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Volume XIV.

GRAND RAPIDS, WEDNESDAY, JUNE 23, 1897.

Number 718

COFFEE

It is the general opinion of the trade that the prices on

COFFEE

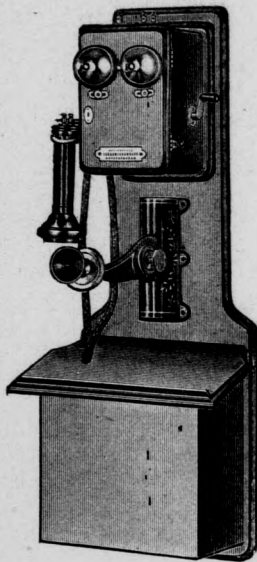
have about, if not absolutely, reached bottom. We are sole agents in this territory for the celebrated bulk roast coffees of the

WOOLSON SPICE CO.

Ask our salesman to show you our line of samples.

MUSSELMAN GROCER CO., Grand Rapids.

COFFEE



CALL UP YOUR WIFE

by telephone from your store:

YOU WILL BE SURPRISED

to learn at how little cost a perfect telephone line can be constructed if you write us for an estimate. We install complete exchanges and private line systems. Factory systems right in our line.

M. B. Wheeler & Co.,
25 Fountain Street,
Grand Rapids, Mich.

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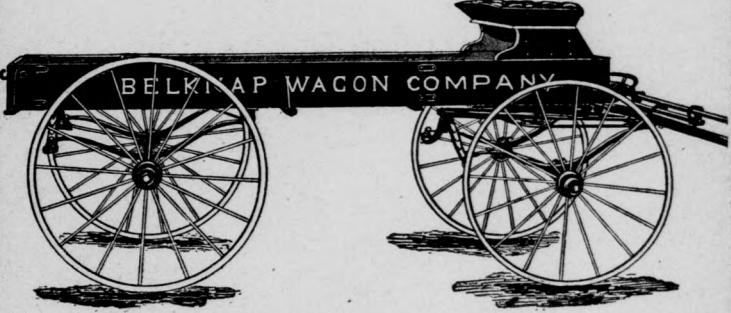


An Advertisement

should attract attention and impress its value upon the reader's mind. Effective and appropriate illustrations help to do this. We prepare designs for all purposes and devote particular attention to the illustrating of advertisements, booklets, catalogues, etc. Sketches and estimates furnished on application.

Tradesman Company
GRAND RAPIDS
2032 MICHIGAN.

**Not How Cheap
But How Good**



BELKNAP WAGON COMPANY

We warrant our make of wagons and consequently produce no **cheap** or **inferior** work.

Buyers of the Belknap make of wagons do not find it necessary to constantly repair and replace.

Catalogue on application.

Belknap Wagon Co.,
Grand Rapids, Mich.

MONARCH
THE LADIES FAVORITE

"RIDE A MONARCH AND KEEP IN FRONT"

MONARCH CYCLE MFG. CO. CHICAGO NEW YORK LONDON

SODA FOUNTAIN EXPENSE

INCLUDES THE ITEM

"Ice Cream Lost or Wasted."



The New Round Grand Rapids Ice Cream Cabinet

Will make ciphers of the figures opposite this item.

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

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

Chocolate Cooler Co.,
GRAND RAPIDS, MICH.



Jobber of

Umbrellas, Parasols and Walking Canes.

Special attention given to mail orders for anything in our line.

Largest Assortment in Michigan.

58 Monroe St.

Grand Rapids.

EDGARS SUGAR HOUSE

EXCLUSIVE DEALERS IN

SUGAR-SYRUP-MOLASSES

SEND YOUR MAIL ORDERS TO

W. H. EDGAR & SON,

DETROIT.

J. A. MURPHY, General Manager.

FLOWERS, MAY & MOLONEY, Counsel

The Michigan Mercantile Agency

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LAW AND COLLECTIONS.

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

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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.

The Best On Earth Clydesdale Soap

Manufactured by

Schulte Soap Co.,

Detroit, Mich.

Premium given away with Clydesdale Soap Wrappers.



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.

UNSER STARK...

Comfortable and cheap, non-elastic web and leather suspenders.

Seven orders in four months from one dealer. Will you try them?

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

The leading modern methods are

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Wood Engraving

The Tradesman Company is fully equipped with complete machinery and apparatus for the rapid production of illustrations by any of these methods. Best results guaranteed in every case.

Tradesman Company,

Grand Rapids, Mich.

MICHIGAN TRADESMAN

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GRAND RAPIDS, WEDNESDAY, JUNE 23, 1897.

Number 718



We wish to establish a branch of our business in every town in Michigan where we are not now represented.

No
Capital
Required.

MEN'S SUITS
AND
OVERCOATS
\$4.00 to
\$30.00

WRITE FOR INFORMATION.

WHITE CITY TAILORS,

222-226 ADAMS ST.,

CHICAGO.

The Preferred Bankers Life Assurance Co.

Incorporated by

**100 MICHIGAN
BANKERS**

Maintains a Guarantee Fund.
Write for details.

Home Office, Moffat Bldg.,
DETROIT, MICH.

FRANK E. ROBSON, PRES.
TRUMAN B. GOODSPEED, SEC'Y.

Michael Kolb & Son

Wholesale Clothing Manufacturers,
Rochester, N. Y.

Established Nearly One-half Century.

Write our Michigan representative, William Connor, Box 346, Marshall, Mich., to call on you, or meet him as under (customers' expenses allowed) and he will show you best line of Kersey Overcoats, strictly all wool, raw and stitch edge, at \$5 and \$7; prices, fit, quality and make guaranteed.

William Connor will be at Sweet's Hotel, Grand Rapids, Mich., with above samples and a few summer goods to close at 60 cents on the dollar, on Wednesday and Thursday, June 30 and July 1, so you can have them for 4th of July trade.

THE
Grand Rapids FIRE INS. CO.
INCORPORATED IN MICHIGAN
1st. Conservative, Safe.
W. FRED McBAIN, Pres.

COMMERCIAL CREDIT CO., Ltd.

GRAND RAPIDS, MICH.

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

Save Trouble
Save Losses
Save Dollars

TRADESMAN COUPONS

THE EBB TIDE.

The Extreme Decline—Prospects of Recovery.

Written for the TRADESMAN.

A considerable proportion of the staple articles of trade in this country have, within the past few months or years, broken all records for low prices, and then many have continued to decline, until quotations are reached which seem almost incredible even to those who are most familiar with the elements of cost of manufacture. Naturally, there has been much of speculation as to the reasons for this unprecedented depression and as to the probabilities of recovery.

Of course, in a general way the situation is usually accounted for by charging the decline to the effects of the panic and the overproduction consequent upon the destruction of consumptive demand. There is no doubt but that a great proportion of the demoralization is thus correctly accounted for; but there are a number of other causes which deserve consideration. All of these have been discussed more or less, but to get a comprehensive idea of the prospects it may be well to briefly refer to some of them:

Probably the most potent depressing influence outside of the one named is that of lessening the cost of production by improvements in processes and methods. Considering how long this factor has been operative, there is no doubt that it greatly exceeds any other cause of decline in its total effects; but, as considered for the time since the panic, its relative importance is less. The operation of this factor has been extremely variable. In some instances, stimulated by increasing demand, invention has been so effective that prices are lowered to a comparatively small fraction of those prevailing a few years ago. In other cases the change from this reason may be scarcely perceptible.

Another element of depression, which receives less of consideration as a direct cause of decline, is the competition of other nations. The natural demand for cheapness has been met here and there by the cutting of the dikes of tariff and other defenses against the floods of cheap production in other countries, until the great total of the influence of foreign competition may almost dispute supremacy with any of the others. In some cases this may have seemed to conduce to the general welfare. Taken as a whole, however, its general influence in the depression of all prices, with the consequent lessening of wages and consuming capacity, is a more serious result than is warranted by any benefit in facilitating cheap supply.

This demand for cheapness may be considered another cause of depression. The very fact that prices have been falling has been a continuing cause of the decline. There seems to have been almost a mania for cheapness—for demanding concessions—caused largely from the simple fact that concessions have become the order of the day. When prices are fairly stable it is not

difficult to effect sales at regular quotations, but when repeated concession is the general order it is expected in all cases. This fact has given the downward movement an impetus which has carried it, in a great number of lines, far beyond any warrant in proper cost of production and distribution, thus increasing the reduction of wages in these and dependent lines and operating to lessen the rates of transportation.

The question of the recovery of prices will depend upon the effects of returning business activity upon these and other minor causes of the depression. Some of the factors may, at first glance, seem to be permanent and uniformly operative, yet a more careful study shows them all to be more or less responsive to improving conditions. The direct effects of the panic as an element will, of course, be the most directly responsive—will quickly vanish under the return of confidence, which is its antithesis.

The influence of improving conditions will be less in its effects upon the reduction of cost by improvement in processes and methods. But in the decline the prevailing mania for cheapness, with an exaggerated idea of the cheapening effects of the inventions in the minds of the producers, in very many instances has carried the prices far below the correct basis. The tendency in the swing of the pendulum of activity in the opposite direction will be to encourage a recovery to the proper commercial basis of fair compensation and profits.

With the increased earning and consumptive capacity of increasing activity lessening the undue demand for cheapness comes a disposition to properly regulate the influx of the products of those countries whose laborers are compelled to subsist on a small fraction of that demanded by our workmen. The influence of this movement is being felt in many lines already in slow, but sure, advances in quotations.

That there is to come an era of the high prices which prevailed a few years ago is scarcely to be expected. It is not essential to business activity and general prosperity that there should be a return to the old standards. The operation of natural and beneficial causes in reduction of cost must be recognized and accepted. But there is no question but that the ebb has been extreme in most lines of production, which must be followed by a healthy recovery which will carry all prices again to a fair living basis. How long this condition of activity, with its opportunities for individual prosperity and establishment of business stability, may continue none may predict. That there will again come a reaction must be expected, but it is probable that the ill effects will be greatly modified by the lessons of the experiences of the past four years, and that the country will have learned to avoid many of the more serious consequences of such reactions.

W. N. FULLER.

Sidney F. Stevens has located his family at Highland Park for the season.

Questions Involved in a Bank Failure.

Argentine, June 17—Taking it for granted that the editor of a trade journal knows everything—especially everything about commercial law—and also that he is always willing and anxious to impart the same, and an abundance of time to do so, I take the liberty of asking you a couple of questions, which I wish you would answer through the Tradesman, as the answers might be of interest to the trade:

1. C. has a regular account with a bank; June 5 C. hires \$500 of the bank for two months; July 5 the bank closes its doors and goes into the hands of a receiver, at which time the bank owes C. \$200 on regular account. When the note comes due, Aug. 5, can C. oblige the bank to take his commercial deposit of \$200 toward the payment of his note?

2. July 1 C. gives a check on the bank to D. As the bank closed July 5, D. had had time to present the check for payment, but had not done so. Can D. oblige C. to take back the check or repay the bill for which the check was given? In other words, whose loss is it—C.'s or D.'s? ENQUIRER.

1. In case the facts are exactly as stated by Enquirer, C. has the right to insist that the \$200 on deposit in the bank to his credit be applied on the \$500 note. He cannot do this if the note is given by a firm of which he is a member and the deposit is an individual matter; nor can he insist on such disposition of the balance in case the note is an individual matter and the deposit is a copartnership affair; nor can he apply the balance on the note if it is an account he has purchased subsequent to the bank going into the hands of a receiver.

2. The Tradesman is inclined to the opinion that the receiver of the bank would refuse to recognize D. in the transaction and that C. must settle his obligation to D. in some other way. The supposition is, of course, that the amount to the credit of C. will not be a total loss, as few failures of banks occur wherein the depositors do not receive dividends representing some portion of their balances.

Druggists Will Meet at the Grand Ledge Resort.

The Executive Committee of the Michigan State Pharmaceutical Society met here Tuesday and decided to hold the fourteenth annual convention Aug. 3, 4 and 5 at Grand Ledge instead of Lansing. This change was made on account of the indifference shown by the Lansing druggists regarding the meeting. The following committees were appointed:

Reception—A. W. Halstead, Grand Ledge; Dr. G. J. Ward, St. Clair; C. N. Anderson, F. F. Ingram and J. E. Davis, Detroit; George McDonald, Kalamazoo; George Gundrum, Ionia; H. J. Brown, Owosso; E. T. Webb, Jackson; J. E. Peck and H. B. Fairchild, Grand Rapids.

Entertainment—W. D. Church and Charles Mann, Detroit; J. D. Muir and F. E. Westerfeldt, Grand Rapids.

When the tide of commerce is at its flood is the time to hustle. No one knows this better than a traveling man after his first trip.

Bicycles

Cycling from a Hygienic Standpoint.
Written for the TRADESMAN.

The prominent place assigned by the Tradesman to the bicycle trade and the discussion of topics of importance and interest to the multitude of bicycle riders who read the Tradesman would seem to call for some criticism of the abuses that are creeping into its general use by all ages, sexes and conditions, from the child of 8 years old to the matron of 60. One of the most dangerous of these abuses of the fascinating exercise upon the wheel is the hippodroming character this delightful pastime has assumed. For the sake of speed, every law of graceful equestrianism is ignored, every line of beauty or graceful attitude is forgotten and the rider, in his individuality, as shown in the role of scorching, as it is called, is a libel upon the "human form Divine." The advertising cuts of celebrated scorchers we see in the newspapers are hideous caricatures, with bowed back and rounded shoulders thrown forward, and eyelids turned up and fixed in idiotic stare, worthy the role of contortionists. Does military or gymnastic training recognize any of this unnatural posturing as compatible with the laws of health or as contributing in any degree to manly beauty? If this evil could be confined to that insignificant class of professional cyclists, it might be tolerated, but, unfortunately, they are setting an example that our boys and youth are swift to imitate. We see evidences of this force of example on our streets every day. Surely the time has come when parents and guardians should take a hand in applying a remedy for this apparent evil. It is not necessary to deprive the boys and girls of the delights of cycling, but they should be made to realize the physical consequences sure to follow the habits I have described. With what composure can a parent reflect upon the possibility of a naturally superbly formed boy following a course of training for round shoulders, curved spine, pulmonary chest and distorted vision! Yet such cases may be seen in every place where bicycles are in use. These evils are all the output of the gambling contests and record-breaking meetings between professional sportsmen. Bicycling, rationally indulged in, either for business or pleasure, is as harmless and healthy exercise as horseback riding. The speed, to ensure ease and graceful carriage, should never be more than six miles an hour. The handle bar should be raised high enough to ensure an erect position in the saddle, giving the rider the same natural position he would assume if well mounted on horseback. We frequently meet gentlemen bicyclists of this type, always to admire, and listen to the remarks of admiration from others. As a rule, lady cyclists are free from the ridiculous abuses to which I have called attention. Evidently their native pride and dignity, as well as sense of propriety and appreciation of the beautiful, render them less liable to the errors I have enumerated. It is amusing, sometimes, to see ladies and gentlemen cycling in pairs. The ladies sit erect in their saddles, models of artistic grace, while their escorts, with handle bars lowered, bend ungracefully over their wheels.

W. S. H. WELTON.

The Truth and the Trusts.

Perhaps the most discussed subject in this republic to-day is the question of capitalistic combination for carrying on

business operations. The agitators, taking advantage of the general interest in this question, have been quick to take up the cry that the liberties of our people, the resources of our land and the land itself are being acquired by the few and so utilized as to defraud the many out of their just and inalienable rights and privileges. Without taking the trouble to acquaint themselves with the truth, many citizens of the republic give credence to the assertions of the agitators, and out of the falsifications by malicious propagandists and the ignorant credulity of their followers have arisen confusion, perplexity, discord and conflict. The only way to fight erroneous public opinion is to meet it with the weapons of fact and figure, and this is what conservative men are doing. The propagandists of hatred of capital, of hostility to wealth in general, and of discord and conflict have laid down the general propositions that a rich man is a criminal, that a corporation is a conspiracy, and that, wherever a large combination of capital is employed in business, it is employed to rob the many for the benefit of the few.

Against these vicious propositions, in the abstract, it may be fruitless to argue, for opinions are not easy to change, but there is a concrete side of the question which must appeal to even the opinionated ignoramus who have been deluded by the empty assertions of the propagandists. Neglecting the slanderous proposition that a rich man is necessarily a criminal, and the equally absurd proposition that a corporation is a conspiracy, the student of current affairs may meet the concrete position that capital in business is always employed to rob the many for the benefit of the few, with substantial proof of the falsity of that theory. The record of market movement and prices is the weapon with which the student may successfully assail this pet theory of the crank legislators and of the falsificationists in general. What does that record show? Does it prove that large combinations of capital have controlled standard articles of consumption and increased the cost of those articles to consumers? Take the most notable of these combinations. The Standard Oil Company was formed in 1872, and it found the markets supplied with dear and dangerous illuminating oils. This company employed scientists, inventors, mechanics and business men, laid pipe lines, reduced the cost of package and transportation, and made illuminating oil safe. In 1872 dangerous oil sold at 25 cents a gallon, and in 1897 it sells for 6 to 8 cents a gallon. So much may be said for the one great "trust." The example of the one great "corporation," the American Sugar Refining Company, is similar. This corporation was formed in 1887. It found sugar selling at 7 cents a pound, and in 1897 it sells the same grade of sugar for 4 cents a pound. The Cottonseed Oil Trust, formed in 1884, has reduced the price of standard summer yellow oil from 48 cents a gallon in 1884 to 24 cents a gallon in 1897.

Among other capitalistic combinations are many that have similarly cheapened the products which they manipulate. The United States Rubber Company, formed in 1892, advanced prices far enough to insure a profit, but outsiders have compelled a reduction. The United States Leather Company has controlled since 1892 the sole leather output of the country, but prices have gone down until leather is selling at 17½

cents a pound, while the raw hides sell at 18½ cents a pound. The National Cordage Company smashed itself in its attempt to smash others, and its successors are now selling for 6 cents a pound the same product that sold for 10 cents a pound before the original trust was organized. The Whisky Trust, formed in 1890, found alcohol selling at \$1.44 per gallon, including the revenue tax of 90 cents, and to-day it is selling at \$1.16 per proof gallon, including the revenue tax of \$1.10. The bituminous coal producers combined in 1896, and sold coal at \$2 to \$2.10 per ton, and to-day it is quoted at \$1.70 per ton. The anthracite coal producers put stove coal up from \$3 to \$4.10, and after one year of combination they dissolved, and coal again fell in price. The telegraph companies have been denounced as "gigantic conspiracies." They formed a combination in 1866. In that year it cost \$2.20 to send a ten-word message by wire from New York City to Chicago, and to-day it costs 40 cents. They have reduced the cost of such a message during thirty years proportionately to all parts of the republic. The business man in New York finds his ten-word message to St. Louis reduced from \$2.25 to 40 cents, to New Orleans from \$3.25 to 60 cents, to St. Paul from \$2.25 to 40 cents, to Galveston from \$5.50 to 75 cents, to San Francisco from \$7.45 to \$1, to Oregon from \$10 to \$1, and to the State of Washington from \$12 to \$1. The railroads of the country have likewise reduced the charge of moving a ton of freight a mile from 2.21 cents in 1873 to 0.84 cent in 1897.

Even these achievements, which are beyond dispute, do not tell the whole story. While these trusts, firms and corporations have so enormously reduced costs to the consumers of the country, they have, on the whole, increased the average of the wages which they pay to their laborers. According to the theories of the agitators, all these combinations have robbed the people of their money and their liberty, but the

record shows that the combinations, like business men in general, fail in some lines and succeed in others, that they have, by making use of scientific economics, reduced the cost of all standard products to consumers, and that, instead of having robbed the people of any privileges or liberties, they themselves have been subjected to restrictive legislation in the different states and in the national council. Thus do the plain truths and facts tell against the main indictment in the charge of the demagogues against the capitalists of the land. An illustration of the trust question was furnished in the recent collapse of several conspicuous and much-maligned combinations in the metal industries. The moment these concerns dissolved, the prices of their products were cut, and they were forced either to close their establishments or to cut down the wages of their laborers enough to cover the drop in prices. This, again, was contrary to the teachings of the demagogues, who have all along insisted that in "securing to labor its just reward or remuneration," the "first and necessary step is the squelching of the capitalist." Indeed, wherever and whenever the demagogic theories collide with the commercial and industrial facts, there is a wreck, and it is never the fact that is wrecked.

Demagogic agitation will continue so long as the agitators can find men to accept their falsehoods as truths and their baseless claims as facts, but it seems probable that, with the spread of a more general knowledge of what has been accomplished by the great capitalistic concerns, agitation must become a less harmful and a less dangerous evil than it has been. A. B. SALOM.

Until a few years ago the wholesale price of ivory was \$3 a pound. In consequence of the opening up of new districts in Africa to colonization the value has fallen to \$2. An ordinary elephant yields about 120 pounds of merchantable ivory.

BICYCLE SUNDRIES

EVERYTHING UP TO DATE

LAMPS, TIRES, PEDALS,
SADDLES, LOCKS, BELLS,
PUMPS, CEMENTS, ETC.

ADAMS & HART.

WHOLESALE BICYCLES and SUNDRIES.

Send for Catalog and Discount Sheets. 12 W. Bridge St., Grand Rapids.



IF YOU'VE BEEN RIDING

or selling unsatisfactory bicycles, bicycles without a name, a home, or a reputation, bicycles that were made to sell at a price too low and too cheap to give value received,

ISN'T IT ABOUT TIME

you were looking around for something better? We want you to "post up" on Clippers. We are sure you'd be satisfied if

YOU RODE A CLIPPER?

Clipper riders rarely change their mounts. For nearly a decade the Clipper has been known as a "satisfactory business bicycle." The wheel you ought to have at the price you ought to pay.

MADE BY THE CLIPPER PEOPLE, GRAND RAPIDS, MICH.

JANE CRAGIN.

Are Cy and Jane Altogether Happy?
Written for the TRADESMAN.

Miss Birkenmayer's intention to "go home day after to-morrow" was not carried out. The announcements of the engagements, after the congratulations were over, were followed by such a series of functions as even that hotel had never before witnessed; and Miss Birkenmayer was of too much importance to be spared at a single one of them. To add to the general rejoicing, Miss MacDonald's minister put in an appearance, was duly pronounced by "the powers that be" as "one of the best fellows in the world," and as promptly "taken in and done for" by this coterie. Mrs. Walker also joined her husband; and, that Mr. Smith might not be left out in the cold, he placed his life and fortunes, for the time being, in the hands of Miss Birkenmayer, and, so re-enforced, the round of pleasures began.

"The world loves a lover;" and, with six under the same roof—the minister was not backward in showing that he knew how to make up for any lost time in that direction—the weeks that followed were red-letter days, not only in the lives of the lovers themselves, but in those who were breathing there the love-laden atmosphere. There were dinners and receptions and parties of all sorts and conditions given in their honor. They rode and they walked, the center of all eyes; but, wherever they were seen together, it was Marjory Marchland and her devoted swain that seemed to find the greatest favor among the admiring lookers-on.

Aside from Miss Marchland's great beauty and the happiness which seemed to envelop her like a halo, aside from the hearty goodwill which Cy had awakened in everyone with whom he had come in contact, there still hung around the two from Milltown the remnants of a great mystery. Had there, or had there not, been between them a tenderer relation than that which existed now? Miss Cragin's devotion to Cy's comfort and her evident joy at his coming, the long talks, the walks and the rides they managed to take together at odd times and occasions kept an ever-present Why? continually in the foreground on Jane's part; and Cy, especially since the announcement of the engagements in the little immediate circle of intimate friends, was the subject of constant remark.

"You needn't talk to me!" said the Chicago lawyer one day with his characteristic straightforwardness; "there's a something going on in that fellow's head—or heart—which I don't like. He holds Miss Marchland in his hand like a delicious Bartlett pear which he is glad of; but he keeps his eyes on the one Dr. Day has with a yearning in them I don't like to see. Of course, he is all devotion to Miss Marchland, and she's too much taken up with him to notice what I'm free to confess may be all imagination on my part; but, if you'll take the trouble to keep your eyes open, you'll find that Jane Cragin doesn't wink without Huxley's 'making a note on't.' There's something there, or has been there, mark my words."

"I have noticed that Mr. Huxley is very attentive to Miss Cragin, but no man can serve two mistresses, any more than he can two masters," answered Miss Birkenmayer; and, while all you say may be true enough, I don't think Miss Marchland has anything to complain of."

"I think," remarked Mrs. Walker, "that what Mr. Smith refers to in Mr. Huxley has its counterpart in Miss Cragin. They are both supremely happy; they each know the other is so, and they are simply exchanging blissful experiences in the eye-glances they are constantly giving each other. It seems to me the most natural thing in the world. Miss Cragin drops her fan. Mr. Huxley picks it up and presents it to her devotedly enough—the man couldn't do it in any other way if he tried—but always, as I think, with the idea, 'Here, Jane, I can't do these things for you much longer and I'm going to make the most of my opportunities while I have a chance.' That's all there is to the Miss Cragin side of the affair. Miss Marchland doesn't lose any attention, so far as I can see. A more devoted lover she couldn't ask for; and a handsomer one—well, it would make a disturbance in my family if I should say what I think, and I know Mr. Smith wouldn't sleep for several nights if I should say it. It's all due, of course, to his magnificent health; but a finer specimen of physical manhood I never saw, and I hope both of you two will try to grow into just that style as your health returns. I don't see, for my part, if there ever has been anything between Miss Cragin and Mr. Huxley, how she ever could take the Doctor. Oh, I give the Doctor every point in his possession; but, to my mind, aside from the question of temperament, Miss Cragin is making a mistake, if she has any choice in the matter—I don't think she has. It may be she did have; but, from what the Captain says about that first supper, I am inclined to think that Miss Marchland has had it all her own way, and, what is more, would have had it even if an actual engagement had brought Mr. Huxley to Colorado to see his Jane! The idea, Miss Birkenmayer, of your standing quietly by and allowing this thing to go on without a single protest. What if she is as beautiful as Venus herself? And what if she did play the part of Queen Dido with that rich red rose, and play the wiches with her attitudes and the glances of her eyes? The thrush has charms as well as the bluebird, and the later-comer has been known to win the favor that the other thought secure. I'm not sure, if I could only get the Captain out of the way, but that even now Miss Marchland would find 'Jordan a hard road to travel.' But don't you believe for a minute that Miss Cragin would find any encouragement with Mr. Huxley, if she should do her level best."

If Cy could have heard the opinion which Mrs. Walker had ventilated it would have given him the greatest satisfaction. It was what he hoped for and what he worked for; but the keener eye of the attorney, strengthened by the great liking he had taken for the man, had seen the condition of things from the first, and was sorry for it. Jane was wholly deceived. At first, something akin to pique took possession of her, when Cy, with a candor not common to him, had told her so frankly of his admiration—and finally of his love—for Marjory; and when, in the same matter-of-fact way, he announced that matters between him and his lady love had been satisfactorily settled, it hurt her to be so summarily dropped. She found relief, however, in the thought that there was to be no scene, as she had feared there would be, when her own relations with the Doctor were made

known. So, with a joy in her heart that happiness had come to them both, she gave herself up to the dreams and fancies which came to bless her by night and by day.

To Cy, however, these did not come. His arm encircled the waist of the handsomest and loveliest woman his eyes had ever rested on; he heard from her lips the sweetest words that had ever blessed his ears, but the waist and the lips were not Jane's and, press them as tenderly as he would, he felt, as he never dreamed he could feel, a misery as helpless as it was hopeless. The tendency of the two ladies to be constantly with each other only added to his trouble. It brought them more and more together and at times his suffering was almost beyond the point of endurance. Finally, he induced Marjory to believe that a one-seated vehicle was better for two than a two-seated one for four, even if the four were the best of friends; and, from that time on, he managed to play fairly well the part he had chosen.

RICHARD MALCOLM STRONG.

Sample Circular Announcing the Adoption of the Cash Plan.

B. P. Kurtz, grocer at Harriman, Tenn., announces his abandonment of the credit system in the following circular letter to his customers:

We believe the time has come when all merchants, to do business satisfactorily to themselves and their patrons, must do it on a strictly cash basis. The times demand it, and we take this method to announce to our customers and the public that hereafter we shall sell goods for cash only. We mean that all goods must be paid for when purchased, either in money or coupons from the coupon books we sell. We will continue to issue coupon books, because ex-

perience has demonstrated that coupon books are so close to cash that they put the credit transactions of a store on a cash basis, enabling the dealer to give the customer the benefit of just as close prices as is possible where cash is paid over the counter on the occasion of every transaction. We keep the books in denominations of \$5, \$10 and \$20, which must be paid for in advance, less a discount of 5 per cent.

As stated, we take this stand because the times demand it, and must insist on its strict observance, and we hope you will realize that it is as much if not more, to your benefit as to ours that we do it.

We propose to keep our stock as complete as the demands justify, with the best goods the market affords, and sell them at prices lower than ever sold here before, and lower than we know anyone who follows the credit system can sell them.

We wish to thank you for your patronage in the past and assure you it has been appreciated, as it has helped us build up a nice little business, and we ask that you give us a share at least of your future trade.

Don't cast this aside now and condemn us for doing a cash business but look at it from your side. Consult our price list as issued and watch our advertisements and see who will have the gain in the end.

We will promptly deliver all orders left at the store to any part of the city, and where customers use our coupon books or request us to do so, we will call each morning for your orders, and will render you every accommodation consistent with business.

BURD P. KURTZ.

The will of Mrs. Ellen B. French, of Beloit, Wis., bequeaths \$5,000 to Beloit College, on condition that no vivisection shall ever be practiced in any of its departments, but if the stipulation is violated, the trustees are to pay over the amount to the American Humane Education Society of Boston.

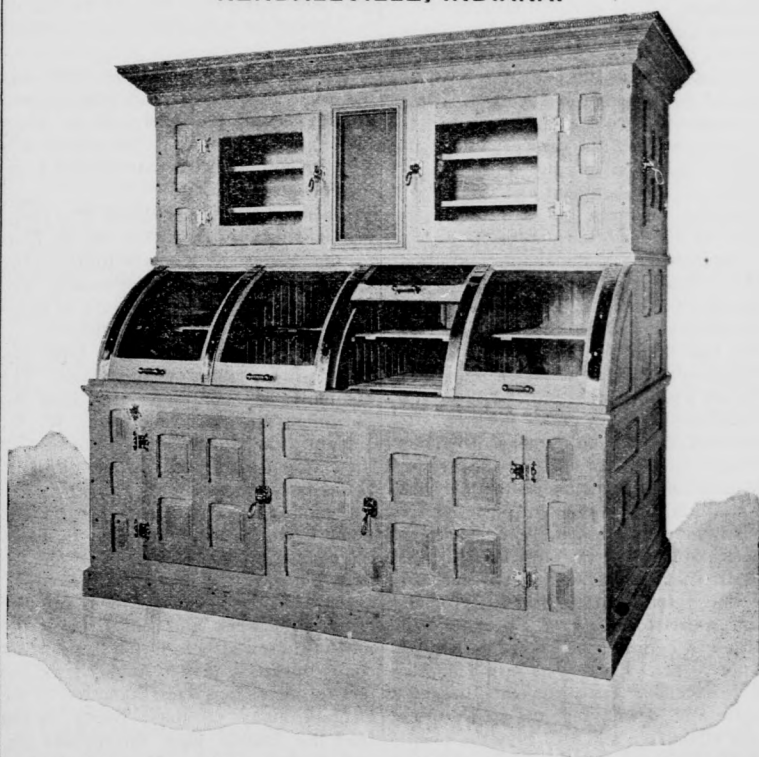
McCray Refrigerator and Cold Storage Co.

MANUFACTURERS OF

Fine Roll Top Butter and Grocery Refrigerators.

Designers and Furnishers of all kinds of Fixtures for all kinds of Stores.

KENDALLVILLE, INDIANA.



This Roll Top Butter Refrigerator has two double thick glass doors and one beveled French plate mirror in the center.

Around the State

Movements of Merchants.

Addison—F. T. McAdam has retired from the grocery business.

Sturgis—Fred W. Shoecraft has purchased the Pierson cigar stock.

Roscommon—A. C. Sly has purchased the general stock of Jas. H. Sly.

Albion—Homer C. Blair succeeds White & Beebe in the drug business.

White Cloud—Alex. Roach succeeds Miles Roach in the grocery business.

Adrian—Chas. Dean succeeds Manon Bros. in the confectionery business.

Vanderbilt—Garipey & Maynard succeed Chas. Garipey in the drug business.

Escanaba—Beck & Nelson succeed Thorsen & Beck in the grocery business.

Rapids River—Ed. Brunell has sold his meat business to Thompson & Dammour.

Hopkins Station—Frank B. Watkins will add a second story to his brick store building.

Honor—A. E. Paradise has opened a meat market here, placing Burk Curtice in charge.

West Bay City—H. A. Harbeck, Jr., produce commission dealer, has removed to Bay City.

Ironwood—Ellen (Mrs. S. A., Jr.) Reid succeeds S. A. Reid, Jr., in the meat business.

Battle Creek—N. A. Brown has purchased the cigar and tobacco stock of A. K. Prentice.

White Pigeon—The general store of E. C. Wheeler has been closed under chattel mortgage.

Dowagiac—Wallace Trowbridge is closing out his stock of groceries and will return to farming.

Ironwood—Lawrence Garagly, of Darwin & Garagly, wholesale and retail confectioners, is dead.

Albion—Mrs. A. A. Eddy has sold the College Hill grocery stock to Eugene Foote, a student, who will continue the business.

Quincy—M. J. Ranson has purchased the McGiness stock of furniture and undertaking goods and will continue the business.

Bay City—Arthur Des Jardins—better known as the French clerk—has taken a position behind the counter for the Mansfield Grocery Co.

Petoskey—W. A. Major writes the Tradesman that the grocery stock recently disposed of by him was his suburban establishment and that he will continue business, the same as heretofore, at his down town store.

Saginaw—A. J. Buckham, a graduate of the Pharmacy Department of the University of Michigan, and formerly with Thum Bros. & Schmidt, of Grand Rapids, has taken a position in the prescription department at Loranger & Culver's pharmacy.

Adrian—The dry goods stock of Metcalf & Co. has been purchased by Hambleton & Co., of Philadelphia. Mr. Hambleton will remove to this city with his family, and permanently conduct the business after the present stock has been reduced by special sale.

Mt. Clemens—M. R. Little has sold a half interest in his grocery, crockery and meat stock to Fred Epley, and the firm will hereafter be known as Little & Epley. Mr. Epley has rare judgment and excellent taste in embellishing a store and displaying the stock to the best advantage and will give the people of Mt. Clemens an opportunity of noting the work of a genuine artist in grocery display.

North Adams—S. A. Haskell bid in the boot and shoe stock of J. Haskell at chattel mortgage sale and will continue the business at the same location.

Portland—Ionia county is to have a new town. It is located in Ronald township, near the Prairie Creek mill, and has been named Johnstown. The residents of that section will petition for a postoffice and Wm. Jones, of Butter-nut, will move his general stock to the new town.

McBain—The McBain Grocery Co. has purchased a tract of timber land within a mile from the village and begun peeling the hemlock thereon with a force of 40 men. The company has also secured a contract to peel the bark on 240 acres of land two miles northwest of town, owned by the Grand Rapids Bark and Lumber Co.

Manufacturing Matters.

Pembina—Geo. Harter & Son have purchased the lumber business of M. E. Harter & Son.

Decatur—M. P. Maxon is considering the advisability of removing his hoop factory from Union City to this place.

Ovid—A. Behrendt has purchased the stock of tobacco of the Ovid Cigar Co. and opened a factory in rooms in rear of his store.

Lyons—Jonathan Hale & Sons are putting in a new 9,000 pound turbine wheel, which doubles the capacity of their flouring mill.

Saginaw—The American Potato Flour Co. has shipped 36,000 pounds of flour to New York, the third shipment of a like amount since April 9.

Fouch—Henry J. Snohr has cut 600,000 feet of hardwood lumber for the Schomberg Hardwood Lumber Co. and shut down his mill for the season.

Owosso—Byant & Co., of Mayville, have decided to erect a flouring mill in this city and have already let the contract for a 75 barrel mill, to be fitted with the latest improved machinery.

Brooklyn—J. W. Blanchard has purchased the flouring mill here and will run it in connection with his mill at Jefferson. A new flume and waste gate will be put in and other improvements made.

Irving—H. C. Strong is now sole owner of the Irving mill property and already has his new feed mill in place and ready for work. The entire mill will be thoroughly overhauled and some new machinery added.

Saginaw—The Feige Desk Co. property has been sold by Hon. W. R. Burt to the Welsh & Kerry Manufacturing Co., of Reed City, and the factory will be utilized for the manufacture of hardwood boxes and hard maple flooring.

West Branch—The Chicago Last Co. is to locate a factory at this place. The company has contracted for land for buildings and yard, and with W. W. Vaughn for timber. He is to furnish the concern with 2,000,000 feet of maple annually for twenty years.

Menominee—The dead head logs taken from the channel of the Peshtigo River over a year ago and piled on the bank between that place and the Marinette road bridge will be rolled into the water this week and sent direct to the mill to be sawed before they again become water soaked. About 1,200,000 feet of these logs were taken out of the channel, many of them being raised from the bottom after the ice was cut, and hauled ashore. Most of the logs are of the Norway variety and contain a fair grade of lumber.

Saginaw—The sawmill of Briggs & Cooper, on the west side, has not been operated this season. The firm is running a shingle and sawmill on the Hauptman branch of the M. C. Railway and the product is shipped to the yard here. The firm is running its planing mill and is doing a fair business.

Saginaw—Gebhart & Estabrook intended to erect a planing mill on their premises last season in place of the one burned, but the depression in the lumber trade caused them to hesitate, and as yet no move has been made, and it is not known if a new plant will be built. Mr. Estabrook said recently that he should do nothing until the tariff question is settled.

Detroit—The Detroit Bicycle Improvement Co., Limited, has filed articles of association with the Register of Deeds. The capital stock is \$40,000, all paid in by patents, and the stockholders are John T. Dodge, \$19,000; Horace E. Dodge, \$19,000; Michael J. Dee, \$100; Fred S. Evans, \$100. The company will deal in patents concerning bicycles and bicycle parts.

Ovid—The company heretofore known as the Clinton County Fruit Co. will be reorganized in a few days as The Clinton County Fruit and Cider Co., with a capital of \$30,000, of which \$15,000 will be put in by two Chicago capitalists. The remaining \$15,000 will be divided into \$10 shares. Farmers may become shareholders by signing contracts to deliver apples the coming season to the amount of the shares taken.

Cheboygan—Negotiations are in progress to start the sawmill formerly owned by the Whitehall Lumber Co. It is expected that a contract will be closed to saw 10,000,000 feet of logs to be brought over from Canada, and which would have been manufactured in Canada had the tariff been kept off lumber. The \$2 duty will bring millions of feet of logs to Michigan to be manufactured which otherwise would be sawed on the other side.

Between Seedtime and Harvest

Is a good opportunity to enquire about farming lands in South Dakota, only one day's ride from Chicago. Bountiful crops of Wheat, Corn, Barley and Flax reward the tiller of the soil. As a stock and dairy country South Dakota leads all the world. First-class farm lands with nearby markets can now be bought at from \$10, \$12, \$15, and upwards, per acre, and this is the time to invest. For further particulars write to Geo. H. Heafford, General Passenger Agent, Chicago, Milwaukee & St. Paul Railway, Old Colony Building, Chicago, Ill.

A Frenchman has devised a means for converting grain into dough at one operation without milling, an invention which, if the claims of the originator are verified, will not only effect a revolution in breadmaking, but also make the miller's occupation, like that of Othello, only a memory of the past. The grain, which is first soaked, enters one end of the machine, where it is crushed and disintegrated, the paste passing to the kneading machine in the other end of the apparatus, where it is aerated and kneaded into dough which may be preserved indefinitely without injury. All the nutritive qualities of the grain, the bran included, are preserved, and the bread possesses greater nutrition and is more easily digested.

The traveling men of the country will be gratified to hear that a heavy tariff has been placed on prunes. We hope they will make it prohibitive.

WANTS COLUMN.

BUSINESS CHANCES.

ANYONE LOOKING FOR GOOD INVESTMENT can hear of a splendid ready-made clothing and furnishing goods business to be disposed of, situated in the great peach center of Michigan; only clothing store in the town; doing a very lucrative business on a small capital. As this is a bona fide, and in every way a solvent and profitable business, with excellent reasons for disposal, none but principals need apply to Wm. Connor, Box 346, Marshall, Mich. 319

WANTED—TO PURCHASE A STOCK OF drugs in Michigan, southern part preferred. Must be well located. Address Alva J. Ulrich, Parkville, Mich. 328

FOR SALE—CLEAN HARDWARE STOCK, doing good business; best location in Grand Rapids; good reason for selling; no exchange. Address Hardware, care Michigan Tradesman. 325

FOR SALE—STOCK OF GENERAL MERCHANDISE and fixtures; inventory \$1,700. Address Postmaster, New Salem, Mich. 324

TO EXCHANGE—A GOOD LIVERY STOCK, doing a good business, for a stock of groceries. Address No. 327, care Michigan Tradesman. 327

FOR SALE—CHANCE OF A LIFETIME TO secure an old-established grocery business, located on best business street of Grand Rapids. Stock all clean and salable. Rent reasonable. Wood yard and feed store in connection. Reason for selling, owner has other business. Stock and fixtures will inventory \$2,500. Trade mostly cash. Act quickly, as owner will sell to first applicant with necessary cash. Address No. 326, care Michigan Tradesman. 326

WANTED—A LOCATION FOR DRUG STORE in a country town. Dan'l Lynch, 30 Ellsworth Avenue, Grand Rapids. 322

PARTIES WISHING TO BUY, SELL OR exchange real estate or merchandise, any quantities or description, can depend upon L. C. Townsend, of Jackson, Mich., for quick and responsible dealing. 318

TO EXCHANGE FOR STOCK OF MERCHANDISE—160 acres of good Northern Nebraska land, five miles from town. For particulars address F. Opocensky, Niobrara, Neb. 321

FOR SALE—STOCK OF GENERAL MERCHANDISE, inventorying about \$4,500, located in a thriving town in Central Michigan. Would take a small farm in part payment, if location is desirable. Address No. 320, care Michigan Tradesman. 320

FOR SALE—GOOD CLEAN STOCK OF GROCERIES, queensware and notions in town of 700. Good reasons for selling. Doing a nice business. For terms address Lock Box 15, Newport, Ind. 317

FOR SALE—ONE 100-HORSE POWER SLIDE valve engine, especially adapted to sawmill work, and fitted with a Nordberg Automatic Governor. Can be seen running any week day at Wallin Leather Co.'s tannery, Grand Rapids. 313

WANTED—DEALERS TO SELL SILVER cleaner. A new thing; does quick work; 100 packages at retail makes 8 ounces; sells itself; good margins; sample free. W. Gleason, Manistique, Mich. 311

FOR SALE—CLEAN STOCK OF DRUGS, inventorying about \$800, located in live town of 600 people. Will sell stock for cash on basis of present value. Address No. 309, care Hazeltine & Perkins Drug Co., Grand Rapids. 309

FOR SALE—DRUG STOCK IN ONE OF THE best towns in Michigan, doing a business of \$6,800 yearly. Expenses low. Reason for selling, other business. Inspection solicited. Address No. 308, care Michigan Tradesman. 308

FOR SALE—BAND SAW, MILL MACHINERY, lot of lumber carts, three show cases, one fire proof safe, lot of mammoth store lamps—all at closing-out prices. Address The Converse Manufacturing Co., Newaygo, Mich. 306

WANTED—PARTNER WITH \$2,000 FOR one-half interest in hardware, stoves and tinshop, plumbing and furnace work and jobbing, roofing, etc. Have several good jobs on hand and a well-established trade; best location in heart of city. Address Box 522, Big Rapids, Mich. 298

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

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

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—TINNER WHO UNDERSTANDS hardware and implement business; steady job. Write full particulars—age, qualification, etc.—in first letter. S. A. Howey, Lake City, Mich. 319

SITUATION WANTED—BY A MIDDLE-aged gentleman with twenty years' experience as buyer and manager of a general store, now traveling Eastern states, who wishes to represent a good house in Michigan. Would commence on small salary. Best of references. Address No. 312, care Michigan Tradesman. 312

Grand Rapids Gossip

Frank W. Burns succeeds Burns & McGowen in the meat business at 253 Jefferson avenue.

P. Jordan has opened a grocery store at Elgin. The Ball-Barnhart-Putman Co. furnished the stock.

R. Squire has opened a grocery store at Rockford. The stock was furnished by the Ball-Barnhart-Putman Co.

Hickey & Doueth will shortly open a grocery store at Hannah. The Worden Grocer Co. has the order for the stock.

Peter Semeyn has opened a cigar and confectionery store at 253 Plainfield avenue. The Musselman Grocer Co. furnished the stock.

E. J. Emmons has embarked in the grocery business at 319 South Division street. The Worden Grocer Co. furnished the stock.

M. W. Ryan has opened a grocery store at the corner of Spring and Island streets. The Lemon & Wheeler Company furnished the stock.

Beech, Cook & Co. have sold their elevator on West Bridge street to Watson & Frost, who will utilize the property as a flour depot and feed mill.

Wm. Kale has embarked in the grocery business at the corner of Gold and West Fulton streets. The Ball-Barnhart-Putman Co. furnished the stock.

C. E. Gibson, whose grocery stock was destroyed during the recent fire at Bloomingdale, has resumed business at that place. The Olney & Judson Grocer Co. furnished the stock.

H. S. Williamson (Benton Harbor), J. E. Arney (Pana, Ill.), and H. D. Arnold (Jones) have formed a copartnership under the style of Williamson, Arney & Co. and engaged in the fruit business at 22 South Ionia street.

J. A. Damon, whose drug and grocery stock at Weidman was recently destroyed by fire, has resumed business. The Hazeltine & Perkins Drug Co. furnished the drugs and the Ball-Barnhart-Putman Co. supplied the groceries.

The De Graaf, Vrieling & Co.'s plant on South Ionia street, which has been idle for several years, has been leased for five years by the Wernicke Co., manufacturer of office files and book cases at Minneapolis, which will transfer its headquarters to this city about August 1. The new institution will furnish employment to about 40 hands and will prove a welcome addition to the manufacturing interests of this market.

The Produce Market.

Asparagus—Home grown has advanced to 25c per doz. bunches.
Bananas—The market is steady, prices unchanged and the demand very good, with abundant supplies.
Beans—Referring to the market on dry stock, the Miller & Teasdale Co. (St. Louis) write the Tradesman as follows: There does not seem to be much future to beans before prices on the coming crop are established. Some of the largest shippers in Michigan are offering to sell, for the latter part of July shipment, choice handpicked pea beans at 75c, delivered at East St. Louis, which means between 60 and 64c at Michigan shipping points. These beans are guaranteed to be good-keeping stock and of choice quality. You can see from this that nobody has much confidence in the future market. There

are a good many beans yet to be shipped out of Michigan, so we are informed. The demand for beans at the present time is exceedingly light. We would not be surprised to see beans sell for less money than the present market in the course of a month or six weeks. Liberal supply, lack of demand and lack of interest in beans have a tendency to cause a decline in prices. We should like to be able to speak more encouragingly of the prospect, but from present indications we are not justified in doing so.

Beets—25c per doz. bunches.
Butter—Separator creamery is slow at 14c. Choice dairy fetches 9@10c, netting the shipper about 8c. Those who have cold storage are putting away ample supplies in anticipation of a drought later in the season, which would send prices up several cents.

Cabbage—Cairo stock in 2 doz. crates commands \$1.65. Mississippi stock in 5 doz. crates fetches \$3.50.

Cauliflower—\$1 per doz.
Celery—Meager offerings of home grown are coming in and find ready sale on the basis of 25c per doz. The quality is excellent and the supply is expected to be more plenty from now on.

Cherries—Home grown Sweets command \$1 per crate of 16 qts. Red and black cherries will begin to come in the latter part of the week.

Cheese—The market has sagged a little from last quotations. Heavy supplies of spring make are coming, and the market has an easy tone in almost every line.

Cucumbers—Home grown are in ample supply at 30@35c per doz.

Eggs—Local supply is large and demand is excellent. Canded stock is taken on basis of 9c, so that the shipper gets about 8c, less off, or 7@7½c, case count.

Gooseberries—Practically without demand. Such meager offerings as come to hand are slow sale at \$1 per 16 qt. case.

Greens—Beet, 40c per bu.
Lemons—The market is very firm, although quotations are not advanced. This weather has the tendency to move stock very much faster than hitherto. An advance both in the East and in this market may soon be looked for.

Melons—Slow sale on account of the high prices ruling for Georgia stock and the low price of berries, which are given the preference.

Onions—Southern stock fetches \$1 per bu. Green are large in size and fair in quality, commanding 12c per doz. bunches.

Oranges—The stocks in hand in this market are larger than usual at this season of the year. This market is not likely to get many more car lots from the coast this season. Prices are unchanged, except that fancy seedlings are worth a little more.

Peas—Home grown are in ample supply and brisk demand on basis of 75c per bu.

Pieplant—1c per lb.
Pineapples—Havanas are sold as low as \$1 per doz. Fancy Indian River (Florida) command \$1.40@1.50.

Potatoes—New stock fetches 90c@\$1. Old is in fair demand at 25c per bu.

Radishes—Charter, 10c per doz. bunches; China Rose, 15c.

Seeds—Medium clover, \$4.50@4.75; Mammoth clover, \$4.75@5; Timothy, \$1.40@1.60; Hungarian, 75@80c; Common or German Millet, 60@70c.

Squash—Illinois stock, 4c per lb.

Strawberries—Home grown are in their glory this week and Thursday is expected to be the "big day" on the local market. Prices are from 50@75c per 16 qt. case, according to quality of stock which is almost uniformly excellent, so far as size is concerned, although flavor is not up to the standard, on account of the lack of favorable weather.

Tomatoes—\$1 per crate of 4 baskets.
Turnips—Home grown command 25c per doz.

Wax Beans—\$1.25 per bu. for Illinois stock.

Gillies New York Teas. All kinds, grades and prices. Phone Visner, 1589.

Ethics of the Fire Department.

It is commonly supposed that it is the duty of the Fire Marshal to direct the work of the fire department in extinguishing fires, but a little incident which recently occurred in the vicinity of the Tradesman office tends to show that that official occasionally has other duties to perform as well. It appears that, while making his usual rounds through the Blodgett building Sunday evening, the colored janitor smelled smoke, discovered that the smoke came from a box containing paper clippings in the bindery department of the Tradesman office and promptly extinguished the fire by means of a small hose attached to a faucet over a sink. In the meantime a guest at the Eagle Hotel noted the reflection from the rear windows of the office and turned in an alarm, although he noticed that the reflection ceased before the department reached the building. Having extinguished the fire, the janitor rushed out to the front hall and informed the Fire Marshal, who had reached the scene of the trouble and was superintending the work of elevating the hose through the windows in the front part of the building, that he must not throw any water on the floor, because the fire was out and the water would do great damage. The Fire Marshal insisted on having his own way in the premises and the janitor was equally determined that he should not, going so far as to block the way and attempt to pull back the hose which the firemen were dragging into the office. The Fire Marshal and janitor thereupon clinched, with the result that the head of the fire department was compelled to call for assistance, which came in the shape of two lusty firemen, who proceeded to demolish the janitor in the most approved fashion. The combatants were separated by an occupant of the building, who vouched for the authority of the janitor, whereupon the firemen ceased to be pugilists and sought the scene of the fire. Subsequent investigation disclosed the fact that the faithful janitor was enraged beyond reason by the Fire Marshal applying an offensive term to him, and those who witnessed the fracas assert that the spectacle of the head of the fire department stopping to thrash a janitor instead of proceeding to put out the fire—on the supposition that the fire really existed—was about as ludicrous a sight as could be imagined!

The Tradesman concedes that the Fire Marshal was right and that the janitor was wrong in the positions they assumed. As a matter of fact, it is asserted that the moment an alarm is turned in, the building on fire ceases to belong to the owner, so far as the control of the property is concerned; that it passes into the hands of the fire department, and that the word of the head of that department is law, subject to no dictation from any source. In extinguishing the fire prior to the arrival of the department, the janitor incurred the displeasure of the firemen, who maintain that it is the business of a janitor to turn in an alarm and direct the firemen to the fire, instead of usurping the duties of the department in putting the fire out. This may be the correct theory, from the standpoint of the fire department, but the writer has had some experience along these lines and prefers to act on his own judgment, irrespective of the pet theories of any one.

Nearly twenty years ago, while living in a rented house on Clinton street, the

writer was awakened one night by the crackling sounds of fire in the basement. The fire was beyond the period of incipency, and, although he could have saved most of the contents of the house, he started off to give an alarm, which he succeeded in doing. On the arrival of the department, it was found that there was not sufficient pressure from the mains to throw a stream, while the steamer then assigned to the hill district was unable to get up steam for several minutes, during which time the writer was compelled to stand by and see his entire earthly possessions go up in smoke—uninsured—while the building he foolishly tried to save was insured for much more than its value! Moreover, the owner was able to elude the meshes of the law, and, through the connivance of the insurance agent, secure the payment of the entire insurance.

* * *

It is all very well to talk about fire to a child who has never been burned; but a man who has been through the scourge of fire and noted the inefficient work sometimes done by the fire department—and Grand Rapids has one of the best departments in the country—will still maintain that the faithful colored man, blinded by smoke and guided only by a determination to protect and preserve the valuable property intrusted to his keeping, who quietly and quickly extinguished an incipient fire of mysterious origin, did his part quite as well and fully as effectively as the blustering official who rushed up the stairs five minutes later and applied the offensive term of "nigger" to the man who had thus usurped his authority and warned the department against the further desecration of the building.

The Grocery Market.

Sugar—The position of this staple is gradually growing stronger and a higher range of values is surely near at hand.

Tea—The trade in teas is dull. This is largely because the life that was felt a few weeks ago, and was stimulated by the tariff agitation, was an unhealthy one, and, with the passing of the possibility of a duty on tea, the interest in the trade passes.

Coffee—The market is dull and featureless. Prices are still low, and the war is promising no end just yet.

Rice—It is claimed that there is an advance of ¼@½c in Japan rice because of the proposed duty on that article. Trade in both domestic and foreign sorts is light.

Provisions—The trade has displayed much confidence in values, and the market has averaged higher than the preceding week for leading articles, after suffering some decline from the highest points reached. The speculative interest has been of fair proportions and the shipping demand good. The supply of hogs is maintained somewhat above expectations, and the June marketings appear likely to exceed the early calculations, although it is not likely the movement will be as large hereafter as it has been. There has been some improvement in the enquiry for lard for export.

Samuel Tobey, the veteran business man of Byron Center, was in town Tuesday. Mr. Tobey is now Treasurer of the Byron Center Creamery Co. and is giving that enterprise the benefit of his best thought and most painstaking efforts.

Fruits and Produce.

Efforts of Michigan Packers to Get Stock According to Value.

The following circular has recently been sent to Michigan merchants by a large number of egg shippers. It is worth reading by packers in all sections:

We sent you circulars some weeks ago explaining how necessary it was that eggs, the most important product the farmer produces, should come to market in the best possible shape. We also explained to you and to the farmers that it was better for them if their eggs could be properly cared for before coming to us, and that it would be money in their pockets, because if we could get the eggs fresh and clean, we could pay closer to the Eastern market prices. Some of the farmers have heeded our suggestions, but the greater proportion of them seem to be too indolent or careless of their own interests to go to a little trouble to make their most valuable product marketable. As the people to whom we sell will not buy the dirty and small eggs of us, we are compelled to notify you that our employees will now pay you a good price for your good eggs (clean, fresh and fair size) and a lower price for the dirty, stale and small eggs.

It is not necessary that this loss should fall on you, as you should buy accordingly, and the loss would then fall only on those who by their carelessness deserve it. In order that those who do not know how to take care of eggs may have an opportunity to learn what is necessary, we append below simple directions, which you can either tell to them or you can give them a copy of this circular:

In order to have your eggs fresh, gather them carefully every day and do not leave the nest egg in the nest until it gets old and stale. It is best to have a china nest egg.

See that your hens have fresh, clean nests frequently and put them where they will keep dry, as damp straw in a few moments stains the eggs beyond redemption.

When your eggs are gathered go over them immediately and if you find any that have got mud on them from the hens getting into the nests with dirty feet, or if they have dirt on them from any other cause, you can easily clean it off with a damp cloth, but you must wipe them dry immediately or the eggs will soon be spoiled. If you wait until the dirt has been on the shell several days it often leaves a stain on the shell which cannot be wiped off.

Keep your eggs, while waiting until you can market them, in a cold, dry place and never put them in water, as if you do so it penetrates the pores of the shell and causes them to spoil rapidly.

Do not let them get damp or wet from any cause, as it often makes them moldy or musty, and then they are perfectly useless; if they should get wet, wipe them immediately and save them as much as you can.

Don't put your eggs in bran, sawdust or anything that is dusty when you take them to market. It makes dirty eggs of clean ones and cannot be cleaned off. Never put them in salt. It makes poor eggs of them at once.

Do not hold your eggs long but take them to market at least every week, and oftener if you can, and you will always have desirable eggs to sell.

It may be that you are busy from early in the morning until late at night and that you cannot see how you can do any more, but you are working for what money there is in it, and if you will do these things we have suggested you will find that it will pay you better than most of the things you now do.

Interesting Meeting of the Detroit Retail Grocers' Association.

Detroit, June 21—At the regular semi-monthly meeting of the Detroit Retail Grocers' Association, held June 16, the special Committee on Peddling Ordinance reported a very complicated state of affairs. After the Common

Council had passed the amendment to the ordinance and the matter had been placed in the Mayor's hands for his approval, the peddlers (being on the alert) discovered that the law was not in effect until the Mayor had signed it, and that by tendering the \$5 and demanding a license, the Clerk was obliged to issue a license under the old ordinance. While the matter was in the Mayor's hands, unsigned, about 200 peddlers secured \$5 licenses, but when the ordinance was signed, a stop was put to their movement. It was then discovered that no bonds had been filed for any of the licenses that had been issued and all were declared invalid by the Corporation Counsel. Out of the 200 who had paid \$5, only seventy-six had secured the proper license from the Mayor's office. The remainder have simply a receipt for the money paid to the Police Clerk. The next move on the part of the peddlers was through an attorney who had prepared a bond and tendered it for acceptance under the old ordinance, after the new law was in force, the object being to make good all the \$5 licenses which had been issued. This was promptly refused by the Mayor and the matter will now be decided in court. The report was accepted and the Committee given further time to continue the work.

The Committee appointed to visit Vail & Crane presented a report through the Chairman, D. R. Burnham, who had personally called upon Mr. Crane for a decided answer to the request of this Committee. Mr. Crane stated that he would not patronize Parker, Webb & Co. until this difficulty was satisfactorily settled and that he would notify Parker, Webb & Co. by letter to that effect. The report was accepted and the Committee discharged.

Mr. Koenig being called to the chair, President Knight made a strong argument in favor of securing the services of a competent person to solicit new members, collect dues, and watch for violations of the peddling and market ordinances. This matter was referred to the Peddling Ordinance Committee, with instructions to engage some one and require a bond for the faithful performance of his duty.

On motion by Duncan King, Jr., a committee was appointed to call upon the Corporation Counsel for an opinion on the milk ordinance. Messrs. King, Einfeldt and Schneider were appointed.

President Knight opened the oil question by stating that he had been called upon by the manager of the Standard Oil Co. in reference to the difficulty now existing between the oil peddlers and the resident oil companies. It appears from the statements of this gentleman that the oil peddlers' union, consisting of 138 members, who have secured about 80 per cent. of the oil business of the city, are not satisfied and are possessed of a very strong desire to secure the entire oil trade, they having called upon the oil companies and requested them to raise the price to grocers and dealers 1½ cents per gal. This the oil companies refused to do. The peddlers, being determined to carry their point, got their heads together, and made arrangements to get their supply from another source. The resident oil companies immediately dropped the price of oil to 4 cents per gal. to enable the dealers to sell at a low figure and protect themselves against the encroachments of the peddlers.

On motion of Mr. King, a committee of three was appointed to call upon the three oil companies and gather all the information possible and report at the next meeting. The Chair appointed as such committee Joseph Knight, E. Marks and L. De Clerq.

Messrs. Schneider, Prue, Misner, Einfeldt, and Koenig were appointed a committee to arrange for an excursion and report at the next meeting.

E. MARKS, Sec'y.

Treat your clerks as men and human beings. You don't know how much they can do and save the employer they respect.

A man who is the picture of health need not get in front of a camera.

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.

SEASONABLE SEEDS

Milletts, Hungarian, Fodder Corn.

GARDEN SEEDS, IMPLEMENTS, ETC.

Alfred J. Brown Co., Wholesale Seed Merchants,
Grand Rapids, Mich.

We Are Getting Plenty

OF HOME GROWN STRAWBERRIES

Write for our prices to you.

BANANAS LEMONS ORANGES

Peas, Beans, Onions, Spinach, Radishes, Lettuce, Cucumbers,
Tomatoes, New Potatoes, Summer Squash.

ALLERTON & HAGGSTROM, Jobbers,

Both Telephones 1248.

127 Louis Street.

Grand Rapids, Mich.

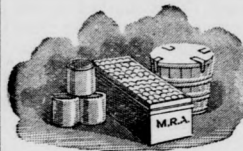
Home-Grown Strawberries

AT GROWERS' PRICES.

Bananas, Oranges, Lemons, Onions, Spinach, Radishes, Lettuce, Cucumbers,
Tomatoes, New Potatoes, Summer Squash, Wax Beans, New Peas, Cabbage,
Fancy Honey. All seasonable vegetables.

BUNTING & CO., Jobbers,

20 & 22 Ottawa Street, Grand Rapids, Mich.



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.

The Vinkemulder Company,

JOBBER OF

Fruits and Produce

MANUFACTURER OF

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

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

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

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

THE VINKEMULDER COMPANY,

Successor to Michigan Spice Co.,

Citizens Phone 555.

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

TOWNSHIP TAXATION.

Full Text of the New Peddling Law.

Section 1. The People of the State of Michigan enact, That it shall not be lawful for any person to engage in the business of hawking, peddling or pawn-brokerage by going about from door to door or from place to place, or from any stand, cart, vehicle or in any other manner in the public streets, highways or in or upon the wharves, docks, open places or spaces, public grounds or public buildings in any township in this State, without first having obtained from the township board of the township where such business is to be carried on a license therefor.

Sec. 2. It shall be the duty of the township board of every township of the State, immediately after this act shall take effect, to fix the amount of such license.

Sec. 3. The actions of the township board in fixing the amount of such license shall be by resolution, which shall be spread at length upon the records of the proceedings of the board and the same may be annulled or amended by resolution of the township board passed at any subsequent meeting thereof and spread at length upon the records of its proceedings: Provided, That such resolutions, or any resolution, annulling or amending the same shall not take effect until twenty days after a written or printed copy of the same shall have been posted in five of the most public places in the township. The person or persons posting copies of any such resolution shall make and file with the township clerk proof by affidavit of the fact of such posting. And in all suits, actions and proceedings where the passage of any such resolution by the township board, or the posting of copies thereof as above provided, shall come in question, a copy of such resolution, and of such affidavit, certified under the hand of the township clerk, shall be prima facie evidence of the due passage of such resolution and of the posting of copies thereof.

Sec. 4. Licenses granted under this act shall not be transferable, and shall expire on the first Monday of May next after the granting thereof. Every person to whom a license shall be issued under this act shall give, upon demand of the township clerk, a bond in the sum of fifty dollars with two sufficient sureties to be approved by the township clerk, conditioned that he will carry on said business in a quiet and orderly manner, and that he will faithfully observe all the laws of this State and the rules, regulations and ordinances of the township or village where his business shall be carried on, in relation to said business.

Sec. 5. All sums received for license granted under authority of this act shall be paid into the township treasury of the township granting the license, to the credit of the contingent fund.

Sec. 6. Every person who shall be found traveling and trading, or soliciting trade, contrary to the provisions of this act, or without the license required by any resolution of any township board

passed in pursuance thereof, or not producing upon demand of any person said license or contrary to the terms of any license that may have been granted to him as a hawker, peddler or pawnbroker, shall be deemed guilty of a misdemeanor, and upon conviction thereof before any court of competent jurisdiction, shall be punished by a fine of not more than fifty dollars and costs of prosecution, or by imprisonment in the county jail for a period not exceeding three months, or by both such fine and imprisonment, in the discretion of the court before which the conviction may be had.

Sec. 7. It shall be the duty of the supervisor of each township in the State to see that this act is enforced and in case of any violation thereof to immediately notify the prosecuting attorney of the proper county, whose duty it shall be to take all proper steps for the prosecution of the offender.

Sec. 8. Nothing contained in this act shall prevent any person from selling any meat or fish in townships outside of any incorporated city or village, nor any nurseryman from selling his stock by sample or otherwise, nor any person, firm or corporation engaged in the sale of farm machinery and implements, nor any manufacturer, farmer or mechanic residing in this State from selling or offering for sale his work or production by sample or otherwise, without license, nor shall any wholesale merchant, having a regular place of business, be prevented by anything herein contained from selling to dealers by sample, without license; but no merchant shall be allowed to peddle, or to employ others to peddle goods not his own manufacture without the license provided for in this chapter.

Sec. 9. Sections sixteen to twenty-five inclusive of chapter twenty-one of the revised statutes of eighteen hundred forty-six, entitled "Hawkers and peddlers," being sections twelve hundred fifty-seven to twelve hundred sixty-six inclusive of Howell's annotated statutes, act number two hundred four of the public acts of eighteen hundred eighty-nine, being sections one thousand two hundred and sixty-six a to one thousand two hundred sixty-six e inclusive of Howell's annotated statutes; and act number one hundred thirty-seven of the public acts of eighteen hundred and ninety-five is hereby repealed.

This act is ordered to take immediate effect.

Approved June 2, 1897.

Filed June 5, 1897.

Justice is the last thing a bad man wants to see done.

Every Dollar

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

TRADESMAN COMPANY, Grand Rapids.

Ship your **Butter and Eggs** for **Cash** at your station to

HERMANN C. NAUMANN & CO.

Main Office, 353 Russell St.

DETROIT.

Branch Store, 799 Mich. Ave.

◀ BOTH PHONES 1793. ▶

Special Attention to Fruit and Berries in Season.

Correspondence Solicited.

REFERENCES: Detroit Savings Bank, or the trade generally.

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Miller & Teasdale
Fruit and Produce Brokers.

BEANS OUR POTATOES
SPECIALTY

Consignments solicited. Advances made. 601 N. Third Street, ST. LOUIS, MO.
Reference: American Exchange Bank, St. Louis.

On Track

Cold cash, hot cash, spot cash or any kind of money we will pay in highest prices for **BUTTER** and **EGGS** at your station. Write us.

Harris & Frutchey, Detroit.



R. HIRT, Jr.,

Market St., Detroit.

Butter and Eggs wanted

Will buy same at point of shipment, or delivered, in small or large lots. Write for particulars.

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,

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

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Corn Exchange National Bank, Philadelphia, Pa.

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W. D. Hayes, Cashier, Hastings National Bank, Hastings, Mich.

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C. M. DRAKE.

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Butter, Eggs and Poultry

23 South Water Street, Philadelphia, Pa.

SPECIAL NOTICE.

No doubt you will be visited at this season of the year by numerous smooth-tongued solicitors, anxious for your business who will make all kinds of promises to get your goods. Take our advice and look up the reputation of the house that makes you these promises before shipping. You will find us rated Fifty to Seventy-five thousand dollars, credit high, and for 45 long years we have been one of the leading solid houses of Philadelphia.



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

ADVERTISING RATES ON APPLICATION.

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

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

E. A. STOWE, EDITOR.

WEDNESDAY, - - JUNE 23, 1897.

GENERAL TRADE SITUATION.

To those who have studied the industrial conditions carefully and are, consequently, prepared to accept the conclusion that no sudden general advance in prices can be expected there is much of encouragement in the developments of the past week, which have fully carried out the promise of the preceding fortnight. According to all reports increasing activity based on improved demand has been the rule in most lines, and in the advances in price which have been made in several, as cotton prints and iron ores, there is significance in that it marks recovery from the lowest records of staples which are considered as barometers of the industrial situation. But of more significance is the fact that there is constantly increasing activity, especially in iron and steel manufacture and in the demand for goods for fall trade.

In the textile situation there is more of encouragement than for many months past. In spite of good crop reports in the South, cotton marked a positive advance in price, which is to be attributed to the better feeling in manufacture. The better demand for goods raised print cloths a shade and gave an impetus to the market for other goods; and as the takings of Northern spinners during the crop year have been nearly 400,000 bales less than in 1895, there is a feeling that reviving manufacture might soon reduce stocks so low, prior to the arrival of new cotton, as to cause higher prices. There is also increase in the demand for woolen goods, which has started some more mills and caused further purchases, although the bulk of sales at Boston is still of a speculative character.

In iron and steel the most important change is in the demand for finished products. This extends through all lines, from steel rails to carriage bolts and wire nails. Sales of bar iron have been large at Pittsburg and have amounted to 150,000 tons at Chicago. Orders for structural forms from several of the principal cities have been large. As might be expected with this activity, there have been some serious threatenings of labor disturbances, but it is hoped that this will not be permitted to seriously interrupt the forward movement.

The movement of wheat, as might be expected at this season, has been very dull. Prices during the week were

fairly steady, the small advance of the early part being lost at the last.

When it is taken into consideration that the general difference in prices and in speculative activity makes the bank clearings of the present represent a relatively larger exchange of products, the fact that the volume is maintained at about the highest preceding the panic is significant. The report for the week is \$1,054,000,000. Failures are 30 less than last week—226.

INTERNATIONAL ARBITRATION.

The good people who hope to bring about such a condition of things in international relations as will permanently do away with war have recently been holding a conference, or convention, at Lake Mohonk, New York. The principal work of this gathering has been to rejoice over the stories that the cause of international arbitration has made during the past year and to urge the continuation of efforts to induce public men to accept their plan of bringing all civilized nations into an agreement to submit all disputes to arbitration.

The Association of Arbitration Advocates are especially pleased with the strong advocacy which the proposed treaty between the United States and Great Britain received and they deplore the fact that a minority in the United States Senate was able to postpone for a time the full success of the movement. These gentlemen seem to forget, however, that the treaty referred to expressly stipulated that no dispute affecting the honor of the two countries or the rights of the citizens of either should be subjects for arbitration. As wounded pride and affronts to citizens are the most prolific causes of international disputes, it does not appear that the arbitration treaty would have accomplished so very much, even had it been accepted.

The conference adopted an address embodying the views of those present. The address deplores the temporary check to the cause arising from the failure of the Senate to ratify the proposed treaty with England, although it recalls with satisfaction the majority vote of the Senate in its favor, which, although less than two-thirds required for ratification, was still large enough to be encouraging. It is suggested that the overwhelming majority of the country should only be stimulated by this temporary failure to more zealous activity, and should urge the Executive to renew the treaty with such modifications, if any, as may be approved in the light of the recent study of the subject by the Senate, and to make similar treaties with France, Germany, Austria, Belgium and Switzerland. The address fittingly conveys the thanks of the conference to Ex-President Cleveland, Ex-Secretary Olney and Sir Julian Pauncefote for their eminent services to the cause of international arbitration, and to President McKinley and Secretary Sherman for their support of the same great cause.

They are now jumping on General Lee because he went into a room in Havana, where the Queen of Spain's picture was hanging, in his shirt sleeves. Time was when the queens of Spain were not so particular.

If the traveling men of the country would only get together and pull on one string, railroad discriminations against them would stop with the suddenness of a fat man falling down stairs with a cook stove.

VICTORIA AND THE JUBILEE.

This week marks the sixtieth anniversary of Queen's Victoria's accession to the throne of Great Britain and Ireland and the jubilee fetes in honor of the event are on a scale of magnificence second to no spectacular celebration during the century.

From the Americas, Australia, India, Africa, and the islands of all the seas, representatives of the British Empire have assembled in the British capital to do honor to the occasion and the noble lady who for more than half a century has occupied possibly the most conspicuous station in the world. Empires and kingdoms have arisen and fallen in that time. Sovereigns have been elevated and deposed, republics have passed through the throes of revolutions and the maps of every continent have been changed, but years full of honors and respect have been given to Victoria, and not a convulsion has ever shaken the stability of her throne or brought her in unpleasant conflict with her people. She has passed from maidenhood to wifehood, from wifehood to widowhood since the crown was placed upon her head sixty years ago and yet no scandal has rested around her name. The great inventions of the times and stirring politics of the century have revolutionized human society, but the Queen of England has remained serene and unchanged through it all—a model wife, an affectionate mother, a pattern of propriety, an upright and just sovereign.

The perfection of the British constitution from its popular side of view has relieved the occupant of the throne of the details of political management. The real power rests no longer with king or queen, but with the Commons and the Ministry, yet the influence of the sovereign permeates all classes of society and strongly affects current thought and politics. It is in such respects that the now aged queen has most directly exerted the influence of her personality upon her times. The moral tone of the British court and of British society has unquestionably been elevated during the reign of Victoria and the fact has been largely due to her own severe moral standards. Pure and true womanhood has been rendered doubly attractive by its conspicuous and consistent display for sixty years under the fierce light that beats upon the first throne of the world. The domestic relations have been made more beautiful by the demonstration of the possibility of mutual esteem and affection, even in the usually corrupt and oppressive atmosphere of hollow-hearted courts. In a word, the social side of England and the world has been elevated and purified by the noble example of this womanly Queen for more than half a century.

The British would be less than human were they to fail to celebrate her diamond jubilee with an enthusiasm born both of love and respect. The vast growth of the empire, its territorial extension, its increased power, resources, population and wealth; its progress in the arts and sciences and literature; its present commanding position in the world—all these are of course matters of congratulation and rejoicing during this great jubilee occasion, but, after all and above all, the liveliest gratitude of the British people and the proudest emotions of the hour should be stirred by the reflection that for sixty years the British throne has been occupied by one of the model women of the century, who has kept the crown untarnished

and the court free from corruption or scandal and against whose name no honest man has ever whispered an ugly story.

DEBS AND HIS UTOPIA OF LABOR.

Considerable space in the public press is just now being accorded to the gratuitous advertising of the socialistic schemes of that apostle of treason and anarchy, Eugene V. Debs. This advertising enables this hero—or those for whom he serves, on account of his recent notoriety, as a figure head—to victimize a host of poor dupes who may be led to contribute to the further enrichment of such worthies. The announcements of plans and intentions are made in terms to enlist the attention and interest of the most gullible of the ignorant class likely to be caught in the snares. The proposition is made to establish in one of the newer states—Washington, probably, on account of the socialistic tendencies of its constitution—a colony governed by the principles of socialism. In this paradise of labor working hours are to be reduced from fifteen to four and all property is to be a trust in which all the colonists are to be shareholders. Correspondence is said to have been carried on with the Governor of the State, who is represented as favoring the views of these reformers.

It is proposed, in the carrying of these plans into effect, to secure control of the State Government by the numbers of the colonists and the influence of the socialistic elements already there, and then, if necessary, to defy the military authorities and the Supreme Court by force of arms—indeed, the declarations of the purposes of these schemers are in terms as broadly treasonable as is likely to be tolerated in this age of toleration in speech which amounts to almost unlimited license in that direction.

Few of the more intelligent who have given the matter attention think, for a moment, that this precious syndicate of schemers seriously contemplate the actual establishment of such an Eden of social equality. It is significant that the association of these promoters took occasion, in the early part of their deliberations, to vote liberal salaries to each of the members. While the ex-leader of law-defying rioters is probably a most valuable card in the hands of the managers of this enterprise on account of his hold upon the great masses of the ignorant, gained by his notoriety, the unfortunate frequency with which his usefulness continues to be interrupted by indulgence in the frisky cucumber would prevent his serving any purpose involving actual performance. Indeed, this unfortunate propensity seriously interferes with the repeated appearance of the martyr hero on the platform necessary to keep him before his devotees, as illustrated by his failure to meet such an appointment last Sunday in Chicago.

It is to be deprecated that the press of the country will even thus unwittingly lend itself to the furtherance of such swindling schemes. It is enticed into doing this by the use of the livery of labor in the furtherance of such schemes. If they can utilize their prestige in the American Railway Union in turning the remaining influence of that ruined organization to such a purpose and gain the adherence of some of the existing socialist bodies and then have the aid of the heedless press, there is no reason why such a movement will not yield a rich returns to the promoters.

DISREGARD OF OBLIGATIONS.

The British government has refused to reopen the question of the protection of seal life in Behring Sea or any phase of the controversy connected with the sea. This refusal is based upon the unsatisfactory outcome of the arbitration proceedings which decided against the United States in the dispute with Great Britain over our claim to exclusive jurisdiction in Behring Sea.

The treaty under which the arbitration was held expressly stipulated that, in the event that the case was decided against the United States, compensation would be paid to the Canadian sealers for the damages inflicted through the seizure of their vessels. The amount of the damages was to be assessed by a commission.

The award of the arbitrators was against the United States, and our liability to the sealers was admitted by a proposition to pay a lump sum to Great Britain in settlement. Although the British government promptly accepted this offer of settlement, no money has ever been paid, and Congress has actually refused to appropriate the money. The United States is, therefore, in default, and the principle of arbitration, of which we prate so loudly, has been ignored by our refusal to abide by the result of an arbitration in which we were one of the contestants.

Not only has the United States refused to pay the amount of money awarded to the sealers, but the Government has been actually shameless enough to ask that the whole case be reopened and the award revised. Very naturally the British government has refused to consent to this.

The national honor demands that this award should be promptly paid. Had Great Britain lost the case, and had an award been assessed against her, we would have long since insisted upon payment. The British government is certainly right in refusing to further consider Behring Sea matters until we pay the award to the sealers.

GIVE BUSINESS A CHANCE.

Some good, and the only good, which can come to this country from the completion by Congress of the present tariff scheme will be in the likelihood that the business of the country will have peace and quiet for a year or two, perhaps for four years.

There can be no prosperity in business except through peace and stable conditions of trade and industry. Whatever causes anxiety and uncertainty in the affairs of the people reacts injuriously on business. Is there a flood in the Mississippi valley or a drought in the Northwest? Then the entire business of the country is disturbed. Merchants in the stricken regions at once suffer in credit, and they are afraid to buy, even if they have cash, because they do not know whether or not their customers will be able to pay. The manufacturers in the East and the importers and jobbers in the cities are afraid to sell to the affected districts. The railways leading into and through those districts suffer not only a great loss of trade, but the destruction or obstruction of their tracks and property interests. Thus it is that a calamity which appears to be wholly local exercises most injurious effects upon business interests throughout the land.

But how much more serious in character and amount is the damage wrought by causes which disturb and disorder the vast business interests of the entire

commerce and every industry of the country. Such a cause is seen in the tariff-tinkering which is commenced just as soon as a different political party comes in control of the Government. For the last eight years the curse of tariff-making has been added to the destructive influences of the financial panic of 1893. First came the McKinley law, enacted during the Harrison administration; then the Wilson law created during the Cleveland administration; now the Dingley law, with the usual confusion and disorder incident to the re-making of the tariff. The result is that the commerce and industries of the country are kept so constantly in a state of disturbance, and the people are so plunged into anxiety and overwhelmed with uncertainty, that they limit their affairs to transactions of strict necessity.

This sort of thing has been going on until the people are well-nigh desperate and are begging only to be let alone. Any sort of tariff, no matter how objectionable, is better than incessant agitation and uncertainty, and so the people will be thankful when Congress shall have completed the tariff, no matter what sort of a bill it may be. Then they can hope to have a little respite in which to carry on their business until some other political party shall get possession of the Government and begin again the work of doctoring the tariff and of plunging into confusion and chaos the commercial and industrial interests of the United States.

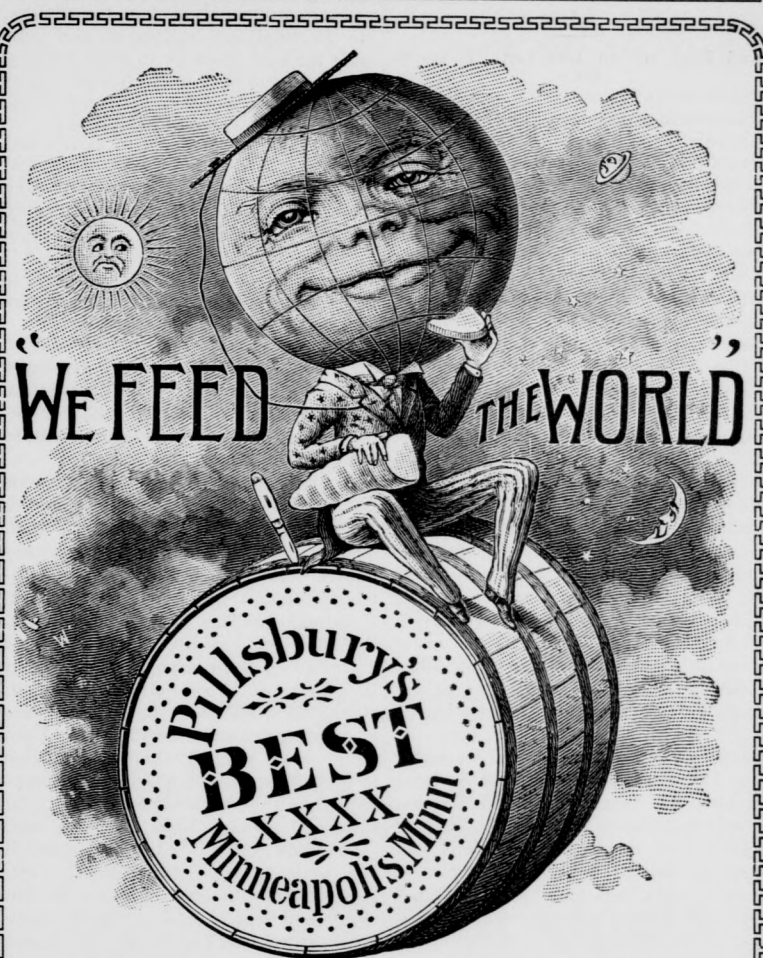
What a godsend it would be if Congress could only meet once in ten years, instead of every year, and give the people an opportunity to revive and rebuild their prosperity. The only way in which it can be done is by the establishing of conditions of stability and peace. If people can be assured that there will be no tariff-tinkering, and no foreign war, and no domestic revolution, for a term of years, they will soon have a revival of business activity and those who have money will invest it in various undertakings and enterprises which have been waiting so long for a period of quiet and security.

Weyler would make a great campaign chairman in a popular election—he can do more bluffing and lying on less capital than any man in public life to-day. How much longer will the manhood of this country stand Weyler's atrocities and his persecution of helpless Cuban women? Unless the people utter a protest soon, and one that will be heard around the world, we are not entitled to be classed as a Christian nation.

A man of science has estimated that a cigarette smoker sends into the air about 4,000,000,000 particles of dust at every puff, while another eminent scientist gives it out as his opinion that the average man's eyelids open and shut 4,000,000 times in the space of a year.

The latest argument against the corset comes from Bellaire, Ohio, where four young girls walking home from church were struck by lightning. Three of them wore steel corsets and were killed, while the fourth, who disdained fashion, was only stunned.

The Connecticut Legislature passed at its late session a law requiring the use of such inks only on public records as are approved by the Secretary of State. The law goes into effect on July 1, and a penalty of \$100 is provided for violation of the act.



Next to the satisfaction involved in handling
Pillsbury's Best Flour
 and
Old Fashioned Lard
 is that of being able to give your customers a good cigar.



Clark-Jewell-Wells Co.'s
New Brick Cigar
 is the best 5c cigar on earth.
Clark-Jewell-Wells Co.,
 Grand Rapids, Mich.

SIXTY YEARS AGO.

Sad Fate of an Old-Time Business Man.

Written for the TRADESMAN.

In a former number of the Tradesman I gave a truthful history of my initiation into the mysteries of the wholesale trade in merchandise. That bit of personal history is so interwoven with that of a mercantile companion, as well as trusted friend, that I make no apology to the readers of the Tradesman for narrating his history, in hopes that some of the incidents narrated may excite their sympathy.

One of our best country customers was a rich farmer, for those days, living a few miles north of Canandaigua, named Witter. There were two sets of children, eight in all, the eldest and only child by the first marriage being the subject of this sketch. They were well educated, with an air of refinement that showed plainly in their intercourse and conversation. Although only meeting occasionally, there grew a bond of friendship between the son, Frederick A. S. Witter, and myself, that I never could quite understand. He often joked about his "cumbrous name," as he expressed it himself, and what a load it would be to carry through life. In many respects our tastes were the opposite. In dress he was what in these days would be called a dude, and was a little inclined to be proud of his good clothes and fine figure. He was very fond of ladies' society, but the most bashful young man I ever knew. Sometimes I noticed a tinge of melancholy in his moods, the cause of which I did not learn until years after.

One day he came into the store alone, attired in his best suit, white Marseilles vest and gloves. In surprise, I said, "Fred, what is up now?" "Well," said he, "I have come into town to see if I can't get a situation in some store. Don't you think you could help me?" I replied, "I will do all I can, Fred, but you will have to shed those fine clothes if you fill any situation I may be able to help you get." He laughed as he said, "I've got plenty of old toggerly at home and am ready to tackle anything that offers. It can't be dirtier or harder than farming."

Luckily, I happened to know a clerk in a store who was going to throw up his situation the first of the month, on account of "the ceaseless round of drudgery," as he expressed it. This I explained and told him plainly what he would have to meet should he have the good luck to secure the place. He said he was ready to put up with anything he could get as an opening to something better.

In the morning I went to Mr. Daniels and told him I had heard his under clerk was going to leave, asking if it was true. "Yes," he replied, "the work he does is not to his liking and I want to fill his place as soon as possible," asking me if I knew of any young man he could get.

I then told him of my friend. He knew something of the family and expressed the fear that Fred would be too "tony" to fill the bill. After I had narrated my conversation with Fred he laughingly said, "Well, bring him around in the morning and I will talk with him." I made an appointment for ten o'clock the next day.

Returning to the store, I told Fred what I had done, with the suggestion that he drive home and change his dress suit for a business suit that I knew he had because I had sold him the cloth

and trimmings only a short time before. He followed my suggestion and came back the next morning in good business shape. I went over to Mr. Daniel's store with him. Giving him an introduction, I left him to negotiate for himself.

He came back about an hour afterwards and showed me a copy of an iron-clad agreement he had signed binding himself for a year from the following Monday morning. I had no doubt about his success in filling the bill because I knew him to be too conscientious to sign an agreement that he would not live up to at any cost.

This happened two years previous to the events that changed my plans and sent me to New York. As I expected, Fred became a favorite with his employer, receiving a handsome raise in salary the second year.

Having completed my arrangements for leaving home, I made the round of my friends, bidding them goodbye. The last call I made was on my companion and friend, Fred, which I intended should be something more than a formal call—a final social visit. "Well, Fred," said I, "this is the last evening we shall have to visit together in some time. I am going to leave for New York Monday. 'Don't be too sure of its being the last,' he replied; 'I am going with you. I shall go out home to-morrow and bid my father and step-mother and the children goodbye.' In surprise I asked, 'How long since that idea struck you?' 'Ever since I heard you were going,' he replied. 'Mr. Daniels doesn't like to let me go, but my second year is up and I have made up my mind that I am built for something on a larger scale than I can see in the future here.' 'Have you done anything toward getting letters of introduction?' I asked. 'O, yes,' was his answer; 'I have not been idle, as you will see by looking at these,' throwing down several letters of introduction and recommendation. 'I sha'n't get lost if I don't strike a situation for a few weeks—you know I have a little money that I inherited from my mother that will come very handy for us both in case of an emergency.'

His determination that our fortunes should not be separated for a moment quite overcame me. This feeling was soon changed to rejoicing that I was not to be separated from my companion and friend. We spent the evening together, calling upon some families among our customers where we had been in the habit of visiting; also on our employers, Mr. Gorham and Mr. Daniels.

The readers of the Tradesman already know the success the writer met with through the kindness of friends; but it was several weeks before my companion secured a situation to his liking.

After our letters of introduction had been delivered, the next business in order was to secure a boarding place where we could enjoy the comforts of a home. Before leaving home we had been advised to stop at a little hotel called the "New England House," on Broadway opposite Trinity Church, until we secured a permanent home.

One evening we were looking over the newspapers with the hope of finding something to suit us in the columns devoted to boarding house advertisements when my eye caught the following:

TO RENT—With or without board, in a strictly private family, one large room on the second story front, suitable for two gentlemen who desire the comforts of a home. No other boarders. Terms moderate. No. 25 Vesey street, west of the Astor House. References exchanged.

The Glorious 4th

The Day We Celebrate

We offer a complete line of

FIREWORKS

at rock bottom prices for the best quality goods, fire-crackers, etc. We make a specialty of city displays.

Hanselman Candy Co.

Kalamazoo, Mich.

426-428-430 East Main St.

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 Pennville.

Highest Price Paid for Empty Carbon and Gasoline Barrels.

I read it over, with the remark, "How does that sound, Fred?" "All right," he replied, "and, as it is early yet and the distance only four blocks away, suppose we look it up to-night. If we wait until morning the family may be scattered."

To this I agreed and we started at once. We found the family to consist of a widow lady with one son and four daughters, two of whom were married and still living at home. One of them was the wife of a lawyer, the other of a shipping and commission merchant doing business in Broad street near the battery. The young ladies were about 14 and 17 years of age. They did not make their appearance at this visit but we were introduced to the other members of the family. After looking at the room and getting terms and exchanging references we left, with the promise to call the following evening. When we were in the street I asked Fred what he thought of the outlook. He replied, "Favorably, if the references back up appearances."

Upon looking over their references we met a singular coincidence. We were agreeably surprised to find the name of the Rev. Dr. Stephen H. Tyng, Rector of St. George's Church, to whom we had already delivered letters of introduction from our former pastor in Canandaigua. The family proved to be an old one, well known and respected. The widow, Mrs. Banta, owned the double house in which they lived, and had a small income besides. I afterwards learned the pathetic story of her life; but that would be out of place here.

As agreed upon, we called the following evening, and, finding the references on both sides satisfactory, we literally shook the dust of the New England House from our garments and took possession of our new quarters. We were presented to the two young ladies, who were bright, well-educated, modest girls. The son, Weart, was a callow youth, an art student, and spent most of his time in the art studios. He seemed always dreaming, imitated the artist style of dress and parted his hair in the middle. Of course, he was his mother's idol. He was named Weart after a famous artist that flourished in New York about the date of his birth.

Settled in a home, we resumed in earnest the work of finding a situation for Fred. Here again came in the kind offices of my new employers, the Messrs. Earle—Brother Ed and Brother John, as they called each other. Brother John had heard of a new partnership formed for the purpose of importing and job-

bing silks, ribbons, laces, etc., and volunteered to introduce my friend to the parties, Messrs. Stearnes & Johnson, of Cedar street.

My friend was successful in his application, entering at once upon his duties. He remained in their employ two years. His exquisite taste and good judgment they held in high esteem, they often entrusting him with the responsibility of making large purchases. Before the expiration of his second year in the employ of Messrs. Stearnes & Johnson he was offered a large salary to enter the employ of that world-known firm of importers and jobbers, John P. Stagg & Co., of Pearl street. He consulted his present employers and they advised him to accept the position. In this situation he remained until he left New York, never to return.

I now come to an event in Fred's life where truthful history is stranger than fiction. For four years we had continued this quiet home life in the family of Mrs. Banta and the pleasant society of her accomplished unmarried daughters, who were now grown to young womanhood. The elder, Miss Louisa, was a blonde and very beautiful, faultless in figure and features. I have already described my friend, Fred, as inclined to be a little vain of his personal appearance, and I often used to detect myself speculating upon the fine appearance these two would make standing together at the altar; but I could not detect anything in my friend's attentions to her that looked that way. On her part, however, I often saw undisguised efforts to say and do that which she knew would please him that told of something more than friendship. Fred used to attend the theater and opera frequently, but his invitations always included both the sisters. One day, to call him out, I said, "Fred, I think Miss Louisa would enjoy your invitations to the opera better if Miss Helen were left out of the bill." "That is the very reason why I always invite them both," was his short reply.

Things went on about as usual for some months, but I noticed that my friend was constantly on his guard against any attentions that would excite hopes in her heart that never could be realized. He never made her any presents, all his attentions being such as she would expect from a brother. But I noticed that her mother treated Fred more like a son than an ordinary boarder, showing that she shared her daughter's secret.

It was with considerable interest and some anxiety that I waited for what seemed sure to follow; but I did not have to wait long. The next day being

Sunday, when we were together in our room I noticed in my friend's face a grave, anxious look that called for sympathy. I waited some time for him to disclose what was weighing so heavily on his mind. He began with the request that, after listening to what he had to say, I would relieve him of a very unpleasant duty. I readily gave my promise and he went on, his face assuming a more cheerful look as he proceeded to disclose a page in his history he had never before revealed to me:

He began by alluding to our long and intimate friendship and the four years of pleasant home life we had spent together in the Banta family. "You," he continued, "cannot fail to see that, through no fault of mine, I am placed in an unpleasant position here. God knows that I have never given Miss Louisa any reason to expect of me any-

thing beyond the sincerest friendship, and yet she is evidently cherishing hopes for the future that can never be realized. In addition to this, her mother is cherishing the same delusion. No matter what my real feelings towards Louisa are, there is a barrier between us that can never be passed." "Why?" said I. "You have money and have reached an age to warrant you in assuming family responsibilities. What does Louisa lack that you would expect in a life partner? She is both beautiful and accomplished"—He abruptly stopped me here, with the request to say no more. "I know that she is everything that I or any other man could ask or expect in a wife; but that does not and cannot close the gulf that yawns between us—it only widens it." He saw that I was looking puzzled and perhaps thought him inconsistent, and proceeded: "Our



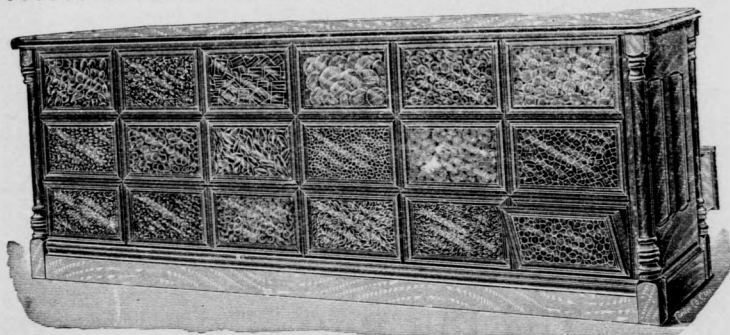
You Will
Look in Vain

For a flour that is more uniform
or that will suit all classes of
trade better than

"Lily White"

It is not the highest fancy patent nor is it a straight grade; but it is an intermediate patent at a moderate price which fully meets and satisfies the demand of that large class of people who use only one grade of flour for all purposes. In other words, it is the best flour for "all around" use that can be found anywhere. It makes good bread and it makes good pastry. You can recommend it for anything from pancakes to angel food. We refund your money if unsatisfactory.

Valley City Milling Co.,
Grand Rapids, Mich.



The finest grocery counter in the world for displaying and storing cereals, nuts, rice, teas, coffees, currants, prunes, raisins, citron, tapioca, fancy cakes, crackers and, in fact, all kinds of dry bulk goods usually found in a first class grocery, without taking up any additional space. The PEERLESS is attractive in appearance, modern in design, perfect in construction, and absolutely DUST and INSECT PROOF. Prices on application.

FOLDING BATH TUB CO., Patentees and Sole Manufacturers, Marshall, Mich.

Here is a Trade Winner
Peerless
Display Counter

Patented April 27, 1897.

long friendship entitles you to the knowledge of an unfortunate fact in my family history, and this is what I want you to communicate to Louisa and her mother—it is this unpleasant duty you have so kindly promised to perform. There runs in the veins of our family the blood of hopeless hereditary insanity, that has lingered there for generations. God forbid that I should ever be guilty of the crime of transmitting the curse to others. Our parting after living so long under the same roof is a great grief to me, but I think you will give me credit for discretion in doing so. I shall leave to-morrow. My arrangements are all made. I am going to live in a strictly private French family where only French is spoken, take up a course of study in the language, and fit myself for a trip to France either on business or pleasure—perhaps both. I think you had better have an interview with Mrs. Banta to-morrow if you feel like it, as they will be wondering where I am."

Now I fully recognized in my friend a martyr to personal honor and Christian duty, and it added to the esteem in which I had always held him.

In the morning I requested an interview with Mrs. Banta and I had held the conversation Fred and I had held the previous evening. When I had concluded, the tears were in her eyes. "Noble boy!" she exclaimed; "I respect and love him now more than ever before. What a sacrifice to Christian duty and to us he has made." I requested her to tell Louisa what I had told her. "No," she said, "there is a reason why she should hear the story from you. She has too much good sense to make a scene. We have both lived in hopes that Fred's generous friendship would finally ripen into a closer relation. But that is all over now. I will call her."

Louisa soon made her appearance, so radiant with health and beauty that I dreaded to repeat the story. Her mother introduced the subject by saying that I had a message to deliver to her from Fred. At the mention of his name her cheeks flushed, but as she caught sight of her mother's face they paled to the whiteness of marble. I related what I had already told her mother, and added something about Fred's exalted sense of honor. I presume I was quite incoherent, as I was aware of being the most excited of the group. When I had finished, through her quiet tears and trembling voice she replied: "Fred has never given me any reason to expect anything from him but the warmest friendship and regard; but ever since we first met I have cherished the hope that time would work a change of his friendly sentiment into something much dearer to my heart than friendship. Now," she continued, "I must ask you, Mr. Welton, to forgive me for having given place to the thought that you were in some way standing between me and my hopes of winning Fred's heart. Tell him that I honor him as much as I have loved him, and that I shall pray for him that this curse he dreads may be removed."

Several years after I had left New York and found a residence in Michigan, I returned there on business, and with pleasure anticipated renewing my acquaintance with the Banta family. I found they had scattered. The mother was dead and Louisa had entered a convent a few months after the events I have narrated.

To return briefly to the closing history of my friend, Fred: Within a year after

he became an inmate of the French family he had mastered the language and been sent to the manufacturing districts of France to purchase and solicit consignments of French manufactured goods for his employers. A short time before I left New York I received a letter from him mailed at Paris, to which I immediately replied, telling him of my plans and giving him my future address. He continued making annual visits to France for several years, and always wrote me on his return to New York. The last letter I received from him spoke of failing health, and that he had made his last trip abroad, that he was arranging his business to return to the home of his childhood, that he feared that the impending evil he had dreaded so long was drawing near. I replied to this as cheerfully as I could, volunteering a little advice and asking him to remember me to mutual friends if he should meet them. To this letter I never received a reply.

Ten or twelve years later I visited friends in Canandaigua and, enquiring for my friend, was told that, after returning home, his health rapidly declined, his mind wandered and he finally became hopelessly insane and was confined in the asylum at Canandaigua, where he died a year later. "What of his property?" I asked. As I expected, the reply was, "A will was found among his effects, executed two years before he returned home, giving all his property to the convent in New York whose sacred cloisters veiled his heart's idol from the world."

Such was the fate of a brilliant man of business, a genial companion and faithful friend, in whose character were combined all the elements to entitle him to the grandest of all earthly titles—a Christian gentleman.

W. S. H. WELTON.

Owosso, Mich.

About Nervy Patrons.

Tailor—Thought I'd met some nervy people, but—

Shoemaker—What now?

Tailor—I've had to press these trousers four times, and they are not even paid for.

Shoemaker—That's nothing. I went to collect a bill for a pair of shoes yesterday, and the fellow kicked me out with them.

On His Wheel More.

She—"Have you got your bicycle yet?"

He—"Oh, yes."

She—"I don't see you on the road as much this season as I did last."

He—"No, I'm on my wheel more now. I ride better, you know."

Started in the Business.

"I think," remarked the goat, charging headlong at the small boy who was bringing up the rear of the political procession, "I'll do a little business in the campaign buttin' line myself!"

A good story is told of a Marlboro (Vt.) farmer who is in the habit of entering a store at Brattleboro and sampling the confectionery, to the annoyance of the proprietor. The other night he carefully took a gum drop, a caramel, a chocolate drop, a wafer, and his eye finally rested on a box of moth marbles, which he also sampled. The proprietor enjoyed it more than he did.

Some years ago Stanley calculated the consumption of ivory at 750,000 pounds a year in Europe, 130,000 in India and 75,000 pounds in the United States; that is, 1,000,000 pounds a year; but the average consumption of ivory from 1889 to 1893 was 1,500,000 pounds, of which America took 200,000.

TANGLEFOOT

SEALED
STICKY FLY PAPER

SAVES
LOTS
OF
WORK
—
SAVES
LOTS
OF
GOODS

PRICES

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



IS
ONE
OF THE
MOST
PROFIT-
ABLE
THINGS
TO SELL

1897

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

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.

Did Not Forget to Attend to His Business.

"To me," remarked a man of more or less brokerly appearance in manner and cut of clothes, "the advertising methods resorted to by business men all over the country are astonishing in their intelligence, stupidity, ingenuity, and commonplaceness. I mean by that that, while some of them seem to be satisfied with the money returns of the oldest chestnuts in the newspapers, there are others who are advertising Columbuses, never satisfied unless discovering something new in the promotion of the publicity of the wares they have to sell."

"Which reminds me," said a man who looked like a New England Yankee once removed, "that I have been interested in advertising for many years, and that I have circumnavigated the United States several times, advertising various things from baking powder to steam engines. In these trips I have observed some things quite well worth the remembering, but certainly the most unusual bit of advertising I ever heard of came under my notice during a trip I made last year through Northwestern Texas.

"In a trip made there some three years previously I had met a local character whom they called 'Coit' Thompson, and after a talk with him at the hotel supper table, for he boarded at the best hotel in the town, I found that he had come from my native town in Massachusetts, and that we had known each other as boys there forty years before, when neither of us was more than ten years old. Though Thompson was a pretty hard citizen and had a record only a few Eastern men would be proud of, he was a good worker, and as the agent of an arms manufacturing company in the East, with a territory comprising several counties, he managed to live well and wear good clothes. Of course he gambled between times and did odd jobs of various kinds, but the profits in those lines were simply used for spending money. He had shot several men and was accustomed to remark that he had to do it now and then in his business to show the merits of the goods he handled, and he always said that he would rather be horse-whipped than shoot a man with any other gun than that made by his firm—a loyalty that added much to his popularity and was a first-class advertisement for his weapons.

"Which reminds me that Thompson was the most enthusiastic advertiser I ever saw and he never let an opportunity escape that he could use for this purpose. I saw him shoot a runaway horse one afternoon on the main street and when the owner complained, Thompson paid for the animal and had a half column article in all the newspapers on his guns as runaway preventives. Another time, about midnight, he discovered a fire in a store on a side street, and, instead of turning in an alarm by the usual shouting, he began to shoot his gun as fast as he could. The noise soon had the crowd out and the papers next day told all about Thompson's guns as the best fire alarms in use. On another occasion he offered the preacher who was going to preach at a shot man's funeral \$50 to help out the salary fund if he would say that he deceased had surely gone to heaven because he had been shot with one of Thompson's guns.

"But I am digressing. His greatest advertising idea was his last one, to

which I am slowly but surely coming. When I found I was going to be in Thompson's neighborhood again last year I was pleased, for I had found him very interesting, and he had insisted when we parted that if I ever came that way again I must be sure and give him a chance to make it pleasant for me. I had not heard from him in the meantime, and when I got to his town and asked at his old stopping place where he was, I was greatly pained, but not greatly surprised, to learn that he had died six months previously. It was not necessary for me to ask if he had died suddenly, and I did not ask the question in that form, but I did ask what the row was about, and as the result of my enquiries I found that my friend Thompson had been called upon to act as a deputy sheriff in the arrest of a couple of very bad men from the mountains, who had been 'shooting the town up.'

"They were customers of Thompson, but he did not give guarantees against disorder with his goods, and he was as glad to arrest these men as he would have been to do any other hazardous service. Thompson became separated from the Sheriff and posse about noon, and no more was seen of him until about 5 o'clock in the afternoon, when he was discovered by the Sheriff lying dead beside a big white boulder, and not fifty feet away, stretched flat on their backs, were the two 'toughs,' quite as dead as Thompson. In the hands of each of the three were revolvers, and it was plain that the men had died game, although apparently the end was more sudden for the others than for Thompson. This was proved by the fact that just above him on the white surface of the stone he had scrawled in as big letters as he could reach, and with his finger dipped in his own blood, the words: 'What else could have happened when all three had Thompsons? Call on my successor before purchasing elsewhere.'

"That evening after supper I went to the town cemetery to visit the grave of my schoolmate, and on a plain white stone at his head was this brief inscription, placed there by his friends:

COLT THOMPSON.

He Was a Good Man.

Massachusetts sent him to Texas and Texas sent him to glory.

"Which struck me as a pretty good advertisement in itself, but not comparable from a business standpoint, with that other one written on a white stone in the blood of a New Englander among the hills of Texas."—N. Y. Sun.

A Tandem at Last.

Augustus was a nice young man, in style quite up to date; Considered an authority in fashions new and late; And in the course of time he did as all young men will do. He met and loved a charming girl whose name was Helen Drew.

Augustus had a wheel, of course, and often went to ride; He thought he was in Paradise with Helen by his side.

Until one day his sweetheart said: "As sure as I'm alive, 'My wheel goes just as fast as yours, and mine's a '95!"

Augustus nearly had a fit; how such things must amaze! This dreadful breach of etiquette would haunt him all his days!

And to his love that night he vowed, by all his hopes of heaven, With her again he would not ride till she bought a '97.

Both lovers lost their temper, and some bitter words were said:

He swore she had no feeling, and she wished that she were dead.

But finally they compromised, forgot their words at random, Got married, and exchanged their wheels for a '97 tandem.

SOME MERCHANTS LACK NERVE



When it comes to advertising. They say they are afraid it won't pay.

This class of merchants, however, are constantly growing less as they become acquainted with the advantages offered by using The Co-operative System—giving the customer the advertising expenditure, instead of paying it all to newspapers and bill posters.

We here show cut of our No. 10' Antique Oak Parlor Table, with brass bead trimming.

It's a fine Premium and is generally given with \$25.00 in trade. Just drop us a postal to-day and we will send you a Catalogue of useful household articles. We believe you will give us a trial order, with which we include a full supply of assorted coupons, circulars and placards—all sent subject to approval on 60 days' trial.

STEBBINS MANUFACTURING CO.,
LAKEVIEW, MICH.

"There are Others"



but none but the World Challenger that will never be relegated to the rubbish department.

Its construction is scientifically adapted to its use.

Does not get out of place, it being attached to the pail.

Two minutes to charge it to last 40 days.

Keeps fruit and tobacco clean and holds them at par in weight all the time.

Write us for particulars.

DEVEREAUX & DUFF,

Manufacturers and Proprietors,
OWOSSO, MICH.

M. L. IZOR & CO.,

100 LAKE STREET, CHICAGO.

Exclusive distributors for Illinois, Iowa, Nebraska.

Shoes and Leather

Many Feet, But More Shoes.

With the seller of shoes the struggle is confined chiefly to the matter of suiting the tastes and purses of his patrons. For conscience's sake he will, now and again, mildly suggest the advantage to the shoe wearer of allowing the foot room enough to lie comfortably in the shoe.

With the buyer of shoes the physical struggle between the foot and the desired shoe is often a serious affair; but the conflict of mind with looks and comfort in the various shoes under consideration is often greater than the physical wrestlings with refractory shoes.

It is incontrovertible that human feet, and, consequently, their artificial coverings, bear close relations to our physical comfort or discomfort in a far wider and more important sense than that of the pinching, crowding of toes and chafing of the skin that are sometimes inflicted upon us by our misguided choice of footwear.

The reasons for these far-reaching injuries to our feet can only be properly understood and averted by some intelligent ideas of the function of these members and of animal motions.

An anatomist points to that wonderful mechanical construction, known to most mechanics, but especially printers, and called the "toggle joint," as an illustration of certain movements in the lower extremities of man. In the hand press this contrivance enables one man to exert a greater degree of power than could be obtained without its aid. Now, many of the joints of the human body act precisely on this rather eccentric principle. Take for instance the lower extremities. When we place ourselves in a slightly stooping position with the ankle, knee and hip-joint slightly flexed we may, by simply straightening our joints, raise a weight placed on the shoulders far heavier than in any other manner; although, of course, it will be through a very small space comparatively.

Now, in a natural state—that is, bare-footed—there would be but little inconvenience at the foot, but with short or narrow, unyielding shoes covering them, the feet could neither spread laterally nor lengthen slightly in their natural efforts to respond to the sinking of the arches of the feet, as they are held immovably by their unyielding and close coverings. Therefore, pain and even danger would attend such attempts in ill-adapted footwear.

Probably the average shoe buyer will never be induced to look into these matters; but if there should be peradventure twenty, ten, or even five in a city who did, and who profited by it, then, at least, a small percentage of humanity would be benefited. It is difficult to overestimate the importance of intelligent care for the feet, and, therefore, the judicious adaptation of shoes to the feet.

That different uses for the hand and foot were designed is clearly manifest in the fact shown by the process of ossification in the two different members. The bones of the foot ossify at an earlier period, and advance more rapidly in their development than do those of the hand. This is a wise provision of nature, for very little strength is required in the hand during the first few years of life, while the feet, at the end of a year or so, begin to find active employment for their functions in sustaining

the body, and in the act of walking.

In selecting shoes, however, few people are at all disposed to sacrifice looks to comfort, and it is doubtful if many of them would even if they knew all about "toggle joints" and the comparative development of the osseous tissue in hands and feet. It is certain that the suggestions of a practical, experienced retailer would be helpful and profitable to many shoe buyers if they were sought or acted upon when gratuitously offered. But most of these self-confident people don't want suggestions that militate against the aesthetic appearance of the shod foot, as they view it.

It has been ever thus, and probably will be until the end of time. So the discomfited retailer, of a humanitarian turn of mind, sighs as he looks over his assembled patrons, of almost every condition in life, seeking beauty in low or high grades among his stock, and shunning the wiser choice within reach, because it seems too generous in its proportions if it will go on the foot without a tussle, and will not hug like a bear or a corset. The discouraged veteran among shoes notes this willfulness on the part of his medley of clients, and softly murmurs, as he abandons all attempts at foot reform:

"Rich slave to fashion, and poor slave to pride,
Though never mingling, sitting side by side."

A glance at the modern shoe on parade to-day would at first thought indicate a sort of shoe reform in the matter of size. But is this really so? There is ample length, it is true, of the slender, ornamental front end. This length for the foot it encloses is, however, more apparent than real. True, the ends of the toes are now free from that former sudden "short stop," as the ball player would put it, but in many instances the wearer has defeated the benefits that would otherwise be attained by selecting shoes that do not provide empty space enough beyond the toe width required for a comfortable flat position of the toes that fit the shoe. The consequence is, in many cases, that the old-time side pressure is still exerted, and the toes rise in rebellion and overstep one another in their efforts to escape lateral crowding.

But, quite apart from this deceptive length of shoe for the actual accommodation of the foot, there is still the old craving for a minimum size and a close hug in the relations of foot and shoe. This mania for small feet has long since become chronic, and, like other diseases of long standing, it is difficult of successful treatment; impossible, in fact, without the hearty co-operation of the patients themselves, which seems difficult of attainment. Perhaps it must now be classed with the incurable diseases.

Manufacturers, of course, naturally lend their efforts to help the wearers to this desideratum, and are sometimes almost at their wits' end to produce this small effect, even by trying to procure some new kind of material that will aid the deception in its make-up, and render the feminine foot smaller in appearance.

If people will wear closely fitting shoes, manufacturers might, for the best interests of the human race, unite, in a small proportion at least, philanthropy with the irrepressible love of gain by adopting the most pliable materials for stretching to the capacity of exacting feet.

Shoes, for some misguided mortals, ought to be able to stretch, like easy consciences, to meet the exigencies of the owners.

New Prices on Rubbers

LYCOTING, 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.
Michigan Shoe Co., Agents for Michigan.

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.

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.



**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.

If women could be brought to regard the question of the fitness of shoes in the light of reason and personal comfort, they might be happy yet when shod for the street, and the retailer's lot would be less irksome physically and mentally. Their loaded hips, their ponderous and awkward sleeves, their painfully compressed waists, and their cumbrous shirt bottoms combine to render progression slow and difficult enough on the street without tight shoes. What would one of our modern-dressed girls accomplish in a competition with the Greek maiden in a foot race, such as the ancients used to encourage among the fair sex for the development and strengthening of the feminine physique? With this athletic race, however, the course for the female contestants was one-sixth shorter than for the men. With us, under existing conditions, the handicap, in distance, could be greatly increased without the least danger that the dress-weighted, furbelowed, tightly-shod women would ever be in at the finish to take a prize.

There is no danger but that the supply of shoes will always equal and exceed the demand. Feet are coming into the world now at a great rate; feet of all shapes and that will eventually stop growth anywhere between the Cinderella type and the No. 9, E width. But the manufacturer is watching out for them, and is having his lasts made and his patterns drafted so that none of the coming feet need go without shoes unless they adopt the Kneipp fad for health. For the grand army of unborn feet there is an avalanche of shoes in prospective, that shall be poured out in such numbers as to provide changes to the extent of five or six pairs to each pair of feet the year around.

Whether these coming feet shall differ much from their predecessors in shape, whether the tastes of the owners shall revolutionize the shoe trade, or whether they shall disport themselves in short or long-toed footwear, who can tell? But of one thing we are reasonably certain, and that is that the shoe trade will be able to meet all the demands in shapes and eccentric styles.—Boots and Shoes Weekly.

How to Say It.

There is a large class who delight to shine in newspapers as wits or poets, and announce their wares in second-hand jokes or in doggerel fit to set the teeth of a dull saw on edge. If their object is notoriety or a laugh, this is the way to attain it; but if it be business, it would seem better to use the language of business. Leave clowns' jests to the circus, and let sober men speak as they act, with directness and decision. The fewest words that will convey the advertiser's ideas are the right ones.—Horace Greeley.

The German Emperor seems to be determined to reign as an autocrat, if possible. His latest method of dealing with the representatives of his people is a curiously arbitrary one. Not a very long time ago the Reichstag refused to vote the money for an extension of the navy, which the kaiser was extremely anxious to effect. In spite of this setback William went ahead and ordered the new vessels. More recently a similar thing has happened, but it is in the army this time. The Emperor desired new cannon for the army, which would cost in the neighborhood of 230,000,000 marks. The Reichstag refused to appropriate the money, and again the Emperor promptly placed the order. The guns are now ready for delivery at Krupp's, and every one is wondering where the money is to come from to pay for them.

Creating Extra Trade.

From Shoe and Leather Facts.

The English are a nation of shopkeepers, and the rest of the world can undoubtedly learn a good deal by carefully studying their methods. Take, for example, the present celebration of the Queen's Jubilee. It would be interesting to know just how much additional business will be done by British manufacturers and merchants in consequence. All the reports received are to the effect that English tradespeople are at present enjoying an exceedingly prosperous business season, attributable very largely to the celebration. Most branches of trade have been decidedly quickened by the preparations for the festivities, which are to continue through the month. In most lines of furnishings and wearing apparel special Jubilee articles have been manufactured, and these are meeting with a ready sale at prices which bring a handsome profit. A big business has also sprung up within a few weeks in the manufacture and sale of souvenirs of all sorts. In designs they include practically everything which a vivid imagination can connect with the Jubilee.

The great occasion has also attracted a very desirable class of tourists, who spend money freely. Representatives of all the powers of Europe will be present, and the many social conventions attending upon such a gathering will add to the English tradespeople's patronage, increasing it to such an extent as to make John Bull chuckle with glee as he feels the weight of his purse rapidly increasing.

Of course the enthusiasm of the English tradespeople over the Jubilee cannot be entirely attributed to their loyalty or patriotism, although they are not lacking in that respect. Their business acumen is keen enough to enable them to perceive that the opportunity is one which it behooves them to embrace to its full extent.

It is worthy of note that the extra demand is largely for what are commonly classified as "specialites," and the profits are much larger in consequence than they would be for mere staples. We have yet a good deal to learn in this country on the subject of the development of trade, and we cannot do better than to closely watch the methods which our English cousins are finding so profitable at present.

The Holder of a Record.

From the Cincinnati Enquirer.

"Who is that lark party with the medals?" asked the drummer. "That is our town champion," the rural grocer explained. "He has got his picture in the papers more times for bein' cured of more different diseases than any man in the United States."

Custom-made Men's
Boys' and Youths'... ..

**Fine..
Shoes**

WORCESTER, MASS., June 1.—Our new line of samples for the coming season will consist exclusively of **SPECIALTIES IN FINE SHOES FOR MEN, BOYS AND YOUTHS.** We have concentrated our line to **Leaders Only**, such as the trade demands, and at popular prices. It is the strongest and best line of Satins, Calf, Box Calf, Russias, Vicis, Enamels, Etc., that we have ever offered, both as to quality, style and workmanship. The line will embrace both **McKay Sewed and Goodyear Welt**, from especially selected stock, made in all the leading styles, toes and lasts.

If you would like to inspect our line, or any portion thereof, drop a card to our Michigan representative, A. B. Clark, Lawton, Mich., who will promptly respond to your request. **E. H. STARK & CO.**

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.

Write us AT ONCE for our

**4
Special
Offers**

that we are now making to introduce our Duplicating Account System which is highly endorsed by the Retail Grocers' Association. The Standard Account System is a duplicating system by which once writing the items does all your book work. The Standard System consists of Duplicating Pass Books, Duplicating Pads and the Standard Mechanical Ledger, which contains all the items and constantly shows the exact balance of every customer's account. This is worth investigating. Our Duplicating supplies are good for either Cash or Credit Trade and can be used with your present system. Hundreds of merchants are using it and enthusiastically endorse it. It will save you time, money and trouble. Why not write for free sample supplies and further particulars. Good salesman wanted in every town.

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



Profits

A grocer's profits are notoriously small. In the course of a year he loses a great deal of money because of dust. Dust makes groceries unsalable. People will not buy things to eat that do not look clean and inviting. Stop that leak in your profits! Stop it with **DUSTLESS!**

DUSTLESS is a floor dressing, to be put on with a mop. It is not sticky, but it prevents dust from rising just the same. One application will keep the dust off your shelves for six months. It is a good deal cheaper to use than not to use it. Write for a free book that tells all about **DUSTLESS.**

None genuine without our label and signature.

Dustless Oil & Air Inc.
80 E. Ohio St., - CHICAGO.



**MICHIGAN BARK
& LUMBER CO.,**

527 and 528
Widdicomb Bld.
Grand Rapids, Mich.

C. U. CLARK, Pres.
W. D. WADE, Vice-
Pres.
MINNIE M. CLARK,
Sec'y and Treas.

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

Correspondence Solicited.

Grand Rapids LUMBER

BARK COMPANY

419 421 MICH. TRUST BUILDING

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

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

Clerks' Corner

How the Customer Came to Pay for the Shoes.

Written for the TRADESMAN.

It was almost closing time. The boot and shoe department, which communicated with the dry goods department by a large arched doorway, was altogether deserted. Only a few straggling customers were to be seen and these were, for the most part, at the linings counter. I had just sold a black Henrietta cloth and had taken my customer to the linings counter. This was exactly opposite the archway leading to the boot and shoe department. There was a large mirror fixed into the shelves directly opposite the archway, in which a great deal that went on in the shoe room could be plainly seen by anyone in the linings department. I sold the necessary linings and was making out the check for them, when I chanced to glance through the archway into the above mentioned mirror. As I did so I saw a rough-looking man take a pair of men's shoes from among a number displayed along the shelf base and hang them across his shoulder by the string with which they were tied together. Where could the shoe salesman be? I asked my customer to excuse me a moment and went directly to the shoe department. Just as I entered, a clerk came forward from the rear of the room and asked the man what he could do for him.

"Oi want to git a pair uv rubbers to fit these here shoes," said the man. "Oi've been all over town thryin' to git a pair to fit thim an' haven't been able to yit."

The man's nerve paralyzed me for a moment and I made up my mind to watch for further developments. The clerk took the size of the shoes and soon had a pair of rubbers fitted to them. As the man handed him the money in payment for the rubbers, the clerk asked if he should wrap the shoes with the rubbers.

"O, no; just lave the rubbers right on the shoes an' Oi'll carry thim over me shoulder."

"Tom," said I, addressing the salesman, "aren't we sole agents in town for the Bannister shoe?"

"Yes; why?"

"Simply this: those are Bannister shoes. I saw this man take them from among those displayed over yonder, and I have been waiting to see what he was going to do with them."

Tom ran his eye over the shoes along the base and exclaimed, "Why, sure enough! I had eight pairs of shoes on that base and there are only seven now."

The man made a move as if to get out; but I told him that there was a policeman waiting just outside the door, so that it wouldn't do him any good to run.

"Y'ain't agoin' to have me 'rested, are yez?"

"It depends on how Mr. Jarvis looks at the case," I replied. "Tom, go tell Mr. Jarvis to step here."

The result was that the man paid for the shoes, and was so rejoiced when he found that he was not to be arrested that he bought a pair of shoes for his wife also. Upon leaving the store he held out his hand to me and said: "Oi don't have wan bit uv ill will agin you, young feller; but Oi'm glad that it was your boss that had the say about what you'd

do with me. I know be the look in them eyes uv yours that you'd 'a' sint me to the 'jug.' " MAC ALLAN.

Tokens for Labor Prohibited Except Under Certain Conditions.

The following is the full text of the new law prohibiting the issuance of tokens or orders in payment for labor except where the employe requests or consents to such an arrangement:

An act to prohibit any corporation from selling, giving, delivering or issuing to any person employed by him or it, in payment of wages due for labor, or as advances on the wages of labor not due, any scrip, token or other evidence of indebtedness purporting to be payable or redeemable otherwise than in money except by consent of the employe, and to provide a penalty therefor.

Section 1. The people of the State of Michigan enact, that it shall be unlawful for any corporation to sell, give, deliver or in any manner issue, directly or indirectly, to any person employed by him or it, in payment of wages due for labor, or as advances on the wages of labor not due, any scrip, token, order or other evidence of indebtedness purporting to be payable or redeemable otherwise than in money; any violation of the provisions of this section shall be punishable by a fine of not less than twenty-five dollars nor more than one hundred dollars or imprisonment for not more than thirty days or both, such fine and imprisonment in the discretion of the court, and any such scrip, token, order or other evidence of indebtedness issued in violation of the provisions of this act, whatever its provisions as to time or manner of payment, shall be, in legal effect, an instrument for the unconditional payment of money only on demand and the amount thereof may be collected in money by a holder thereof in a civil action against the corporation selling, delivering or in any manner or for any purpose issuing the same; and such holder may be either the person to whom such instrument was originally issued or who acquired the same by purchase and delivery.

Sec. 2. Any scrip, token, order or other evidence of indebtedness, issued in violation of the provisions of this act, and presented by the holder thereof, shall be taken as prima facie evidence, in any court of competent jurisdiction, of the guilt or indebtedness of any corporation selling, giving, delivering or in any manner issuing the same.

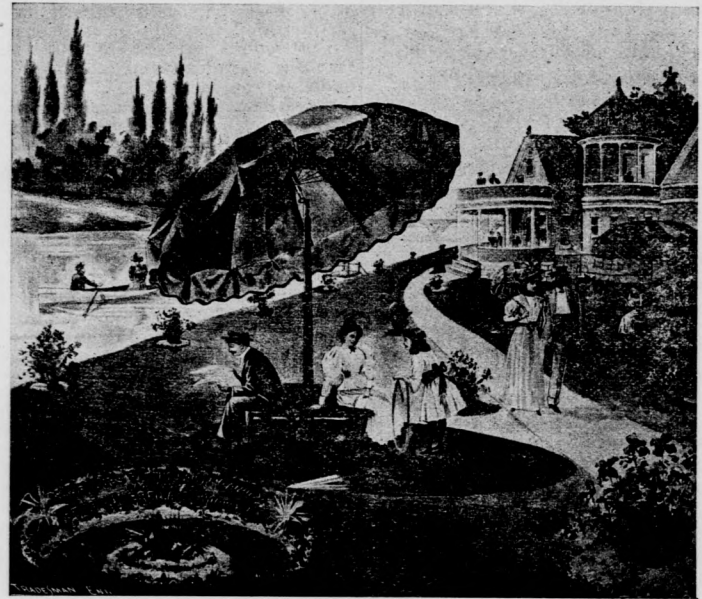
Sec. 3. Any person selling, giving, delivering or in any manner issuing said scrip, token, order or other evidence of indebtedness in behalf of any corporation in violation of the provisions of the preceding sections shall be the defendant to the criminal action, and the corporation shall be held as defendant to the civil action. Provided, that the provisions of this act shall not apply, when any employe shall voluntarily request or consent to receive scrip, tokens or orders upon any person, company or corporation in payment, or part payment, of wages due, or to become due, to such employe.

Sec. 4. All acts or parts of acts in any manner contravening the provisions of this act are hereby repealed.

Approved May 29, 1897.

A clerk in a hardware store in Baltimore recently had an experience which may serve as a warning to other salesmen. He sold a customer \$5 worth of tools, received a \$10 bill and gave \$5 in change. The purchaser felt in his pockets and said he had change and would take back his bill and pay in silver. The clerk gave him the bill and received back his change, which the purchaser gave as the price of the tools. The flim-flammer then walked hurriedly out, and some time later the clerk began to realize that he had lost \$5 worth of tools.

Sprague's Patent Lawn Ganopies and Seats



ON THE LAWN AT RENAPPI.

A Beautiful Lawn Shade. Easily handled. Does not hurt the lawn. Affords rest and comfort for a dozen or more people. Made only by

THE SPRAGUE UMBRELLA CO.,
NORWALK, OHIO.

A beautiful Lithograph sent free on application.

We Manufacture Window Shades

If you are in need of new shades for your store front send us the measurements and we will send you samples and prices. We also carry in stock, packed in dozen boxes, a big assortment of six and seven foot shades, with and without fringe, mounted on spring rollers, to retail at 25 to 50c. Mail orders receive prompt attention.

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

A Loyal Citizen

without a flag is the same as a soldier
without a gun.

FLAGS

4th of July will soon be here. Cotton stick Flags No. 1 to 12; cotton sewed bunting Flags 3 to 30 feet; all-wool standard bunting Flags 3 to 30 feet. The big business done in our flags is due to the fact that our prices are always the lowest.

P. STEKETEE & SONS,
MONROE AND FOUNTAIN STS.

Commercial Travelers

Michigan Knights of the Grip.

President, JAS. F. HAMMILL, Lansing; Secretary, D. C. SLAUGHT, 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.

If busy law builders, diamond-studded walking delegates and other economic quacks would take a "lay-off," the commercial travelers would book more orders.

The money that union labor has expended for wind during the past ten years would buy bread enough to feed an army like Grant's for forty years.

Don't sit in a hotel chair and snivel because your competitor sells more goods than you do. Shuck you ulster and hustle and make your business a nickel-plated stem-winder success.

Leon F. Titus, who has been assistant paying and receiving teller in the Traverse City State Bank for the past four years, has taken the position of teller in the First National Bank of Traverse City.

Ira Sell, who was connected with the egg house of T. W. Brown, at Ithaca, died June 13 as the result of a sudden attack of heart disease. Mr. Sell had made many friends among the trade who will regret to learn of his untimely demise.

We see each year a statement of the earnings of the Pullman company and it has become a sort of chestnut; but a statement of how much its porters knock out of the traveling men with a whisk broom would be interesting reading.

In choosing our representatives in Congress and our state legislatures, we consider politics too much and business too little. We send men to our legislative halls whose judgment we would not accept in a calf trade. Why not send a few "drummers" to Congress?

Nearly all traveling salesmen's pay is to-day placed upon a commission basis, but the salesman doesn't always get what his labor entitles him to. Many orders go to his house on account of his earnest work for which he never receives credit. This is all wrong. The more wealth labor creates the more it should enjoy.

Hudson Gazette: A. C. Adams, traveling salesman for a South Bend crockery house, who comes quite frequently to Hudson, is one of the cleverest sleight-of-hand men in the country. Adams is continually devising new tricks and does all his work in plain sight without mechanical aids. He particularly delights to mystify crowds about a store or hotel with clever manipulation of coin, handkerchiefs, etc. If he chose to go on the stage his reputation would soon rival Herman or Kellar. Adams has already been in demand for public performances at Adrian, Tecumseh and other places, and gave a fine parlor exhibition recently in this city.

Geo. A. Sage (Hanselman Candy Co.) has shaved the upper portion of his face and caused his beard to be trimmed to resemble the French style. The change in his appearance is so remarkable that his best friends pass him by on the street, while his customers decline to pay him any money on account until he presents credentials from the house to the effect that he is the same man who has been calling on them for the past half dozen years.

Thirty years in the lumber business has given Joseph Schneider, who represents Bliss & Van Auken, of Saginaw, in Ohio, an experience which makes him very valuable to his concern. Mr. Schneider has been with Bliss & Van Auken for the last four years and makes his headquarters at Toledo. He was born at Detroit, May 10, 1853, and entered the lumber business in that city in 1866. For a time he was with Jerome Eddy at Flint, but conducted a business on his own account from 1874 to 1879. Then he managed the retail department of Lindsay & Gamble, at Detroit, and later acted in the same capacity for Charles Kohn, at Nashville, Tenn. From there he went with the La Crosse Lumber Co., at Louisiana, Mo., and left that concern to travel for Bliss & Van Auken.

C. W. Sparling, a midget formerly well known in this city through his work as traveling salesman for the former firm of Eaton & Christenson, died week before last at Kansas City, which city deceased had recently made headquarters while traveling for a Dowagiac firm. The body was taken to Kingsley for interment. The high esteem in which deceased was held by his Western friends is shown in the following clipping taken from the Kansas City Times of June 14: "The funeral of C. W. Sparling, the tiny traveling man who died last week, took place yesterday afternoon. A procession of carriages three blocks in length followed the white hearse to Elmwood cemetery. At 3 o'clock the Knights of the Maccabees, of which order the deceased was a member, conducted services according to the ritual of the order at Wagner's undertaking rooms. Sparling was called by his brother knights 'the Mascott,' and they turned out in force to give him an honorable burial. A band of sixty-five pieces preceded the carriages."

Movements of Lake Superior Travelers

Harry Brilling (A. Krolick & Co.) is now doing the trade for the one hundredth time. Harry would be O. K. if he paid election bets.

W. J. Dillon (Standart Bros.) was at the Soo last week, doing business.

W. F. Mitchell, manufacturers' agent, is out now on his first trip. He was lately manager for M. Church & Co., at the Soo.

R. W. Ballentine (Peninsular Stove Co.) is now a kodak fiend—a late addition.

The directors of the Lake Superior Travelers' Club will meet June 27 to name the date of their second annual complimentary party to their trade.

A. F. Wixson (Fletcher Hardware Co.) goes to Detroit next week. Will take a vacation and see the sights. Mrs. Wixson accompanies him.

F. S. McCurdy (Jenness & McCurdy) expects Mrs. McC. to spend the summer with him, with headquarters at Marquette. He can get "home" every Sunday then.

The club house at Grand Marais is indeed a pleasant place for a traveler to spend an evening. The active members do their utmost to entertain us and are ever on the lookout for another application for honorary membership from the visiting travelers. About fifty travelers belong now. OUIX.

The Hardware Market.

General trade keeps up remarkably well, considering the early approach of July 1, at which time we usually look for a dropping off in the volume of business. Country dealers report a fair trade in all lines and, as their stocks are usually low, mail orders continue with a good deal of frequency and are well assorted in character. In general prices of hardware we have little to say, as manufacturers are not disposed at this time of the year to make any changes. There is in some localities, however, and on certain lines of goods considerable talk of trouble with men, owing to anticipated reductions in wages, which are to take place after July 1. It is believed in many lines that the workmen will resist this reduction, which may result in closing down various mills, which will, no doubt, have a tendency to cause a slight stiffening in prices in lines of goods affected by any continued shut-down that may occur.

Wire Nails—There is no special change to note in the price of wire nails, although the tendency at present writing is downward, notwithstanding the fact that manufacturers are doing all they can to prevent any lower prices being made. Jobbers are not disposed to buy freely, as they do not feel that speculation at the present time is warranted by the conditions existing. Prices remain without change in jobbers' hands, although direct shipments from mill are shaded in some instances, quantity governing the price as well as date of shipment. From stock the market remains as quoted in our last report.

Barbed Wire—Notwithstanding the fact that at this time of the year the consumption of barbed wire is supposed to be very moderate, the demand keeps up remarkably well. In sympathy with wire rods, the tendency of prices is downward, and it is believed by those who are conversant with existing conditions governing the manufacture of wire that prices will be but a trifle lower, if any. We find, however, that any one so disposed could place a liberal order for immediate shipment and the market price would be shaded, but no one at the present time is disposed to buy beyond his immediate wants. Prices from stock remain as per our last quotation.

Window Glass—The demand for window glass is remarkably good. Prices are firm and jobbers, as well as manufacturers, of glass, can see no reason at the present time why any concession in prices should be made. It is believed that the present discount will be firmly held and that it is only a short time before it will be necessary to make another slight advance.

Rope—There is no change to note in the price of cordage of any kind. The demand for same continues in moderate quantities.

Reports from other markets are as follows:

Chicago: Owing to the hot weather that has prevailed during the past week, the demand for seasonable goods has been very satisfactory. The outlook continues extremely encouraging.

St. Louis: The prices in most lines are well maintained and the volume of business for the first half of the year bids fair to show considerable increase over the same period of last year.

Cleveland: Trade in this section has very much improved in the past two weeks. Customers seem to be buying more freely—much longer orders and larger in quantity—showing that they

are having better trade. Collections are very much better than last month.

Louisville: Prices continue moderately low, except a slight advance in sheets, which indicates full order books rather than anything else.

New Orleans: There is no particular improvement in the general situation, which is quiet.

San Francisco: Spring trade is about over and has been about the same as last year. The prospect looks good for future business.

Boston: General trade is not as good as this time of the year should warrant, but, on the whole, it is by no means discouraging.

St. Paul: Trade has been affected some by the unseasonable cold weathers which continued until June 10, but, upon the whole, there has been no ground for complaint. Collections are as good as usual at this season.

The Macaroni Was Empty.

"Didn't the grocer send the macaroni?" enquired the mistress, arranging for the dinner.

"Yes, mum," replied the cook; "but Oj sint it back. Ivery wan of thim stims was impty."

The system of vertical handwriting adopted by the school boards of many of the larger cities is held to have scored a triumph in Boston already in turning out pupils who write rapidly and legibly, the two prime qualifications in chirography. The paramount virtue in handwriting is legibility. No matter how pretty and artistic handwriting may be, if it cannot be read easily it falls short of its purpose. This is secured in a conspicuous degree in the vertical system, while a majority of pupils add to it both symmetry and grace. With such results it will not be necessary for graduates of the public schools to take a course in penmanship after they have entered a store or office, as they have frequently been required to do in cities that boast of the thoroughness and efficiency of their public school methods.

COLUMBIAN TRANSFER COMPANY

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Vicarious Sacrifice—A New Legal Remedy.

Written for the TRADESMAN.

It is interesting to watch the development of the human mind in matters that pertain to moral, sanitary and economic reforms. An illustration of the first is seen in a law to prevent the purchase of cigarettes by minors, which the good sense of our highest executive officer (who is himself an extremist in theory and unbalanced in his judgment on some questions of public interest) felt impelled to crush with a timely veto. As to the second reform, a late judicial interpretation of a certain law, if enforced strictly by the agents appointed for its execution, will inaugurate a new departure in commercial jurisprudence. Perhaps if followed to inevitable results, it may return to perplex and confound its supporters. Since our code of laws have been stretched to cover acts that in themselves are free from evil intent, under the plea that society needs protection from every possible form of human selfishness or lack of forethought for the comfort of others, no one in active business is safe from the attack of some legal penalty that may lie in ambush for him.

Justice has been universally represented as a figure of impartial mien, holding up a pair of scales with which to weigh evidence between opposing parties in suits at law. It is the boast of our judicial system that in the trial of a criminal, no matter how clear the evidence against him may be or however revolting may be the offense charged, the least flaw in the regularity of the proceedings may turn the scale in his favor. Only a few years ago a noted tough was arraigned for felony, tried fairly and sentenced to years of imprisonment. Having many friends of his ilk interested in his case, they crowded the courtroom to overflowing at the trial. The judge, for wise sanitary reasons, issued an order that no more spectators should be admitted than the room could safely accommodate. In due time an appeal was taken by counsel to the Supreme Court on the plea that his client had been debarred from a fair, open trial, as conceded in the bill of rights because of this order of the judge, although every other privilege sanctioned by precedent had been allowed. He secured a reversal of the sentence and an order for a rehearing upon this preposterous claim.

Very lately a respectable grocer was arrested and held to answer a complaint under the State pure food law in that he had sold a quantity of mustard below the legal standard of strength. Had it been French mustard, reduced with saccharine and other depressing ingredients, making it a travesty on the name and too weak to stand alone, he would

have been exempt from prosecution under the statute; but it happened to be the powdered kind that comes within the limit of official investigation. The defense was that he bought the article from a reliable house in good faith as pure and sold it without change in like good faith. The Circuit Judge, in harmony with usual precedent, was disposed to accept this explanation, since it was not disputed; but, to make a test case, he decided to instruct for conviction and allow an appeal to the highest court. That court sustained the first judgment on the ground that the makers of the law intended to punish the seller of such goods, however good and honest may have been his character or intent.

The moral of this is that it is better to be a criminal of high degree than the innocent violator of a statute that allows none of the safeguards usually thrown around the wilful and persistent transgressor, although he may be a red-handed murderer. While the purpose of a pure food law is conceded to be just and really necessary to the public welfare, in the present era of fraud and excessive competition among manufacturers, no man can truly maintain that the moral status of the grocer alluded to was different from that of his customer who in equal good faith bought and took home the unlawful compound to be used by the members of his family.

How easy it would be for the legislators to have embodied in the statute a provision by which an honest dealer could be as well protected as pawnbrokers are, who, without evil knowledge or intent, receive stolen goods in pledge. Such classes are never punished, unless they refuse to deliver the goods or try to shield a guilty customer, although the presumption of wrong intent is far greater in their case on account of the bad characters with whom they often have to deal. Why should not grocers and druggists also who may unwittingly transgress the letter of the law have an equal chance to show where the guilt lies, so that the real offender could, either by loss of trade if a non-resident of the State or by direct prosecution if otherwise, be made to suffer for his misdeeds?

It may be argued that legislators cannot discriminate in favor of special cases where it is essential to cover the broadest range in eradicating fraudulent practices that effect the entire community, and, besides, the grade of offense involves only a fine and, unless persisted in, no loss of reputation; but both law and judicial rulings now discriminate in favor of the worst criminals, many of whom escape justice while the taxpayers are mulcted in thousands to gratify the whims of counsel, and make no protest. Why should not offenders against the pure food law come under the same liberal construction, instead of being treated with specially vindictive methods?

I am convinced that the quality of food products receives less consideration from the great mass of consumers than quantity and price; hence they have not initiated this movement for legal reform by petitions, as is usual when there is a long-felt want to be gratified. Their attitude on this question shows a pathetic neutrality. It is only through public spirited leaders, such as scientific, professional and business men that such movements for the general welfare are pioneered, carried past the dangerous ordeal of legislative debate and put into practical operation. If its execution can be kept free from the blunders

and malpractices that have discredited the reform in Ohio, much good may result. Had the statute itself been framed with a better regard for the rights of honest dealers and with a clearer purpose to attack only the guilty manufacturer, including his local and distributing allies, the interest of the public would be more efficiently served and its enforcement reflect honor on the State.

However, should the spirit shown so far by the officer charged with its execution be shared by his deputies, much of its unjust harshness may be mitigated. Indeed, the result may be the time to improve the quality of food products now over-competing for ascendancy. Perhaps consumers, also, may be educated up to a standard of taste that shall enable them to enjoy what is purest and best and always be willing to pay what the best is worth.

PETER C. MEEK.

The Drug Market.

Trade in this line is very good, especially so in insecticides. There seem to be more potato bugs than ever and Paris green is in large demand.

Opium—This article remains in the same position as noted in our last report.

Quinine—Is very firm and in fairly

good demand. Manufacturers are selling sparingly.

Essential Oils—Cajiput has advanced and the prospects are for higher prices. Other oils are steady.

Gelatin—Has again advanced; owing to scarcity.

Gum Assafoetida—Is firmer and an advance is probable.

Camphor—Is unchanged, but is very firm. Camphor refiners are not able to fill their orders under ten days after receiving them.

Quick Silver—Is very firm and has advanced. Mercurials have not as yet been affected, but an advance is probable.

Linseed Oil—Is very dull and lower, although there is an active demand.

A politician finds vindication about the time he is buried.

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

WHOLESALE PRICE CURRENT.

Advanced— Declined—Linseed Oil.

Table of wholesale prices for various goods including Aceticum, Ammonia, Balsamum, Cortex, Extractum, Ferru, Flora, Folia, Gummi, Herba, Magnesia, and Oleum.

Table of wholesale prices for various goods including Morphia, Sinapis, Soda Boras, and other medicinal and chemical products.

Advertisement for Hazeltine & Perkins Drug Co. featuring decorative borders and text: 'Sundry Department', 'We invite examination of our remodeled and handsome sundry department now in charge of Mr. J. H. Hagy...', 'Perfumes Soaps Combs', 'Mirrors Powder Puffs', 'Tooth, Nail, Hair, Cloth, Infant, Bath, and Shaving Brushes', 'Fountain and Family Syringes', 'Tweezers Key Rings Cork Screws', 'Razors Razor Stropps', 'Violin, Guitar and Banjo Strings', 'Atomizers', 'Suspensory Bandages', 'Toilet and Bath Sponges', 'And many other articles too numerous to mention. Goods are up to date and prices right.', 'Hazeltine & Perkins Drug Co. Grand Rapids, Mich.'

Hardware

Facts and Incidents Pertinent to the Hardware Trade.

A. N. Oldman in Hardware.

I had a call the other day from a salesman who proved to be the worst specimen of an indigo bag I ever saw. Blue! That was no name for it.

He left a dull, leaden hue in the whole neighborhood.

Did he sell me any goods?

He did not.

He said the country was going to the devil. He cursed McKinley and his administration. He was for free silver, free trade, free lunches—anything different from the things that are. He ran the whole country down from Maine to Texas—and when he got me into his frame of mind, he pulled out his samples and, with a sigh, set out to sell me a bill of goods.

I said to him: "Young man, why should I take on any more of a load, when the whole outfit is going to smash? I feel more like shutting up shop, paying a cent on the dollar, and going in to politics."

Even then he blamed the country, rather than himself, because he did not make a sale.

Don't send me any more boys of his build, Mr. New York. I like a salesman who comes in with a smile, a new story, a fund of heartiness—such fellows as J. E. Sleight, George B. Main, Howard Beach, Harry Hopkins, E. Bertram Pike, or Joe Limeburner.

God bless them, and their whole connection. They are traveling sunbeams.

It doesn't do for anyone, especially one who is selling goods, to tell all he feels and knows. Something should be kept in reservation. I have a grandson who illustrates the point.

A man drove up to the store the other day, and hailed me with: "I hear your son has a hoss to sell?"

"Yes," said I, "he has a fine little bay mare he would part with."

"Fetch her out," said he.

We went back to the barn, followed by five-year Jim, my grandson. The mare was brought out, and the visitor was quite taken with her. He asked her age, looked her over, found out the selling price, and then asked, "Any bad habits?"

"No," said I promptly.

Young Jim stood with his hands in his pockets, his legs apart, his hat on one side. As I answered, he looked up, and in a shrill voice, exclaimed:

"She balks!"

"She does, sonny?" said the man. "That's a good boy, always tell the truth."

"The kid don't know what he is talking about," said I. "Sometimes she shies, and that's what he means."

Young America turned an indignant eye on me. "Now, grandpa, you know she does. Didn't dad build a fire under her to make her go?"

The stranger patted him on the head, and gave him a nickel.

"You don't want her?" I said.

"No, I don't think I do."

I said nothing to the boy. He will know more when he is older.

There is a painter in our town who is not very bright, but who occasionally stumbles on the right thing. The other day the General, whose past is shady in spots, was holding forth at a great rate, on the porch of my store.

"Paint, Thomas," said he, "is a great hider of weak spots. It covers the rust, evens up the rough places, fills the cracks and knot holes, makes the old look new, and hides the blemishes from the human eye. In work like this, Thomas, you are a deceiver, and yet a necessary evil."

"Yes, General," said Thomas, slowly, "don't you want me to go over your reputation?"

Here are some maxims for clerks that I have studied out, in a long course of business:

Never do to-day what you can shove off on a fellow clerk to-morrow.

Keep at the back end of the store as much as possible, so that the other boys will have to wait on customers.

Always keep a novel under the counter to catch up when the old man is out.

Keep your eye out for a soft snap.

Don't do any more work than you are paid to do.

Be the last one to come in the morning and the first to leave at night.

Don't do a thing outside of your prescribed duties.

Find fault with your place and salary. Show up the weak points of your establishment to the clerks of other houses.

Be as snappy with customers as you dare.

Tell your fellow clerks all the things you hear against the boss.

Threaten to leave whenever fault is found with you.

Believe that the world owes you a living and act on that belief.

If the above rules are strictly followed, you will be out looking for a job in about thirty days from date.

There is a member of the Hardware Club who is young in years but is already the active managing head of a large retail and wholesale hardware establishment. He was relating an experience, the other day: "I was standing near two clerks, who did not see me. The younger asked the other—who was ten years older than myself—in regard to a special discount. Said he in answer, 'I don't know. Ask the old man.'"

"I wondered whom he could mean. The clerk seemed to know, for he put straight to the office, and asked for me.

"Was I offended? Not much. It was the proudest moment of my life. No man is ever 'the old man' about a store, unless he is respected and liked. It means power, appreciation, respect. When a man of my age earns that title, he ought to feel happy enough to go out and throw roses at himself."

"Speaking of preachers," said another member of the Club, "reminds me of the colored pastor who met one of his deacons going home at midnight with a bag of chickens on his back. Said he, sternly 'Deacon Jones, where you git dem hens?'"

"I stole em."

"Yes, but where you stole em?"

"What's dat to you?"

"Brudder Jones, is you so mean dat you won't put you poor old pastah on?"

"When I was out West," said the maker of tools, "a young man registered at the hotel, and set in to make things lively. The first night, he played poker with the landlord, and cleaned him out; the next night, he came home drunk, and whipped the cabman; the third night, he went up and down the halls, singing at the top of his voice, and daring the chambermaids to come out and embrace him. In the morning, they asked for the key of his room, and gave him his bill. He looked it over, and then said, with surprised pathos, 'Don't you make any discount to ministers?'"

Advantage of the Tandem over the Single Wheel.

From the Rochester Times.

The sociable element in cycling promises to play an important part among the pleasure-seeking bicyclists this season. Tandems seem to be in great demand among riders who can boast of "best girls," and every other combination which leads to propinquity of the sexes is having a fair trial. So far the tandem seems to have secured the largest following, but there is some difference of opinion as to how the riders should be seated. A veteran of the road ventures the following opinion:

"In one thing, at least, it has been definitely settled that lovely woman shall take a back seat. We have been a long time coming to this conclusion, for up to the end of last season the woman was

placed in front. In this position she had the full benefit of the head wind and also obstructed the view of the real controller of the machine. This form of cycling should become very fashionable. The vast increase of power which a properly constructed double machine gives to its riders must, sooner or later, be fully recognized by those who have hitherto gone in for two safeties to every pair."

The reasons advanced in favor of tandem combinations are that the woman is free from the care which follows in the wake of the single rider, and that she has nothing to trouble her except to stick on when the pace becomes fast. It is also argued that the man in front, when he feels fit, can go as fast as he pleases without fear of leaving his companion behind; that greater distances

can be covered in the same time and with more comfort, and that by such an arrangement there are only two tires instead of four exposed to puncture. The tandem advocate winds up by saying that the "swing" which a pair attains at a fast pace is a pleasure unknown to the rider of a single machine.

Laws do not protect a man's life and property where the laws are not enforced.

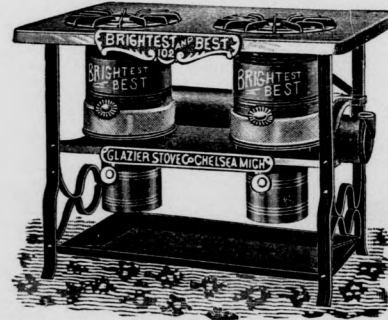
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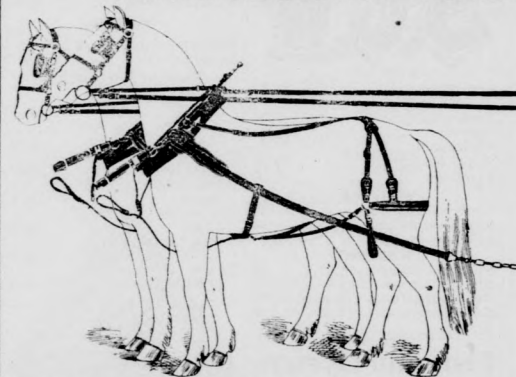
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When in want of a new roof or repairs you can save money by employing skilled mechanics in this line. We have representatives covering the State of Michigan regularly, and if you have a defective roof, drop us a card and we will call on you, examine 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.

Effect of Legislation on the Production of Native Sugar.

Matthew Marshall in New York Sun.

The effect of legislation in stimulating invention and industry was never more strikingly shown than it has been in respect of this very article of sugar.

Germany followed France, at a few years' distance, in raising sugar beets and extracting sugar from them.

However faulty, in principle, the artificial stimulus of beet sugar production may be, it has so far been effectual that of 7,000,000 tons of the world's annual crop 4,300,000 tons now come from beets, and only 2,700,000 tons from the cane.

we need of it becomes one of great interest.

The agricultural exports of this country have hitherto been chiefly the product of the simplest and least skilled labor.

One thing is certain: the excess of any crop of which the quantity produced in this country is greater than that which can be consumed here must be marketed abroad, and the price obtained abroad necessarily fixes that which can be obtained at home.

Another thing, too, that the agriculturists of this country should bear in mind is that they are not the only citizens who suffer from the low prices caused by a production in excess of the needs of home consumers.

A Rhymester in Jail.

A prisoner in a county jail wrote the following in chalk on the door of his cell:

He was a genial, smiling man, And drank his whisky plain, But since he signed the temperance pledge He never smiled again.

Some merchants try to find an excuse for poor business, others try to find a remedy—and usually succeed. What do you do?

Hardware Price Current.

Table listing hardware prices for categories: AUGURS AND BITS, AXES, BARROWS, BOLTS, BUCKETS, BUTTS, CAST, BLOCKS, CROW BARS, CAPS, CARTRIDGES, CHISELS, DRILLS, ELBOWS, EXPANSIVE BITS, FILES-New List, GALVANIZED IRON, GAUGES, KNOBS-New List, MATTOCKS, NAILS, MILLS, MOLASSES GATES, PLANES, PANS, RIVETS, PATENT PLANISHED IRON, HAMMERS.

Table listing hardware prices for categories: HOUSE FURNISHING GOODS, HOLLOW WARE, HINGES, WIRE GOODS, LEVELS, ROPES, SQUARES, SHEET IRON, SAND PAPER, SASH WEIGHTS, TRAPS, WIRE, HORSE NAILS, WRENCHES, MISCELLANEOUS, METALS-Zinc, SOLDER, TIN-Melyn Grade, TIN-Allaway Grade, ROOFING PLATES, BOILER SIZE TIN PLATE, G. R. IXX DAIRY PAIL.



Write for quotations and monthly illustrated Catalogue. WM. BRUMMELER & SONS, Manufacturers and Jobbers of Piced and Stamped Tinware. 260 S. Ionia St. Grand Rapids, Mich Telephone 640

GOTHAM GOSSIP.

News from the Metropolis—Index to the Market.

Special Correspondence.

New York, June 21—Hawaiian annexation and its probable effect on the sugar trust was the theme for discussion among the trade and nearly everybody else here last week. What effect will the pauper labor have on the "enlightened" laborers who are working in the Brooklyn refineries at a dollar a day? But there will be time enough to grapple with these questions when the time arrives. It is evident that there is going to be some very determined opposition to the treaty in the Senate, and the end is not yet.

Business is better. Buyers are here in goodly number and some of our jobbing houses are having all they can take care of. The demand is not so much for any one thing, but the aggregate shows up handsomely.

The coffee market is in about the same condition as last week, with Rio No. 7 closing at 75c. There is not much doing in an invoice way. The bulls have rather a hard time. The bears say we shall soon see the visible supply over 800,000 bags again and they are looking for no advance in the near future. In store and afloat there are about 750,000 bags. In mild sorts little is doing in the way of cargo lots, but there have been a good many small orders. The ship Philadelphia came in Thursday with 10,500 bags of West India sorts. Quotations are nominally the same. One of the old sugar refineries in Brooklyn is undergoing extensive overhauling and, it is said, will be put into the service of the Havemeyers as a coffee roasting establishment.

Prices of refined sugar, both foreign and domestic, are held with a good degree of steadiness, although the demand during the week has been hardly up to the usual run and the supply has now overtaken the demand; at least, there is no waiting for orders to be filled. Dealers in foreign refined do not seem anxious to take orders for large lots and are holding on with confidence as to future prices.

There is absolutely nothing doing in the tea market. This applies both to invoice and smaller lots. Prices are, perhaps, 3c lower on an average than they were a month ago, but dealings are only for quantities as wanted every day. There is every conceivable range of prices. If one sort is in better request than another, it is Japan.

The rice market is fairly firm and sales are making on a basis of former quotations. The tariff question still disturbs the market somewhat, but, as a rule, there is very little dickered over rates. Buyers take what they want, pay the price asked, and dealers are not urging sales. Foreign grades, which have recently shown some advance, still remain firm at last quotations.

Nothing is doing in spices in invoice lots. Business is moving along in a dull and solemn manner and everybody is waiting for a better time later on. Pepper is the firmest article on the entire list, but buyers are not, seemingly, anxious to take a supply far ahead of daily requirements.

In molasses a pretty fair business has been transacted by some firms with out-of-town grocers, but, as a rule, the market is not more active than usual at this period of the year. Choice grades of open kettle are most sought for. Syrups are going out in about the usual quantities. A few sales for export to Great Britain are reported, but there is not enough business to create any enthusiasm. Prime to fancy sugar syrup remains as last quoted—15@19c.

In canned goods, a good business has been done by some and with others the cry is of continued dullness. Goods that are strictly "up to the scratch" are not lacking for buyers, but there is a vast assortment of unknown labels wasting their sweetness on the desert air. There is a very wide range of quality and price—peas, for instance, being quotable from 47½c to \$1.60, with all fractions between. Tomatoes are held at 65@95c, the latter, of course,

being for fine goods. Corn averages about 60c for N. Y. labels and Maine 5c higher.

Dried fruits are dull. Stocks of California goods are pretty well cleaned up and the new season promises well.

Strictly fancy Western creamery butter has been sold at 15c. It must bear close inspection to fetch this figure. Some butter goes abroad this week, but foreign trade is not especially encouraging as yet.

There is a better demand for large full cream cheese, which now bring 8½c. Small size are less active and are held at 7½@7¾c.

Receipts of eggs are ample, but the demand is quiet. Near-by fresh, 13c; Western, 11@11½c.

Beans are quiet, with choice pea held at 85@87½c. Choice marrow, \$1.15@1.17½.

The bargains in straw hats this season are not confined so much as they formerly were to the peddlers' wagons in the streets. There was an outbreak of straw hat stores all over the city about a month ago and these have become the scenes of the bargains. The buildings occupied by these stores appear to be to let and their possession by the hat sellers to be merely temporary. The stores are scattered about every part of the town and evidently the promoters of this new departure believe that bargains are as much appreciated in one part of the town as the other. One of the respects in which the English makers of straw hats have deferred to the American taste is very noticeable this year. Until straw hats become good style for town wear in England the hats imported to this country were heavy things lined with a band of white flannel, which of all available materials seemed the least to the purpose. But the English makers were not averse to learning something from the hats that went over from this country, and the polished leather hat band has become an institution in London as much appreciated as it is here. The opening of the season as usual brought out a number of lurid hat bands, but they are probably incidental only to the early enthusiasm which makes a man feel as if he wants the most complete summer-like outfit that he can get when the first warm weather comes. The Squadron A hat bands of blue and yellow ribbon pervade the town, and from the frequency of their appearance one would suppose that body included a great many more members than it really does. In some neighborhoods the troop ribbons are particularly conspicuous, and four of them outside of the stage door of the Casino one night last week were plainly distinguishable even in a group of heads covered with towering feathers and luxuriant flowers.

Heman Barlow is a very good man and a very good father; but the best of men and the best of fathers occasionally make mistakes, as the following aptly illustrates: Heman's pretty daughter, Miss Julia, affectionately known among her friends by the sobriquet of "Toot," was recently taking a fond adieu of her paternal relative, preparatory to a trip to Chicago via boat from Holland. Barlow Pere was giving her an unlimited quantity of excellent advice such as fathers know so well to bestow. The last good bye was said, the last loving kiss exchanged, and Heman gracefully jumped off the train just as the signal sounded. Duty done, and the train rapidly pulling out, what was his surprise and consternation to behold the form of his daughter swiftly springing from the rear platform to the ground. Cause: Heman's advice was all right, but—he had forgotten his daughter's valise (without which the Chicago visit could not be made) and left it gently reposing in the baggage room! Heman says he afterward hired C. G. A. Voigt to say a few words for him that would express the chagrin he felt at the denouement, and that C. G. A. proved himself amply adequate to the situation.

The Grain Market.

It is an exceptionally hard task to say anything of interest regarding the condition of the wheat market during the past week. It was certainly very dull and if we were gifted in the use of profane language (which the editor of this paper tries to make out we are), we would certainly be tempted to make good use of it. To make a long story short, wheat remains in statu quo. There were only some very light fluctuations. St. Louis has received a car of new wheat and, had the wet weather not set in at Oklahoma when the harvest was at its height, which retarded threshing, we think there would have been more shipped in. Baltimore also received a very nice car of new wheat from Virginia on the 21st. Wheat in this section is heading out and it looks more favorable for a good harvest than it did last year. The millers of Grand Rapids have been making strong appeals to the farmers during the last three months to have them cut the rye out of the wheat, as there seems to be more than the usual amount of rye in the wheat this year, which is probably due to the large amount of rye grown in Michigan during the past three years. The laughable thing about it is, the Detroit Board of Trade men claim the credit for this being done. We note an article in one of the Detroit market letters which reads as follows: "Our agitation of the rye in wheat question has been productive of good results, as farmers in many parts of the State have profited by our advice and are cutting the rye out." This beats all, and the use of some strong adjectives would certainly be admissible. If our Christian friend of the Tradesman happened to hear of anything of this kind, he would probably blubber over with choice epithets; but, as we are always meek, we will let the Detroit Board of Trade men bombast to their hearts' content. Spring wheat is also coming along very nicely and it looks now as though (barring all accidents) we would have 515,000,000 bushels in the United States. The visible made another large decrease of 2,013,000 bushels, against 600,000 bushels for the corresponding week last year, leaving 20,473,000 bushels in sight. The following shows the amount of oats, corn and wheat in sight at about the same date during the last four years:

| | WHEAT | CORN | OATS |
|---------------|------------|------------|------------|
| June 19, '97, | 20,473,000 | 16,278,000 | 10,130,000 |
| June 20, '95, | 48,841,000 | 9,995,000 | 11,105,000 |
| June 22, '95, | 46,224,000 | 9,499,000 | 8,615,000 |
| June 23, '94, | 50,956,000 | 7,175,000 | 2,535,000 |

Coarse grains ruled about the same, as they were affected by the same influences as affected wheat. The market on both corn and oats is very dull and we would not be surprised to see lower prices on these grains, as the outlook for a fine harvest is very flattering.

The receipts during the week were 33 cars of wheat, 6 cars of corn and 7 cars of oats. Local millers are paying 78c for wheat. The demand for flour is much better than it has been.

C. G. A. VOIGT.

* * *

Among the methods adopted by Voigt & Co. to influence the growers to eliminate the rye from their wheat fields was the gratuitous circulation of several thousand circulars reading as follows:

During the past two or three years there has been considerable trouble in this State caused by rye getting mixed in the wheat. A large quantity of wheat that would otherwise be of fine quality is utterly ruined for milling purposes by the rye that is mixed through the grain, and many a dollar is lost to the farmers that might easily and readily be

saved by the exercise of a little care during the next thirty days to cut the clusters of rye out of the wheat fields.

Michigan millers require the best grade of perfectly clean wheat in order to produce flour of as fine a quality as they have been making the past ten years or more. Michigan first grade flours are justly celebrated in the most discriminating markets, both at home and in foreign countries. This reputation cannot be maintained except by the use of first-class grain. Wheat mixed with rye brings only a low price in any market. Farmers cannot spend a little time to better advantage than to go through the wheat-fields in the early part of June and cut the rye out clean. It might also be mentioned that letting rye remain in wheat will sooner or later deteriorate the wheat by the wheat running into rye, making a mongrel wheat. Where at present Michigan has such a good name for its good quality of wheat as well as flour, it can soon be ruined if this letting rye grow in the wheat is persisted in.

* * *

Local millers are much interested in the decided action taken by the Farmers' Club of Hopkins and Monterey Townships, Allegan county, relative to buying Michigan flour of Michigan millers. In a recent discussion of the subject, it is shown that Michigan wheat is quoted 11 cents above spring wheat, yet the millers from the spring wheat region ship flour into the State and retail it at 40c per barrel more than winter wheat flour, thus insuring a larger return to the middlemen. It is shown that this spring wheat flour directly injures the farmer who has wheat to market, and the following boycott was declared on all merchants who keep other than Michigan wheat flour for sale:

Whereas, The sale of flour manufactured from the spring wheat of Western States is detrimental to the best interests of the Michigan wheat grower, and,

Whereas, Certain merchants and dealers are offering for sale the products of Western mills in direct opposition to our best interests, and by so doing are injuring our home market and causing greater loss to the wheat grower and to business interests generally; therefore, be it further

Resolved, That we, the undersigned citizens and friends of the farmer, agree to pledge our support and patronage to those merchants alone who sell the products of our own mills and the flour from our Michigan wheat, and to protect each others' interests as far as possible.

Flour and Feed.

During the past fortnight the business transacted has been of a hand-to-mouth character, particularly in flour. The same conditions seem likely to follow until a better and more definite knowledge can be obtained of the outcome of the growing crop and the probable effect upon the market. There is a wide difference in the consensus of opinion as expressed in the sale of options, as future months would indicate that, on the part of speculators, at least, there is a belief in lower prices. On the other hand, stocks are now abnormally low at home and abroad, so that everything offered for the first few weeks will go rapidly into consumption. The grain centers are practically bare of wheat, which elevators are anxious to carry for the charges, that their business may be profitable. There is likely, therefore, to be the same spirited bidding for the new wheat when it begins to move at what may be considered fair values. Choice old winter wheat flour is becoming very scarce and values are well maintained.

Millstuffs are steady. Feed and meal are unchanged, with a light demand.

Wm. N. ROWE.

Travelers' Time Tables.

CHICAGO and West Michigan R'y
June 20, 1897.

Going to Chicago.
Lv. G. Rapids. 8:35am 1:25pm *6:25pm *11:30pm
Ar. Chicago. 3:10pm 6:50pm 2:0 am 6:40am

Returning from Chicago.
Lv. Chicago. 7:20am 8:15pm *9:30pm
Ar. G'd Rapids. 1:25pm 10:45pm *4:00am

Muskegon.
Lv. G'd Rapids. 8:35am 1:25pm 6:25pm
Ar. G'd Rapids. 1:25pm 5:5pm 10:45am

Traverse City, Charlevoix, Petoskey and Bay View.
Lv. G'd Rapids. 7:30am 11:30pm 5:30pm
Ar. Traverse City. 12:40pm 5:00am 11:10pm
Ar. Charlevoix. 8:15pm 1:30am
Ar. Petoskey. 3:45pm 8:00am
Ar. Bay View. 3:55pm 8:10am

PARLOR AND SLEEPING CARS, CHICAGO.
Parlor cars leave Grand Rapids 8:35 a m and 1:25 p m; leave Chicago 5:15 p m. Sleeping cars leave Grand Rapids *11:30 p m; leave Chicago *9:30 p m.

TRAVERSE CITY AND BAY VIEW.
Parlor car leaves Grand Rapids 7:30 a m; sleeper at 11:30 p m.
*Every day. Others week days only.
Geo. DEHAVEN, General Pass. Agent.

DETROIT, Grand Rapids & Western.
June 20, 1897.

Going to Detroit.
Lv. Grand Rapids. 7:00am 1:30pm 5:35pm
Ar. Detroit. 11:40am 5:40pm 10:20pm

Returning from Detroit.
Lv. Detroit. 8:00am 1:10pm 6:10pm
Ar. Grand Rapids. 1:00pm 5:20pm 10:55pm

Saginaw, Alma and Greenville.
Lv. G R 7:10am 4:20pm Ar. G R 12:20pm 9:30pm
Parlor cars on all trains to and from Detroit and Saginaw. Trains run week days only.
Geo. DEHAVEN, General Pass. Agent.

GRAND Trunk Railway System
Detroit and Milwaukee Div

(In effect May 3, 1897.)

Leave. EAST. Arrive.
† 6:45am. Saginaw, Detroit and East. † 9:55pm
† 10:10am. Detroit and East. † 5:07pm
† 3:30pm. Saginaw, Detroit and East. † 12:45pm
† 10:45pm. Detroit, East and Canada. † 6:35am

WEST
* 8:35am. Gd. Haven and Int. Pts. † 7:10pm
† 12:53pm. Gd. Haven and Intermediate. † 3:22pm
† 5:12pm. Gd. Haven Mil. and Chi. † 10:06am
* 7:40pm. Gd. Haven Mil. and Chi. † 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 Railway
June 20, 1897.

Northern Div. Leave Arrive
Trav. C'y, Petoskey & Mack. † 4:15am *10:00pm
Trav. C'y, Petoskey & Mack. † 7:45am † 5:10pm
Trav. C'y, Petos. & Har. Sp'gs. † 2:30pm † 9:10pm
Cadillac. † 5:25pm † 11:10am
Petoskey & Mackinaw. † 11:10pm † 6:30am
Train leaving at 7:45 a.m. has parlor car to Petoskey and Mackinaw.
Train leaving at 2:20 p.m. has parlor car to Petoskey, Bay View and Harbor Springs.
Train leaving at 11:16 p.m. has sleeping cars to Petoskey and Mackinaw.

Southern Div. Leave Arrive
Cincinnati. † 7:10am † 8:25pm
Ft. Wayne. † 2:00pm † 2:10pm
Kalamazoo. † 7:00pm † 9:10am
Cincinnati, Louisville & Ind. † 10:1 pm * 4:05am
Kalamazoo. † 8:05pm † 8:50am
10a.m. train has parlor car to Cincinnati.
2:00p.m. train has parlor car to Fort Wayne.
10:15p.m. train has sleeping car to Cincinnati, Indianapolis and Louisville.

Muskegon Trains.

GOING WEST.
Lv G'd Rapids. †7:35am †1:00pm †5:40pm
Lv G'd Rapids. †9:00am †3:00am †7:00pm
Ar Muskegon. †9:00am 2:10pm 7:00 p.m
Ar Muskegon. 10:25am 8:25pm
Ar Milwaukee, Steamer. 4:00am

GOING EAST.
Lv Milwaukee, Steamer. 7:30am
Lv Muskegon. †8:10am †1:45am †4:10pm
Lv Muskegon. †8:35am †6:35pm
Ar G'd Rapids. 9:30am 12:55pm 5:30pm
Ar G'd Rapids. 11:00am 8:00pm
*Except Sunday. *Daily †Sunday only.
Steamer leaves Muskegon daily except Saturday.
Leaves Milwaukee daily except Saturday and Sunday.
A. ALMQUIST, C. L. LOCKWOOD,
Ticket Agt. Un. Sta. Gen. Pass. & Tkt. Agt.

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.

ALL JOBBERS SELL

THE FAMOUS

ROYAL KNIGHT
AND
AMERICAN QUEEN

THEY ARE

Ten Cent Cigars

FOR

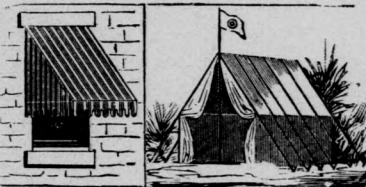
5 Cents

It is a pleasure to smoke them. They are up-to-date. They are the best

5 Cent Cigars

ever made in America. Send sample order to any Grand Rapids jobbing house. See quotations in price current.

Awnings and Tents



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

CHAS. A. COYE, 11 Pearl Street.

I HAVE FOR SALE

a stock of furniture and crockery here. There are only two furniture stores in the city and one may soon quit. The town is growing rapidly. We have a new railroad and new factories are coming. A better site could not be found.

HENRY C. SMITH, Trustee,
ADRIAN, MICH.

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.

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.



A PURE MALT SUBSTITUTE FOR COFFEE
MANUFACTURED BY

KNEIPP MALT FOOD CO.
C. H. STRUEBE, Sandusky, Ohio,
Agent for Ohio, Indiana and Michigan.

DIAMOND CRYSTAL SALT

has made many good customers for many wise dealers. It's the only SALT THAT'S ALL SALT.

See Price Current.

DIAMOND CRYSTAL SALT CO., St. Clair, Mich.

If You Hire Help

You should use our

Perfect Time Book and Pay Roll.

Made to hold from 27 to 60 names and send for 75 cents to \$2. Send for sample leaf.

BARLOW BROS.,
GRAND RAPIDS, MICH.

They all say

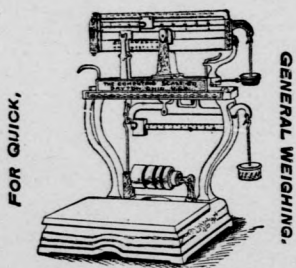
"It's as good as **Sapolio**," when they try to sell you their experiments. Your own good sense will tell you that they are only trying to get you to aid their new article. : : : : : : : : : :

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.

Cash or Credit

No need to bother over this question of selling for cash instead of credit. Adopt Dayton Money Weight Scales. The customer watches the beam balance at the money's worth of his purchase, and almost involuntarily reaches for his purse and finds the correct change. No disputes with customers and saves time in making change, to say nothing of its saving in the weights.

THE DAYTON
MONEY-WEIGHT SCALE



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

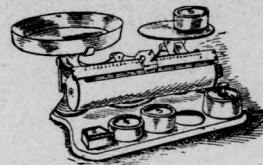
Write us for illustrated description of our Spring Balance Money Weight Scales for your meat counter.

Yours for Moneyweight and Profit Saving,

The Computing Scale Co.

Dayton, Ohio.

THE DAYTON
Money-Weight Even Balance.



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

DEALERS--Turn your money over! The enormous amount of advertising being done to familiarize house-keepers with the name of



Enameline

The Modern **STOVE POLISH**

enables merchants to make quick sales and fair profits. Don't load up with dead stock. "A nimble nickel is better than a slow dime."



THE VALUE OF A CAKE IS THE BUSINESS IT BRINGS

OUR
LATEST
SUCCESS

CUBANS

10 CENTS
PER
POUND

Contain all the good qualities of a rapid seller, with strong points reinforced.

Write for samples.