupon Books

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

TRADESMAN COMPANY, Grand Rapids.

They all say ≡

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

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

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.

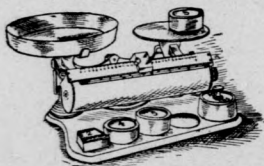
For the want of a nail
the shoe was lost.
For the want of a shoe
the horse was lost.
For the want of a horse
the leader was lost.
For the want of a leader
the battle was lost.

For the want of good scales
much trade is lost.
For the want of Dayton scales
much profit is lost.
For the want of profit
the store is lost.
For the want of a store
the merchant is lost.

Our Money Weight Scales are the BEST Scales
for a merchant. We make all kinds;
write us before buying.

THE DAYTON
MONEY-WEIGHT SCALE

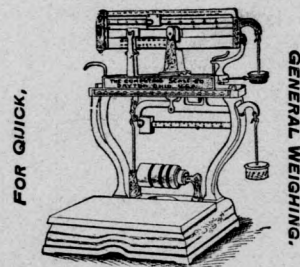
THE DAYTON
Money-Weight Even Balance.



For quick and light weighing.
Capacity, 28 lbs; finish, enamel with
nickel trimmings; agate or
steel bearings.

THE COMPUTING SCALE COMPANY,

DAYTON, OHIO.



FOR QUICK,

GENERAL WEIGHING.

WEIGHS AND HANDLES GOODS
as accurately as money can be changed.

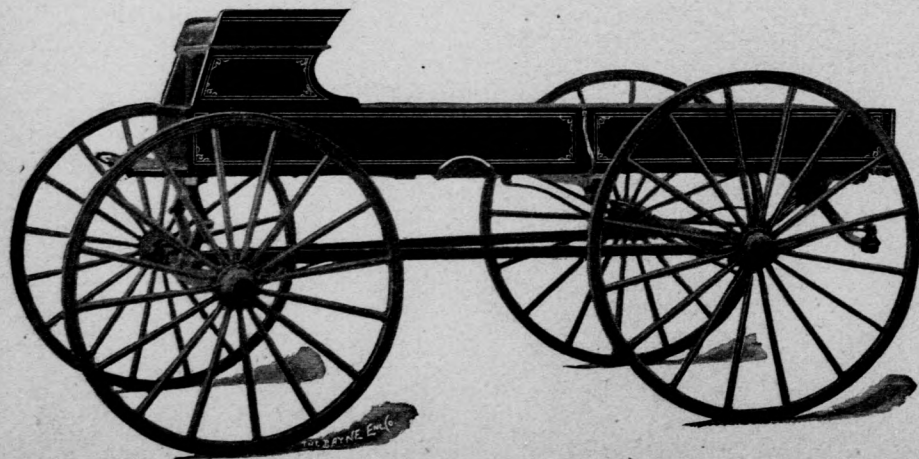
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