

# MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS \$1 PER YEAR

Volume XIV.

GRAND RAPIDS, WEDNESDAY, JULY 21, 1897.

Number 722

## Four Kinds of Coupon Books

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

TRADESMAN COMPANY, Grand Rapids.

## One Advantage

in buying Wash Goods now is

## The Prices are Lower

Some lines not being complete, a general reduction has been made to clean them all out.

P. Steketee & Sons,

Grand Rapids, 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.

## Brownie Overalls



are good sellers.

Mail orders filled promptly.

Voigt, Herpolsheimer & Co.

WHOLESALE DRY GOODS,

Grand Rapids, Mich.

## Big Talk About Circulation

Counts for little unless quality goes hand in hand with quantity—Advertisers are learning to discriminate in this matter, and are looking more and more into the character of circulation. As a matter of fact

## Circulation is of No Consequence

Unless it be of a character to reach and directly interest buyers and consumers of the class of goods for which the advertiser is seeking a market.

## Advertisers Care Nothing

## For Circulation

That does not reach and directly appeal to the purchasing constituency of the class of goods the advertiser wishes to sell—that medium only which can show a *bona fide* circulation to buyers should be considered.

## The Michigan Tradesman

Reaches more paid subscribers in Michigan than all other trade journals combined, and is therefore able to give its patrons better returns than any other trade journal published.

## These Are Telling Points

## STANDARD OIL CO.

DEALERS IN

ILLUMINATING AND LUBRICATING

## OILS

## NAPHTHA AND GASOLINES

Office and Works, BUTTERWORTH AVE.,

GRAND RAPIDS, MICH.

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

Highest Price Paid for Empty Carbon and Gasoline Barrels.



## Thirty Long Years



Of experience enable us to excel all experimenters in giving you the **Best Goods** for the **Price** as is seen in

**CLYDESDALE SOAP**

**SCHULTE SOAP CO.,**

Premium given away with Clydesdale Soap Wrappers.

**DETROIT, MICH.**

J. A. MURPHY, General Manager.

FLOWERS, MAY & MOLONEY, Counsel

## The Michigan Mercantile Agency

**SPECIAL REPORTS.**

**LAW AND COLLECTIONS.**

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

Main Office: Room 1102, Majestic Building, Detroit, Mich.

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

## Four Kinds of Coupon Books

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

**TRADESMAN COMPANY, Grand Rapids.**

## EDGARS SUGAR HOUSE

EXCLUSIVE DEALERS IN

**SUGAR-SYRUP-MOLASSES**

SEND YOUR MAIL ORDERS TO

**W. H. EDGAR & SON,**

**DETROIT.**

COFFEE

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

COFFEE

## 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.**



## 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.

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."



# MICHIGAN TRADESMAN

Volume XIV.

GRAND RAPIDS, WEDNESDAY, JULY 21, 1897.

Number 722

## 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., on Thursday, Friday and Saturday, July 20, 30 and 31.

## 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.



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.

## COMMERCIAL CREDIT CO., Ltd.

GRAND RAPIDS, MICH.

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

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

Save Trouble  
Save Losses  
Save Dollars

**TRADESMAN COUPONS**

### SPAIN AND JAPAN.

The story telegraphed from London to the effect that Japan and Spain had entered into a secret offensive alliance against the United States, although no doubt entirely without foundation, nevertheless serves to give the naval authorities of this country a chance to compare the strength of the alleged combination with the force that they could oppose to it. The story of the alliance no doubt grew out of the fact that a certain high Japanese dignitary is now visiting the court of Spain for the purpose of conferring upon King Alphonso a high Japanese decoration. This incident, taken in connection with the fact that both Spain and Japan have reason to feel unfriendly towards us, sufficed to make the story of the alliance interesting, despite its improbability.

According to the London story, the alliance between Spain and Japan was to become operative in the event that this country should attempt to annex either Hawaii or Cuba. The alleged plan of operations contemplated an attack by Japan upon our Pacific Coast while the Spanish navy was to make a descent upon our Atlantic seaboard. Leaving personnel out of the calculation, could such a combination prove formidable to the United States? If merely the possession of available warships be taken into account, it certainly could give us a great deal of trouble.

Were Spain and Japan to attack us simultaneously, it would not be possible to transfer ships from the Atlantic to the Pacific, or vice versa; hence the distribution of our fleet would have to remain virtually as at present. At the present time we have not a sufficient force of ships in the Pacific to cope successfully with a sea power like Japan. It is true that we might protect our principal ports; but our coast line would be defenseless, and it would be impossible to prevent the seizure of the Hawaiian islands.

At the present time we have available in the Pacific, including the ships on the China or Asiatic station, one battleship, the Oregon, two coast-defense ships and ten modern cruisers of all sizes, the most formidable of which are the Olympia, Philadelphia and Charleston. This force would have to encounter three heavy-armored and six smaller armored ships and twenty-four modern cruisers. Among the armored Japanese ships are the two new battle-ships Yashima and Fugui, either of which is more formidable than the Oregon, and also the Chen-Yuen, captured some years ago from the Chinese, which could probably cope with either of our coast-defense vessels. In modern cruisers we would be heavily outnumbered.

As far as Spain is concerned, we could oppose to her fleet ten armored ships and about twenty modern cruisers. Spain has a larger force of armored ships than we have, but they are of lighter tonnage and of older type. In cruisers, Spain would have a slight superiority in numbers; but this would be more than offset by the better guns and heavier tonnage of our ships. Spain would, therefore, not be able to do us

very serious damage on the sea, but would serve to keep our Atlantic fleet so busy as to prevent our re-enforcing the fleet in the Pacific. A combination of Spain and Japan would, therefore, not be a very agreeable experience.

### AMERICA AND THE PARIS FAIR.

The United States, after so long a time and behind all other great nations, is just about to accept formally the invitation of France to participate in the Paris exposition of 1900, but an adequate amount of money has not yet been appropriated for our exhibit, nor any details yet adopted for the preparation of our display.

This is hardly treating France with the courtesy due her, in view of her prompt acceptance of our invitation to participate in the World's Fair at Chicago and the generous display she made afterward. All the great nations of Europe, and China and Japan, have taken more floor and ground space than they ever took before at a similar exhibition. The affair promises to outdo anything of the kind ever before attempted and it will be a magnificent opportunity lost should this Government not open the eyes of the world to our matchless achievements and resources, through the instrumentality of this great exposition. France spent a million dollars upon her Chicago exhibit and the leading countries are now appropriating from \$600,000 to \$1,000,000 for their Paris displays. A joint resolution is pending in Congress for an appropriation of \$600,000 to defray the expenses of our exhibit at Paris, but when it will be passed, or whether that amount will be given, is a question. It should be expedited and every state, Michigan with the rest, ought to join in making the American display one of the grandest and most attractive on the ground.

### Took Off His Hat to Dummies.

From the Chicago Record.

It was on the fourth floor of a department store. The elevator door opened and three salesmen entered, each holding in affectionate clasp a beautifully attired dummy—a shapely thing made of wire and attired in the swellest gowns and the fluffiest laces of the establishment.

The salesmen steadied their dummy companions. The elevator stopped at the third floor.

A young man, whose gaze was modestly directed toward the floor, stepped aboard and removed his hat. Even in a department store it is eminently proper to remove the hat when riding in an elevator with women. So the young man removed his hat and continued to look downward, seeing only the skirts of his fair fellow-passengers, for it is counted exceedingly rude for a man to stare at a woman in an elevator.

The salesmen began to snicker. This embarrassed the young man, for he had no reason to believe that they were laughing at him. He blushed and shifted uneasily, but did not look up.

Then one salesman laughed aloud. The young man lifted his head in order to reprove the vulgar person with a look, and then he said: "Well, I'll be—!"

The women had no heads!

The salesmen exploded, and the young man put his hat back on his head.

### The Hardware Market.

General trade, as usual for July, continues in moderate volume and dealers are confining their purchases to articles that are used almost exclusively in gathering in the present crops. The tendency to buy what it not needed is not noticeable, and mail orders, as well as those sent in by agents, are rather small, so far as dollars and cents are concerned. General prices are fluctuating but little, as every one seems to be adopting the waiting policy. What the future will be is hard to tell, but the prevailing feeling is that we will have a much better fall trade than usual. The tariff bill will soon be passed and, as far as it affects Michigan products, should be a benefit to trade. The increased duty on lumber, wool and other articles will, no doubt, make a better feeling among those who are directly benefited, and it cannot help being contagious. We no doubt will see a marked advance in many lines of hardware, but notwithstanding this apparent fact, dealers are not disposed to speculate on the future and buying from hand-to-mouth is still the rule.

Wire Nails—Never as low as now, manufacturers say; in fact, much less than cost. Nothing but an agreement will bolster prices and save them from bankruptcy. Dealers who have the money to spare, and a demand for the nails, will not make any mistake in buying now. Jobbers have not made any change in their prices, as orders are small.

Barbed Wire—But little is being used now and prices remain stationary.

Window Glass—In good demand. Stocks are lower than a year ago. Factories are all out of blast. The new tariff bill means higher prices. Glass is good property at present quotations.

Rope—The demand keeps up, but there is no change in prices. Staple sizes are scarce and all dealers are slow in getting their orders filled.

Harvesting Tools—The demand for haying and harvesting tools has been something unprecedented. It is impossible to get cradles to supply the trade, as factories have made up all of their stock and would not have time to make up new stock in time to fill the demand.

Files—The new list adopted on files has gone into effect and jobbers have adopted it quite generally.

Hon. Henry T. Kent, attorney of the Travelers' Protective Association of America, in his address at the Nashville convention, gave utterance to the following great central truth: "The most successful commercial traveler is he who has developed to the highest plane his individual capabilities." Mr. Kent rang a bell with that shot. It is only the man who relies absolutely on himself, and knowing his own power develops it fully, that can obtain and hold any man's trade. Individuality counts far more to-day than brilliancy.

Walking delegates and agitators want to do the talking for the men who do the work, making arbitration with strikers impossible of accomplishment.



## Bicycles

News and Gossip of Interest to Dealer and Rider.

"We hear a great deal about new-fangled notions for '08," said a local manufacturer the other day. "To my way of thinking, the manufacturers of high-grade wheels will not adopt any innovations until they feel sure of their ground. The established makers test everything thoroughly before they put their product on the market, and it is only the little fellows who make the public do the experimenting. If an imperfect wheel is put on the market, no matter whether it be a chainless or a chain wheel, it will react against the maker of that wheel."

\* \* \*

The golden rule with regard to all tires should be to pump them just as hard as they will go so as to bulge slightly when the full weight of the rider is in the saddle. A tire which is not fully inflated gives, perhaps, a more luxurious feeling when riding, but the damage which is done to the interior of the tire is enormous. The slightest inequality in the surface of the ground causes the weight of the rider to squash out the half-inflated tire so that the edge of the rim comes into contact with the road; the outer cover being turned out, the sharp edge of the rim naturally presses down upon it, and in the course of time will wear it out. The valve stem which protrudes through a hole in the rim is dragged by the circumferential motion of the wheel against its side, and the air tube, being more or less free inside, has a tendency to tear itself away from the valve.

\* \* \*

A cycle man in London who ran up against a big suburban horse dealer a few days ago asked him if the cycle craze had made much difference to his trade. He said he did not think it had. He continued: "We are not the people who feel the rub. We buy horses and sell them again, but the man who has been knocked by the cyclist is the one who lets horses and carriages out for hire. The swells who can afford to keep a horse and carriage still come to us, although they may have cycles as well. But with the middle class they buy a machine, and do not patronize the livery-stable keeper. They cycle when it is fine, and walk or stay at home while it may be wet or threatening. That's where the hardship comes in. It's the small man who gets left, but the other, who buys at Aldridge's or Tattersalls, hasn't felt it in the slightest!"

\* \* \*

The announcement that some well-known distance riders in the country intend to abandon long-distance races, due to the enormous expense entailed for pace makers, revives the question of motor pacing. Abroad distance match races have been on the decline, due to the big money demanded by pace-makers. The universal complaint that such races will be discontinued raises the possibility of motor pacing being taken up rather than allow long-distance events to discontinue.

\* \* \*

The Bicycling News of London says: "The employment of motor cars for pacing in the Bordeaux, Paris, race and the recent performances of the Darracq electric tandem on the Seine track have again raised the question whether such methods should be employed for the assistance of speedy cyclists. On the face

of it there is no doubt that mechanical pacing ought to be entirely suppressed, especially in the case where the motor vehicles are of such volume that they actually draw the cyclist along with almost as much effectiveness as if he were attached by a rope. In such a case the motor car is quite as much responsible for the performance as the cyclist, and men like Rivierre plainly state that there is relatively little effort in pedalling behind a mechanical vehicle.

\* \* \*

"There is a lack of unanimity as to whether mechanical pacing should be tolerated or not. Some are entirely opposed to mechanical pacing, while others think that while it should be suppressed on the road it might be employed on the track. Others go further, and say that there is no reasonable cause why motor cars should not be used for assisting riders. One maker of electric motor cars is evidently a little sarcastic, for he suggests that some one will be bringing out a pacing instrument in the shape of a funnel, propelled by motor powers, so that a cyclist need only get close enough to the orifice to be drawn into it by the enormous draught. The question may be discussed from all possible points of view, but it will not alter the fact that the electric triplet, capable of doing a mile in a shade over a minute, and the motor car will be used more and more for pacing on road and track, for this matter rests entirely with the makers themselves, who are in want of efficient pacing for their riders, and they see that they get it."

### Wanted Her Money's Worth.

From the Washington Evening Star.

Any one who had not seen the woman with an angry eye wobble just before she dismounted from her wheel would have taken her for an experienced rider, a heroine of century runs. She strode with majestic confidence through the store, and so impressed another woman that she forgot herself and let the newcomer be waited on first.

"I suppose," she said to the clerk, "that I looked rather new at bicycling, and you thought that there wasn't very much use of bothering about me, because I wouldn't know the difference, anyhow."

The clerk assured her to the contrary, and said he was sure there was some misunderstanding.

"There was a misunderstanding," she answered. "I understood that when I bought this repair kit I was getting all that a repair kit ought to contain."

"Certainly," he answered. "Isn't it all right?"

"Didn't you expressly state that it contained everything that would be required for repairs in an ordinary accident?"

"Yes."

"And I bought it with that implied guarantee, didn't I?"

"Undeniably, you did."

"And if things didn't turn out just as you represented them it's your business to make good the deficiency?"

"I suppose so."

"All right. There's your repair kit. You can either put in a paper of pins and some sticking plaster, or else give me back my money."

### Both Domestic and Imported.

The tobacconist was sitting on the front porch enjoying a quiet smoke when the census-taker came along. He obligingly gave the names of the members of his family and ended the list by adding the name "Bridget Mahone."

"Is she a domestic?" enquired the census man.

"No," said the cigar dealer, absently, "she's imported."

There is but one straight course, and that is to seek truth and pursue it steadily.



P. 3

"A Perfectly Satisfied Lady" buyer is a desirable advertising medium." Every lady who owns and rides a Ladies' Model "C" Clipper is satisfied. Every lady who has tried the Clipper convertible tandem is delighted with it. All Clippers which are intended for use by the fair sex have been carefully designed and carefully made, with a view to securing the best of advertising mediums as our friends. Ladies' Clippers are marvels of strength and durability. It has been said by good judges that a "lady looked better on a Clipper than any other wheel."

MADE BY

THE CLIPPER PEOPLE, Grand Rapids, Mich.

## You Can't Make

## Every Inch a Bicycle!

We want bright business men to represent us everywhere.

MONARCH CYCLE MFG. CO.

Chicago

New York

London.

Send nine two-cent stamps for Monarch Playing Cards. Regular 50c cards.

## 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.

## Four Kinds of Coupon Books

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

TRADESMAN COMPANY, Grand Rapids.



## FOUNDERS OF THE TRADE.

### Origin of the Furniture Industry Attributed to the Winchesters.

I have had my attention called to the Michigan Tradesman of July 14, containing the recent address of Mr. William Widdicombe before the Pan American delegates. Mr. Widdicombe, as well as many others, is entitled to great credit for the part they have taken in the building up of the furniture trade in Grand Rapids, but his history of the rise of the wholesale trade is, in my opinion, far from being correct.

When I came to this city, in 1853, Hon. W. T. Powers and Morris Ball were the leaders as manufacturers and dealers in furniture. Eagles & Pullman and Deacon Haldane were also in the business. In the spring of 1854 Enoch W. Winchester, a man experienced in the trade, came here from Keene, N. H., and engaged with Deacon Haldane. The next year Samuel A. Winchester, his brother, came also and soon after the brothers built what was then called a large factory on Lyon street, to be run with steam power, expressly for the manufacture of furniture. Business was good in these years until the great financial crash which came Oct. 1, 1857. It is hard to picture the condition for the next four years, and had taxes then been what they are today, but few could have retained their homes. Money left the country. Eastern capitalists called in their loans. Property was worth nothing. Money was everything. The rate at the banks was 3 per cent. a month and little to be had at that. The banks lost more than they gained and went out of the business, but paid their debts. It was a time of serious trouble, on account of the many out of employment, and it was a struggle for even coarse food and clothing.

I will here mention one incident: In February or March, 1858, I said to a Hollander who had been in my employ some four years that I did not see how we could employ him longer. He broke down, saying, as best he could, that he had a wife and six children; that rather than let them starve, he would work for \$4 a week. My reply was, "Keep your place at the old wages so long as we can pay you;" and he did keep it for twenty-five years—most of the time at \$2 per day.

September 15, 1857, fifteen days before the panic struck us, I purchased the Winchester factory, machinery and stock in trade, expecting that E. W. Winchester would remain with me to manage the manufacturing department; but in March or April, 1858, he, thinking that the furniture trade had become a total failure, left for California and was away for five years. Mr. Powers had purchased the interests of his partners, but, after the panic, decided to work out of the trade as rapidly as prudence would permit. As early as 1859, to enable us to keep our factory running, we worked up a trade with the dealers in the smaller towns in Michigan—Grand Haven, Ionia and Lowell among them. I think that in 1860 we opened warerooms in Milwaukee and in 1861 established permanent trade in Peoria, Ill., which has grown into the large establishment of Comstock & Avery there to-day. In the latter part of 1861 I succeeded in building a large addition to the factory, against the admonitions of my friends, and put in more machinery, so that we nearly or quite doubled our product. At that time we

had in our employ Elias Matter as foreman in the factory; Mr. Ham, a very energetic mechanic, who had failed in the business at Ionia; A. B. Pullman, a first-class workman (formerly partner with Mr. Eagles, deceased)—all good instructors for a man like myself who had never learned a trade. About this time William and George Widdicombe, and perhaps the two younger brothers, Harry and John, were in our employ, while their father was still at work in his shop. The old dealers were nearly out or getting out of the trade, but the senior Widdicombe and Buddington & Turnham had come into the field. They were not formidable competitors, for, unless some of these parties prevaricated, some of their finished goods were returned in the knock-down before reaching their destination and chairs were brought back in a bag before being put to use. Our business was well organized and established in January, 1862. The first large dealer I know of having come here to purchase goods was one of the Hale Brothers, of Chicago, whom I met at Gardner, Mass., in March, 1862, and I induced him to come with me to this city on his return home and sold him some 200 bureaus and other goods at a good profit. We believe that we can safely say that in 1862 and 1863 our factory produced three-fourths of the furniture manufactured in this city, and it had become a profitable investment. When the income tax was first levied mine was, I believe, the largest in this part of the State, and I would be glad if it had not been less since. I would pay it cheerfully. When this condition was known, there was a rush to get an interest in the business—Mr. Matter among others, and I have always regretted that I did not grant his request, for he was a good foreman in the factory and a good salesman and accountant. Mr. Ham left us to go somewhere. Mr. Pullman left May 1, 1862, for Chicago and Mr. Matter went into partnership with Julius Berkey October 1 following. I had known little of Julius Berkey up to that time. If he had been manufacturing we had never come in competition with his goods. Instead of the Winchester factory following a line established by Julius Berkey, as was said by Mr. Widdicombe, we think that Berkey & Matter commenced by working after the patterns for cheap walnut stands left in our factory by E. W. Winchester. They started, as I understood, with a capital less than \$600, including stock and machinery, but Mr. Matter's natural ability, integrity and experience were a good foundation for credit, and for aught I know Mr. Berkey may have been his equal. It had been demonstrated in the Winchester factory that it was a profitable trade to engage in and from the start Berkey & Matter met with success. W. A. Berkey joined them in 1863 and the outcome has been wonderful. In the early part of 1863 I was passing the senior Widdicombe's shop on the canal when he came up and said, "I want you to buy me out and I will go into your factory. I am a good workman, but cannot manage business." I replied that I hardly thought he wished to do that. He said he was in earnest. We went into his shop together and I purchased what he had to sell in less than thirty minutes, and he came into our factory, as he then agreed, and remained as long as I was there. His workmanship proved that what he stated was more than true. He was a superior workman, a pleasant man to meet and I enjoyed his company as

long as he lived. I sold a half interest in the factory to James M. and Ezra T. Nelson Oct. 8, 1863, leaving my son, Tileston, there, and went myself into the manufacture of woodenware, in connection with the lumber business, in which I was then and have long been engaged.

To Mr. William Widdicombe I would say: While you were in my employ, I considered that you were a faithful employee and I have always been pleased with your success; but I regret to note that you should—even unintentionally—deprive the Winchesters of the credit I believe to be due them as the real founders of the furniture industry of Grand Rapids.

It is not to those who succeed the best that all honor belongs. Some man may start an enterprise and, by reason of financial changes and other unavoidable misfortunes, fail and still be a giant in honesty, intellect and design for the good of others, when compared with him who does succeed and become rich and admired for his wealth and so-called foresight. True merit belongs to those who, by their skill and faithful service, make it possible for others to succeed in a cause that benefits mankind. The

Winchesters did not gain wealth by their undertaking, but just so sure as the blood of the martyrs was the seed of the church, so their old factory was the seed for the wonderful growth of the furniture trade in Grand Rapids, for there was the place where the first success was made in manufacturing goods to any extent for outside markets. After this was demonstrated, others rushed into the trade, until Grand Rapids is now claimed by many to be the furniture city of the world. The old factory and its chief builder have passed away and the place is now covered with seven stories of stone and brick which should remain as their monument forever.

C. C. COMSTOCK.

Did you ever notice that there are as many kinds of wrinkles as there are faces for them to adorn? The kind produced by worry appear first on the forehead and are made up of many small vertical lines, while the lines of care show first in the furrows on either side of the mouth and become more marked as age advances. Laughter alone is responsible for the crows' foot wrinkles about the eyes and those small, mischievous ones near the corners of the mouth.

## Ruberoid Ready Roofing

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

### H. M. REYNOLDS & SON,

Detroit Office, foot of 3d Street.

GRAND RAPIDS, MICH.

**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.

## Save Money

by writing us at once about our Special Offer

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. We will send this Carbon System on 60 days' trial if desired. Good salesman wanted in every town.

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

## Good Yeast is Indispensable

### Fleischmann & Co.'s

is the recognized standard of excellence.

Put up in pound packages for bakers and in tin foil for family use.

None genuine

without our



OUR LABEL

Yellow label

and signature

Prompt attention given to shipping orders. Address orders for yeast to

**FLEISCHMANN & CO.,** 26 Fountain St., Grand Rapids, Mich., or 118 Bates St., Detroit, Mich.



## Around the State

### Movements of Merchants.

St. Louis—N. Tucker has removed his bazaar stock to Fenton.

Maple Rapids—M. M. Roberts has opened a new grocery store.

Menominee—E. C. Somerville opened a new grocery store July 17.

Petoskey—G. Rottenburg will shortly open a new meat market.

Buchanan—Frank Treat has purchased the meat market of J. G. Corey.

Port Hope—Michael Rosenburg, general dealer, has removed to Turner.

Wolverine—David W. Jones has assigned his general stock to Albert Jones.

St. Louis—P. A. Throop has purchased the grocery stock of C. A. Throop.

Bellevue—Griffith & Nelson have opened a bazaar store. They hail from Potterville.

Detroit—Twigg & Pratt succeed Twigg & Lovejoy in the commission produce business.

Ann Arbor—Fred J. Schleede is erecting a new two-story brick store building, 80 feet in depth.

Otsego—Geo. W. Bingham has purchased the stock of wall paper, curtains and fixtures of C. A. Barnes.

Ionia—Harwood & Bliss have opened a grocery store at Tremaine's Corners, four miles south of this place.

Blissfield—The style of the general firm of the Ellis & Scott Co. has been changed to the Ellis-Morrow Co.

Detroit—Berman, Wine & Co. succeed Berman & Wine in the clothing and men's furnishing goods business.

Flint—Holmes & Wells will shortly remove their cigar factory to more commodious quarters in the Henderson block.

Saginaw (W. S.)—L. G. W. Kohn is succeeded by Annie (Mrs. L. G. W.) Kohn in the grocery and boot and shoe business.

Benton Harbor—Hirsch Bros. have sold their meat market to M. F. Barry and Harvey Forbes, who will continue the business.

Remus—A. L. Hawk has sold his drug stock to E. S. Wiseman, of Big Rapids, who will continue the business at the same location.

Grand Ledge—William Sharp, the meat dealer, has fallen heir to property in England and will go there next fall to effect a settlement.

Hancock—The Hancock Mercantile Co. with headquarters here and a branch at Red Jacket, closed doors Tuesday. Assets, \$2 100; liabilities, \$1,800.

Lansing—The Michigan Produce Co. has begun the erection of a frame warehouse building, 28x100 feet in dimensions, which will have a capacity of 500 tons of baled hay.

St. Johns—Helmer Goette, who has been running a drug store in Detroit for the past year, sold out last week and returned to his home in St. Johns. He expects to open a drug store here.

Shelby—E. M. Graves is erecting a store building and residence at Cargill Corners, in Weare township, and will shortly embark in general trade there. He will undertake to secure the establishment of a postoffice at that place.

Saginaw—Wm. H. McPhee, formerly in the merchant tailoring and clothing business in this city, but who has recently been engaged in the same business in Buffalo, has decided to return to Saginaw. He has leased the store at 108 North Hamilton street and will occupy it August 1.

Mt. Pleasant—W. E. Preston, for the past six years Secretary and Manager of the Land, Loan and Title Guarantee Co., here, has resigned the place to accept the position of manager of the People's Savings Bank of Mt. Pleasant.

Eiba—Mrs. Nelson Potter has sold her grocery stock to Arthur Moore, who will continue the business at the same location. The dry goods and boot and shoe stock have been purchased by A. A. Updegraff, of Atlas, who has removed the goods to that place.

Detroit—Stevens & Todd, the druggists, have lost their suit against Mme. Yale, the decision of the lower court, for the defendant, being sustained by the Supreme Court. The suit was for damages because they claimed the exclusive right to sell Mme. Yale's goods and she allowed others to handle them.

Lake Ann—The business men are exhibiting unusual pluck in regaining the ground lost in the recent fire. A. B. Huellmantel has his new store building well under way. Wm. Habbeler is also making rapid progress in restoring that portion of his plant which was destroyed. He will build a smaller sawmill than the old one, the new mill having a daily capacity of 25,000 feet, whereas the former establishment could turn out 50,000 feet.

Sawyer—Burglars broke into the store of B. Hinchman the other night. They effected an entrance through a side window and left it open to make their escape easy. There was a watch dog in the store. As soon as the men started to work, the dog shot through the window and went to his master's house. Mr. Hinchman was roused by the dog's barking and started for the store. A guard gave the burglars a tip and all escaped, although Hinchman fired several shots at them. Hinchman thinks his dog is worth his weight in gold.

### Manufacturing Matters.

Irving—A. D. Hughes has sold his flouring mill to H. D. Strong.

Hubbardston—H. B. Slocum is thoroughly overhauling and refitting the grist mill here.

Muskegon Heights—The Michigan Washing Machine Co.'s factory will begin operations again next week.

Ypsilanti—Elmer Brown has purchased the creamery of Samuel Barnard and is now conducting the business.

Cheboygan—Pelton & Reid are receiving 8,000,000 feet of logs from Canada, which they will saw for Mr. Bertram.

Cheboygan—W. & A. McArthur are shipping dressed lumber to Gaylord, to be used in constructing a large dry kiln at that place.

Hancock—The Quincy Mining Co. has declared a dividend of \$4 per share. This means a distribution of \$160,000 to stockholders.

Otsego—The Otsego Chair Co. is building an addition to its factory, three stories high and 25x33 feet in size. The new building will be used for the storage of turned stock.

Gun Marsh—Joseph Deal, who conducts the stave mill plant here, is in financial difficulties to the extent of about \$7,000. A mortgage of \$6,000 has been foreclosed.

Menominee—In the mill yard of the Ludington, Wells & Van Schaick Co., movable trams have been introduced, and are said to be a great improvement. The construction is so designed that the trams can be taken down and removed from one part of the yard to another. This obviates the necessity of building trams all over the yard as permanent structures.

Menominee—The Kirby Carpenter Company's two sawmills are cutting an average of 350,000 feet of lumber a day of ten hours, and the shipments are about equal to that quantity.

Coldwater—The Pratt Manufacturing Co. recently received an order from G. W. Travers, of New York City, for 2,000 dozens of children's sleds. This is one of the largest orders ever placed here.

Detroit—The Hart Motor Co. has been organized with a capital stock of \$250,000, of which \$25,000 is paid in. The company will carry on a business in motors, engines, etc. The members are Henry C. Hart, Robert W. Hart, Albert Ives, Jr. The latter is trustee, and as such holds 2,497 shares, having one share individually. The others each hold one share.

Manistee—The Eureka mill at this point started up Monday, and will probably have enough logs to run it the balance of the season. The Manistee Lumber Co. is running one side of its mill nights to try and catch up with the logs, which are beginning to crowd it some what. Peters' old mill has been shut down for the past week, as it did not have enough logs to keep going.

Saginaw—The gradual disappearance of standing shingle timber has set farmers to work securing timber for shingle bolts from white pine stumps on cut over lands and on farms which were once covered with pine timber. In the old days of lumbering, nearly all the white pine trees were long butted; that is, the stump was left at a height of about three feet. In all the white pine counties there are thousands of pine stumps left, and farmers are now converting them into shingle bolts at a good profit. In the vicinity of Coleman this has developed into quite an industry, and bolts are cut and hauled a distance of fifteen and twenty miles to the shingle mills, and quantities of them are purchased and hauled on the railroads to market. They make a good article of shingle and are said to give good satisfaction, besides affording a considerable source of revenue.

Ishpeming—The strike of the miners employed at the Ropes gold mine has called attention to the existence of gold mining in this district, which almost has been forgotten by the general public since the collapse of the gold boom of the Ishpeming district in 1890. The Ropes mine, which was employing forty men previous to the strike, is the oldest of the gold mines of Michigan, as it has been for a number of years the only one in operation. Originally discovered in 1880, it was explored for two years, and in 1883 a mill was set at work, which has been pounding quartz from the mine until the strike shut down both mine and mill. The Ropes represents an investment of about \$175,000, in addition to the product of the mine which has been put back into it. The property has never paid a dividend, but for the last four years it has been self supporting, although earning practically no profit. During the period of its operation it has added something like \$800,000 in gold and silver to the wealth of the country and has paid out more than \$500,000 in wages, so that it has not been altogether a failure, even though it has never remunerated its stockholders for their investments. The Ropes has one of the largest mills in the country, with sixty-five stamps, not all of which are kept busy even when the property is working. The mine itself is the deepest in the county, being nearly

1,000 feet down. There are untold millions in gold lying in the hills north of Ishpeming, but although the existence of this wealth has been known for the last seventeen years, no person or company has yet succeeded in winning any of it without expending more than was secured. Many of the oldest and ablest mining men of the county feel confident of the ultimate development of highly profitable mines of gold in the district, but the work so far done in the effort to open paying properties has been disastrous in every instance.

### Denies the Charge of the Produce Review.

Chelsea, July 17—Replying to yours of July 14, will say that the statements contained in the New York Produce Review, relative to the failure of the firm of C. J. Chandler & Co. are not true, and I wrote them on July 12 as follows: "The New York Produce Review of July 7 contains two articles grossly libelous regarding the failure of C. J. Chandler & Co. The article of page 2 entitled, 'A Snide Game,' insinuating that we bought eggs in Chicago and the West, and shipped them East as Michigans, is false. We have not done that. We have had an extensive Eastern trade, selling mostly on track, and the fact that we have held this trade for the past five years and have had regular weekly orders would show that our stock has given perfect satisfaction. This we can prove by numerous letters we have received from houses complimenting us upon the quality of our goods. The article on page 32 is equally libelous and damaging, so far as it refers to our method of dealing, and we shall expect a proper retraction in your paper. We have failed, it is true, and, like all others who fail, we expect abuse, but gross libels are different."

We look to them for the publication of this letter. C. J. CHANDLER.

### Cancelled the Mid-Summer Meeting.

On account of the action of the Michigan Passenger Association in refusing to grant the promised concession in rates to and from the meeting, it has been decided advisable to cancel the semi-annual convention of the Michigan Retail Grocers' Association, which was to be held at Detroit on Thursday and Friday, Aug. 26 and 27. The Detroit Convention League undertook to secure a half fare rate on all of the railroads of the State for that occasion, but was unable to accomplish the undertaking, owing to the opposition of some of the smaller lines. The question of rates was considered as good as settled and the programme for the meeting had been practically decided upon. The features will be preserved for the regular meeting, which will be held next February.

### To Meet in Detroit Next Year.

At the second annual meeting of the Michigan Hardware Association, held at Battle Creek last week, it was decided to hold the next annual convention in Detroit. The election of officers for the ensuing year resulted as follows: President—Chas. F. Bock, of Battle Creek; Vice-President—H. W. Weber, of West Bay City; Secretary and Treasurer—H. C. Minnie, of Eaton Rapids.

"A baby," remarked the observer of men and things, "may not have as much sense as a man, but I don't imagine a baby believes every woman who comes along and tells him she loves him."

Ask Visner for Inducement on Gillies' New York spice contest. Phone 1589.

Revenge is the only debt which it is wrong to pay.



## Grand Rapids Gossip

S. P. Smith has removed his grocery stock from Lyons to this city, locating at 76 Island street.

Alex Moore & Co., grocers at 323 South Division street, have been closed on chattel mortgage held by the Olney & Judson Grocer Co.

Louis Thiebout and son have formed a copartnership under the style of Thiebout & Son and will embark in the meat business at 549 Ottawa street.

P. M. Lathrop has succeeded in interesting some gentlemen of excellent character in a new enterprise to be known as the Round & Flat Hoop Co. The headquarters of the corporation will be in this city, but the operations will be carried on at several points in the northern portion of the State.

E. A. Kernan has purchased the bakery of S. A. Potter, 500 South Division street, which necessitates his retiring from the local agency of Fleischmann & Co., which he has held several years. His successor is N. E. Briggs, who has been connected with the agency several years in the capacity of salesman.

The Tradesman is informed that Frank J. Lamb and Chester A. Lamb and their families have left the city and taken up their residence in Milwaukee, where they are engaged in the commission business with Chas. H. Kridler, formerly engaged in the saloon business in this city. The criminal cases against the Lambs are still pending in the United States Court.

### Grand Rapids Retail Grocers' Association.

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

E. A. Stowe reported that he had attended an informal meeting of the Grand Rapids Retail Meat Dealers' Association, held the evening before, at which time it was unanimously decided to join with the grocers in closing up all day on the date of the picnic and participate in the celebration at Reed's Lake. The report was accepted.

The Committee on Sports was instructed to announce in the programme that all games and contests are to be open to the meat dealers and their clerks, the same as they are to the grocers and grocery clerks.

Homer Klap moved that the grocers and meat dealers of all towns in the vicinity of Grand Rapids be invited to join the local grocers and butchers in their annual picnic, which was adopted.

The Committee on Sports reported that it had not yet completed the programme, but hoped to do so before the end of the present week. Two ball games will be played during the day—one at 10 o'clock between the grocers and butchers and one in the afternoon by the grocery clerks and meat clerks. Several events of a novel character will be introduced this year and an effort made to keep things lively from sunrise to sunset. The report was accepted and the Committee requested to complete its work as promptly as possible.

Chairman Merrill announced the following Reception Committee for the picnic: L. J. Katz, Phil Hilber, S. J. Hufford, Geo. Waltz, Carl Mangold, Carl Voigt, Arthur Plum, Louis Kusterer, Chas. Wurtz, Wm. Canfield, Peter Lankester, Cornelius Seven, F. L. Merrill, M. P. Hedges, Peter Braun, O. D. Price, Albert Stein.

A canvass of the flour situation disclosed the fact that the plan is working nicely all over the city, there having been but two complaints brought to the attention of the Committee, one of

which was found to be based upon a misapprehension of facts. The Committee commended the millers for their promptness and thoroughness in investigating complaints, it being the apparent intention of the millers to give the system a thorough trial, with a view to its permanent establishment.

Treasurer Lehman reported a balance on hand of \$210.62.

There being no further business, the meeting adjourned.

### The Produce Market.

Bananas—The market is a little easier, under good receipts. The movement is still large. Outside quotations of last week are not obtained.

Beets—15c per doz. bunches.

Butter—No change from a week ago.

Cabbage—60@75c per doz., according to size.

Carrots—15c per doz.

Cauliflower—\$1.50 per doz.

Celery—15c per bunch.

Cherries—Red and Black command \$1@1.50 per bu., according to size and quality. The black variety was small this year.

Cheese—The market has held its own during the week, some factories having marked their quotations up  $\frac{1}{4}$ @ $\frac{1}{2}$ c. There is a considerable range of price on strictly fancy cheese, as there is a considerable range in taste as to different makes of cheese.

Corn—Green commands 15@20c per doz.

Currants—Red bring 75c per crate of 16 qts.

Cucumbers—35c per doz.

Eggs—Receipts are so poor that buyers refuse to take them except on basis of candled stock. Fancy candled is held at 9c.

Lemons—As was predicted last week, the market went up fast. Lemons are selling at \$4.50@6 per box for Messinas, and \$3.50@5 for Californias. The stocks in hand are light, and Eastern markets are high, with light stocks. Inside quotations are for stock that is hardly good for shipment, and is not sent out unless specified.

Lettuce—50c per bu.

Melons—Watermelons are in excellent demand at 25c. Little Gems from Illinois command \$1 per doz.

Onions—Dry, \$1 per bu. Green, 15@25c per doz. bunches.

Oranges—Navels are out of the market. There is little change in price of any variety, and a good assortment and fair stock is on hand.

Peas—Advanced to 50@75c per bu. Stock is scarce.

Peaches—No Southern stock has been in the market for several days. West coast stock is offered at lower prices than before. There is a considerable quantity.

Pineapples—Bermudas are out of the market. There is a good stock of Floridas and Honduras mammoth. The movement is light.

Potatoes—Receipts are too small to meet the consumptive and distributing demands of the market. The price is strong at 85c, but dearth of stock may force the price up to \$1 before the end of the week. Kansas City and Louisville are bare of stock and other Southern markets are nearing the point of exhaustion.

Radishes—Charter and China Rose command 10c. The quality of both is fine.

Raspberries—Black command 50@60c per 16 qt. crate and Red are 20@25c per crate higher. Both are fine in quality and excellent in appearance.

Squash—3c per lb.

Tomatoes—The stock is none too large and prices hold up well. Supplies are now coming from Illinois, but home grown will be in plentiful supply inside of a fortnight. Present quotations are \$1 per crate of 4 baskets.

Turnips—Home grown command 20c per doz.

Wax Beans—\$1.50 per bu.

Whortleberries—Arrivals are so meager that the price continues to hold up to \$2.50. The quality is fair.

### The Grocery Market.

Sugar—Refined grades are very strong, but without change as to quotations. Raws have advanced during the week  $\frac{1}{8}$ c. This is not because of the condition of the European market, but because of the advance of tariff legislation on this commodity. Sugar is still coming to this country for speculative purposes, and will continue to come until the new tariff law shall become active. In this country now is nearly enough raw sugar stored up to last the refiners for the next year's consumption. The discussion on the bill has been prolonged enough to give them the opportunity to get a large revenue for the Sugar Trust that might have gone to the Government. The volume of business now done in sugar from refiners to jobbers, and from jobbers to retailers is very large, as this is the fruit season. In this market the movement of sugar is large, and about normal.

Coffee—Actual coffees are unchanged as to price and a better feeling is prevalent and more enquiry from the trade in general. Brazil is firmer and offerings light. Maracaibos are slightly lower in quotations, perhaps more due to the fact of the undesirability of the stock in first hands, as desirable parcels bring a premium. Javas, firm and quiet. Mocha; unchanged.

Tea—The proposed duty, that did not materialize, had the effect to bring more tea into the country than was needed and importers were also stimulated to buy for future needs, thinking that the new inspection laws would keep out about a third of the usual supply, and so send prices up. It was also believed that the old crop teas on hand were but little. It now seems that there is in certain jobbers' hands in the country a considerable of old stock, and the new importations, with the stock on hand, will have the effect to make the market weak.

Dried Fruits—Reports from the Sultana raisin crop show that the product will be larger than first expected. It is reported that the Greek currant crop is promising about 165,000 tons, which will be ample for all requirements. Advices from California show that the prune crop will be larger than last year, but that the peach crop will not come up to the average, and the pear crop will be rather light.

Canned Goods—There is some enquiry for spot tomatoes at unchanged prices, and some for futures on the same basis as last year's prices. The market for spot tomatoes is still none too strong. Peas are very dull. The jobbing trade is not taking hold of them to any extent, waiting until the retail trade begin to order. This they have not yet begun to do. Prices are still unchanged. Nothing is doing in corn and the market remains unchanged. Peaches are selling very slowly, with a slight enquiry for California goods. Prices are unchanged.

Fish—The aggregate advance in mackerel up to the present time is about \$3, and it is hard to see how further advances can be avoided. The demand for cod is very slim. Lake fish is firm and the demand fair. Salmon is moving well and the impression is that prices have about reached their lowest point. Conditions in the salmon market point to a continuation of present prices. Lobster has advanced 5c per dozen further, and it is very hard to get hold of.

Provisions—The reduction in the marketing of hogs has not been all that has

been looked for, which has had an influence in weakening speculative interest, and prices of leading articles have declined, notwithstanding the good current demand for both domestic and foreign distribution. Sentiment has been somewhat influenced by the better shaping of the growing corn crop.

### The Grain Market.

Wheat kept a very even tenure during the week until the last three days, when it firmed up considerably, which is accounted for by the report that the Danube crop is 40 per cent. short. Reports from France show that the crop is poorer than was expected and that she will have to import wheat, and it is also reported that the French government has repealed the export duty on wheat. Reports show that the visible decreased 1,285,000 bushels, while no one expected it would decrease more than 500,000 bushels. This capped the climax and winter wheat shot up fully 3c per bushel and spring wheat 6c per bushel. We find September futures selling to-day in Chicago at 72 $\frac{3}{4}$ c and winter futures for the same month at 75 $\frac{1}{2}$ c. It will be readily seen that the price of spring and the price of winter are gradually coming together. The markets for the past few days have been very excited and the editor of the Tradesman would probably use some very forcible language if he were in the grain business, especially as he seems to be addicted to the use of strong terms. Sorry we are not in position to accommodate him. He seems to have great capacity for handling antiquated stories. Even if they are made up of falsehoods, it does not seem to irritate his conscience in the least. However, we think after meditating on the subject, he will see that he has made very poor use of his intelligence.

Our visible is lower—with one exception—than it has been at any time since 1885, being only 15,300,000 bushels. Old wheat is very scarce, but with this fine dry weather, new wheat will soon be on the market. It is coming in some later this year than usual. Last year new wheat came in the market on July 11 and in 1895 on July 12 and even earlier in previous years. We have no doubt that new wheat will make its appearance this week and all those who expect to get old wheat flour should get it at once, as old wheat is getting very scarce.

Corn followed wheat to a certain extent, but is now at the same price as one week ago. The same can be said of oats, although the crop is not looking very well and we expect to see oats bringing better prices.

The receipts during the week were very moderate, being only 26 cars of wheat, 9 cars of corn and 4 cars of oats.

Local millers are paying 73c per bushel for wheat. C. G. A. VOIGT.

Arthur A. Scott, book keeper for the Clark-Jewell-Wells Co., is spending his vacation on the lakes, taking a trip on a line boat from Chicago to the Soo and return. Arthur is a water dog, if there ever was one. Every Sunday during the summer he visits his mother—and another lady friend—at Grand Haven, but spends most of his time in his two-spar sail boat, cruising on Spring Lake and Lake Michigan. In addition to his penchant for sailing, he is an amateur photographer of no mean ability, having been known to throw a dog out of his boat in order to get an instantaneous view of the struggles of the animal in reaching a place of safety.



## Fruits and Produce.

### Possibly Went a Little Too Far.

The last Legislature passed a law prohibiting the sale of adulterated coffee in this State except where the package bears the designation "Coffee Compound" and the name and address of the manufacturer and no other wording or design. The Food Commissioner took the ground that the law went a little too far, inasmuch as a strict interpretation of the statute would shut out valuable trade marks and special designs which are protected by the U. S. patent office. Appeal was thereupon taken to the Attorney General, who looked up the law carefully and reached the same conclusion as to the Commissioner, as is shown by the subjoined opinion:

Lansing, July 7.—Your communication bearing date of June 12, 1897, requesting instructions in the interpretation of Section 15, of Act number 193, of the public acts of 1895, as amended in 1897, relating to the sale of "Coffee Compound," received.

The questions presented in your communication resolve themselves into:

1. Was it the intent of the Legislature, in amending Section 15, of Act 193, of the public acts of 1895, to prohibit the placing of any reading matter, mark or designation upon packages used for adulterated coffee, except those expressly required in that section to be placed thereon, and

2. If it was the intent of the Legislature to allow nothing but what it expressly required to be placed upon packages used for adulterated coffee to be placed thereon, does this prohibit manufacturers and dealers in adulterated coffee from placing their trade marks properly registered under the laws of the United States on such packages?

Section 15, of Act 193, of the public acts of 1895, as amended in 1897 (as shown by copy of amendments submitted by you), provides as follows:

No person shall manufacture or sell, or offer for sale any manufactured or artificial coffee berry in imitation of the genuine berry. No person shall manufacture, sell, or offer or expose for sale, any ground or prepared coffee which is adulterated with chicory or other substances not injurious to health, unless each package thereof shall be distinctly labeled or marked "Coffee Compound," together with the name and address of the manufacturer or compounder thereof, and has no other label of whatever name or designation.

This section, in my opinion, is specific in its terms that each package of ground or prepared coffee which is adulterated shall be distinctly labeled or marked "Coffee Compound," together with the name of the manufacturer or compounder. The question presented under this section of the act as amended is, can any words other than those which are expressly provided by this section shall be placed upon the package, be placed thereon? The answer to this question depends upon the intent of the Legislature in using the words, "and has no other label of whatever name or designation."

In my opinion, the true import and meaning of the word "label," as used therein, was that it should extend to, and include any and every description, figure, designation or sign which the manufacturer or dealer in such articles might desire or attempt to place thereon.

It being clear that it was the intent of the Legislature to prohibit the use on packages used for adulterated coffee, of any word or designation, with the exception of those which it specifically requires under Section 15 to be placed thereon, it remains to be determined how far the authority of the Legislature to prohibit the use of labels and marks on such articles extends. That is, does the power of the Legislature extend so as to prohibit the manufacturer or dealer in adulterated coffee from placing upon the packages which he uses for the

same, his trade-mark, which is properly registered under the laws of the United States?

It seems to me to be clear that it does not. The authority of the United States to provide for the registration of trade-marks, and for the protection of property therein and rights thereunder is derived from, dependent upon and co-extensive with, the power granted by the constitution to regulate commerce between the states, with foreign nations and with the Indian tribes. The Congress of the United States, in the exercise of this power, has enacted laws which provide for the registration and protection of trade-marks used in commerce with foreign nations and with the Indian tribes. Under such law such trade-marks are allowed to be placed upon the articles in which the owner of the same deals or which he manufactures. The regulation of commerce between the states, and with foreign nations, being granted to the United States, is taken from the states. The acts of the United States regulating trade-marks being passed in exercise of the authority granted to regulate commerce, it is not within the province of the several states to pass any law which will restrict the rights properly granted by the laws of the United States to any person or persons in their trade mark which they have properly registered under such laws of the United States, and it is, therefore, clear that Section 15, so far as it might operate to prohibit the use of trade-marks, would be void, as being in contravention with the laws of the United States.

Whether or not such trade-mark can be surrounded with such words as "crushed," "pulverized," "full weight," etc., seems to me to depend upon whether or not they are a part of the trade-mark. If a part of the trade-mark, they can be properly used. If not, their use would clearly be in contravention of Section 15.

### Business Man's Talk to a Farmer.

From the Superior (Neb.) Journal.

"No," said the hardware man to the farmer, as he tied up the package of nails in the paper "as you say, people talk about the low price of what they sell, and don't say a word about the low price of what they buy. Take those nails, now. What do you suppose those nails would cost you ten years ago? Just about six cents a pound, and now you can take the lot of better goods at 3 cents and the extra wrapper thrown in. That's not much, you say. Not so much on a little lot of nails, perhaps, but 10 cents isn't much on the bushel of potatoes you brought in just now, and that's all the difference in price from ten years ago, and yet you grumble at the low price. It's not the pound of nails that hurts me. Everything in my store has gone down the same way. Your wheat and hay and chickens and butter and eggs bring you substantially the same prices they did ten years ago. You farmers forget that you have things to buy as well as things to sell. Want to buy a plough this year? There's a dandy for \$12. Ten years ago I'd have asked \$16 for it. There's \$4 saved to you at one clip. There's a better planter than the one I sold you ten years ago for \$60—a whole lot better. Take it along for \$40. Remember that binder you bought of me ten years ago for \$189? Must be worn out, eh? I'll sell you a 50 per cent. better one to-day and throw off the \$89. You farmers don't know when you are well off."

### Bogus Currant Jelly.

A certain compound made in Oneida, N. Y., and alleged to be red currant jelly, was found by a California chemist to be apple jelly colored with certain aniline dyes. The defense tried to have the suit dismissed on the ground that the stuff had been bought for the purpose of analysis and not for use as food. The jury after about five minutes' cogitation returned a verdict of guilty against Mr. Dutton. The gentleman was fined \$75 and was given the alternative of spending seventy-five days in the county jail. Mr. Dutton intends to appeal his case.

We are receiving, daily, car lots

Established 1876.

## NEW SOUTHERN POTATOES, ONIONS, CABBAGE, WATERMELONS

SEEDS: Crimson, Alsike Alfalfa; Medium, Mammoth Clover; Timothy, Redtop, Bluegrass, Orchard Grass Seed.

Bushel Baskets and Covers.

When ready to buy send us your orders.

Wholesale Seeds, Potatoes,  
Beans, Fruits.

MOSELEY BROS.

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

## SUMMER SEEDS

Crimson Clover, Alfalfa, Timothy, Red Top, Orchard Grass, Blue Grass

## TURNIP SEED

Garden Seeds and Implements, Lawn Supplies.

ALFRED J. BROWN CO., 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.

Ship your Butter, Eggs, Produce and Poultry to

## HERMANN C. NAUMANN & CO.

Who get highest market prices and make prompt returns.

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.

## The Vinkemulder Company,

JOBBER OF

## Fruits and Produce

MANUFACTURER OF

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

We will continue to put up Baking Powder under special or private labels, and on which we will name very low prices, in quantities. We make a specialty of Butchers' Supplies and are prepared to quote low prices on Whole Spices, Preservative, Sausage seasoning, Saltpepper, 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.



"De breed am small,  
But de flavah am delicious,"

Says the native Georgian this year, owing to their dry weather. Our first car of melons is here. They are very sweet. Show the first melons in your city this year and let others follow.

Red and Black Raspberries, Blackberries, Cherries, Currants, Gooseberries, Whortleberries.

Our Florida Pineapples from India River are the finest in flavor and good keepers.

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

## BUNTING & CO., Jobbers,

20 & 22 Ottawa Street, Grand Rapids, Mich.



## GOTHAM GOSSIP.

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

Special Correspondence.

New York, July 15—One hundred merchants from Dixie came down upon this city the other day and showed themselves as lively a lot of men as you will find anywhere. They hustled around among our big stores, leaving, it is hoped, some good orders, and then went over to that town in Pennsylvania, the name of which escapes your correspondent at the moment. These are the fore-runners of what we may expect every day from now until cold weather.

One of our big department stores is having a food exhibition. It is a fine show, too, and outshines many special shows. They have a creamery in operation and an elephant—and goodness knows what not to attract the crowd. And the crowd is there. The store is packed.

Coffee is about the dullest article in the grocery trade to-day and is quotable at 7½c for Rio No. 7. The demand is slow from small roasters, who seem to realize that they have nothing to do but to wait until the clouds roll by. In store and afloat there are about 730,000 bags, against about 390,000 bags at the same time last year. There are now said to be over a million bags in this country, so the outlook is not very bright for higher prices. There have been some large transactions in mild coffees, but at rates which are kept private.

Raw sugars have been very firm and the market is decidedly strong. For refined there has been active enquiry and the orders coming in have amounted to a large total. On some of the soft grades the refiners are behind in their deliveries. The best thing about sugar is the article in Wall street. A jump has been made to 138—an advance of 23 points since the Dingley bill was presented in Congress. The Times says that the advance is \$23 on each share and if a man held 10,000 shares, he would have made an amount equal to the salary of a senator for forty-six years.

Teas are utterly demoralized and the chances are that we shall see lower rates than have ever prevailed. Supplies are large everywhere and the demand is certainly no better than a year ago. Coffee and beer leave no room for tea in the hearts of our countrymen.

In rice the demand is good for all sorts, and especially for foreign. Orders have come from all points, although there is some falling off in the "strike" regions, and, in the aggregate, the amount has been large. There is evidently some buying ahead of present wants, and, taking the field as a whole, the outlook is very encouraging for firm prices right along. Foreign grades have already advanced a fraction.

In spices the demand is quiet. During the week there have been very few transactions, and those of small moment. Prices are practically unchanged.

Domestic molasses is dull and slow of sale. In foreign sorts there was a sale

of 2,000 hogsheads of Porto Rico on private terms. Good to fancy New Orleans open-kettle is worth 21@30c. Syrups are very quiet and prices show no change, although dealers hope for a better feeling as the season advances.

In canned goods the market exhibits little of interest and the situation is not especially encouraging. It is probable that as low a basis exists as we have ever seen for canned goods, and the quality is certainly improving, as the necessity is observed by canners of putting up something besides water with one tomato to a can, or whatever may be used. Tomatoes are weak, with some sales at 55c and some up to 65c. Future New Jerseys, 65@90c, as to brand, the latter purchasing fancy stock. Good Marrowfat peas are worth 60@70c for standard 2 lbs.; Early Junes, 65@90c.

About the usual amount of business has been done during the week in dried fruits. Prices are low and the fall trade has hardly been entered upon as yet.

The butter market remains practically unchanged and prices are the same as they have been for a fortnight at least. At the close there is certainly a firmer feeling, but 15c seems to be about the top rate for best Western creamery.

The cheese market is quiet. Stocks are pretty well cleaned up, however, and a better condition of things is looked for soon. Fancy full cream, 7½c.

Eggs are firm. Best stock is in good request at 12c. Western, 11@11½c.

## Provision for Both.

From the San Francisco Post

Smith walked up Market street the other evening with a box of candy under one arm and a big package of meat under the other.

"Hello, Smith," said Brown, "gone to housekeeping? I didn't know you were married."

"I'm not yet."

"What are you doing with that candy and meat then?"

"Going to see my girl."

"Do you have to furnish the family with meat already?"

"Oh, no; the candy is for the girl and the meat is for the dog. I have to square myself with both."

## Sugar from Cotton-Seed Meal.

Sugar from cotton-seed meal is the latest production of saccharine matter. It is claimed for this product that it is fifteen times sweeter than cane sugar and twenty times more so than beet-root; but, alas, there is a fatal objection to it at present—it has a tendency to ferment and turn sour. The discoverers of this new process of making sugar, however, feel confident that they can overcome this trouble.

## To Boom American Food Products.

It is proposed by the Agricultural Department at Washington to send representatives to England to lecture on the superiority of American food and meat products. The plan is to educate the people who are ignorant as to the best method of cooking fruit products, as well as to recommend their consumption.

## Case Count Egg Sales.

From the New York Produce Review.

These days of prolonged excessive heat make trouble enough in the egg trade. But, in view of the recent agitation of the question of changing the system of sales to a case count basis at all seasons, it is interesting to note the experience of the trade in this direction during conditions which are naturally the most unfavorable of the whole year.

During the recent extreme heat, when our receipts of eggs from all sections have been so largely affected, and when even the finest brands have been of a very uncertain quality and condition, we think more sales have been made case count than ever before. Of course, the prices have been low and the case count business has been chiefly confined to sales to cheap trade and to speculators, but these have been sufficient to prove two things: first, that it has been practicable to estimate quality with sufficient accuracy to make the case count sale generally satisfactory; second, that the net results on the case count business have been generally as good or better than where the same goods have been sold on a loss off basis.

Of course, the business with regular dealers, buying for consumption in the better classes of trade, has continued on a loss off basis, and the disadvantages of this method have been thrown into bold relief. Receivers have never known what their results were until the loss returns have been submitted and then they have often been so heavy as to be discouraging. Price per dozen has had little to do with affecting net results, as where losses are running from three to six dozen or more a fractional difference in the price of the passable eggs has comparatively little effect.

Of course, if all these eggs had been sold case count the prices would have been very low, because dealers would have insisted upon keeping on the safe side. But they would, at least, have been definite, and such as shippers could figure on in determining their buying prices in the interior.

We think the fact—and it is a fact—that the proportion of case count business (considering only the loss of season) is greatest when the receipts are the poorest and the most irregular, is very good evidence that case count sales of all grades at all seasons are perfectly practicable.

## His Downfall.

Kind Old Lady—Poor man! You look as if you had seen better days.

Mr. Willie Deadtired—I have, madam. Once I dwelt in granite halls.

Kind Old Lady—And why this loss of such a home?

Mr. Willie Deadtired—My term expired.

## The Irony of Fate.

The following is the epitaph inscribed on the tomb of a North Carolina moonshiner: "Killed by the Government for making whisky out of corn grown from seed furnished by a Congressman."

## Elgin System of Creameries.

It will pay you to investigate our plans, and visit our factories, if you are contemplating building a Creamery or Cheese factory. All supplies furnished at lowest prices. Correspondence solicited.

R. E. STURGIS,

Allegan, Mich.

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

Consign your Butter and Eggs to

**HARRIS & FRUTCHEY,**  
DETROIT, MICH.

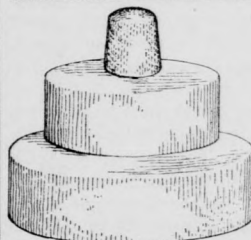
and receive quick sales and prompt returns at market prices.

**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.



Do you want to know all about us?

Write to

Corn Exchange National Bank,  
Philadelphia, Pa.

Fourth National Bank,  
Grand Rapids.

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

D. C. Oakes, Banker,  
Coopersville, Mich.

W. R. BRICE.

Established 1852.

C. M. DRAKE.

**W. R. Brice & Co.,**

**Commission Merchants**

**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.





Devoted to the Best Interests of Business Men

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

TRADESMAN COMPANY

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.

Entered at the Grand Rapids Post Office as Second Class mail matter.

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

E. A. STOWE, EDITOR.

WEDNESDAY, - - - JULY 21, 1897.

#### FRANCE AND RUSSIA.

In the last number of the North American Review there is an article by the Hon. J. B. Eustis, until recently American Ambassador to France, on the Franco-Russian alliance. The article has attracted a great deal of attention, and is a very interesting presentation of a very important phase of current European politics. Owing to the exceptionally good opportunities Mr. Eustis had for observing the course of events while acting as Ambassador at Paris, his observations on the relations between France and Russia are entitled to more than usual consideration.

Mr. Eustis thinks that the alliance with Russia is purely in the interest of that power alone and offers no corresponding advantages to France. He fears that, as a result of the complications into which France will be dragged by her blind friendship for Russia, she will lose prestige and strength, and eventually sink to the level of a second-class power among the nations of Europe. He points out the fact that France blindly aided Russia in coercing Japan, where she had no interests at stake whatever, and in the management of the Eastern question she abstained from putting pressure on the Sultan, because it was the policy of the Russian Foreign Office to refrain from interference.

As Mr. Eustis points out, France has been drawn into the Russian alliance solely by a desire to recoup past losses and to strengthen her position in anticipation of the time when it will be opportune to revenge the humiliations put upon her in 1870. To this devotion to the past she is sacrificing the present benefits of a progressive and modern foreign policy.

The unnatural character of a compact between a liberal, enlightened power like France and an autocratic semi-Asiatic government like Russia is clearly pointed out by Mr. Eustis. "There can be no affinity of sentiment, no community of ideas, no sympathetic tie, no political solidarity," between two such countries, he believes. A desire for revenge alone binds France to Russia, while on the latter's part there is but a poorly veiled determination to use the aid of France to push purely Russian aims, without the least regard to French interests in the matter.

It is to be hoped that Ambassador Eustis' forebodings will not be realized; but at the same time his views are too

closely corroborative of the opinions expressed by many leading European statesmen not to carry great weight. His article, while outlining very clearly the dangers of the Russian alliance, at the same time expresses a hearty sympathy for France and admiration for the French people. Every well-informed American will join in the sentiment that the humiliation of France through the shortsightedness of her statesmen would be a great loss to civilization and humanity.

#### NEW YORK LOSING TRADE.

The statistics of foreign trade for the fiscal year just ended show that the great port of New York has enjoyed about the same volume of trade as was hers during the preceding year. On first consideration this might look favorable enough, but the outcry which is being made by the business men of the metropolis indicates that something is radically wrong with the showing there. The trouble is not hard to find. While the foreign commerce of the country has increased enormously, that of New York has remained stationary, which indicates that the increased trade has gone to other rival ports, and not to New York.

A realization of the fact that Boston, Philadelphia, Baltimore and the Southern ports are increasing their trade at the expense of New York has thoroughly alarmed the business men of that city, and they are actively bestirring themselves to discover the cause of the rapid decay in the business of the port. According to the investigations made by some of the newspapers, it is held that the principal causes of the loss of trade are the insufficient water in the channels to and from the harbor, the cost of lighterage and wharfage, and the heavy cost of drayage. High port charges and the failure to improve the harbor are the difficulties which the New York merchants claim they have to contend with. New York has a depth of channel of 30 feet at mean low tide. This, the merchants say, is insufficient to float the larger class of vessels which are now engaged in the carrying trade. The lighterage trouble is due to the fact that the railroads and warehouses are not in close proximity to the shipping; hence transfer on lighters is made necessary.

It is always a great point gained to be made fully aware of the difficulties to be overcome, but it must be admitted that the obstacles encountered in New York are serious. The deepening of the harbor will, no doubt, be eventually brought about, as the Government will feel compelled to properly protect the most important harbor in the country; but the reduction of the port charges cannot be so easily brought about, as old-established rules and customs are difficult to break up, as so many people are directly interested in maintaining them.

While New York will possibly succeed in devising means which will enable her to hold her own, it is not possible that she can ever again enjoy the old-time monopoly of the foreign trade. Each section of the country is now seeking tide water through the nearest ports, owing to the keen competition in freight rates. This tendency is bound to increase and to benefit the other ports at the expense of New York.

It is common enough for a man to be kept down town on business. When he is detained at home on business things are more serious.

#### GENERAL TRADE SITUATION.

In spite of the midsummer dullness and the continued disturbance and uncertainty caused by the coal strikes, the general trade outlook is brighter than for many weeks. Not the least encouraging indication is the fact that, finally, the two houses of Congress are agreed upon the tariff bill and its provisions are substantially decided. Domestic crop reports continue favorable for most branches and especially as to wheat, while the outlook for foreign crops is such that a healthy export demand seems to be assured. The money markets were without an unfavorable symptom, the continuation of net receipts from the interior indicating that Western and Southern banks are in better shape to meet demands for crops movement than for years past. The improved demand for commercial loans here, although partly due to heavy imports, was also in good part on manufacturing and domestic commercial paper. Returns from all parts of the country showed a more active business than is usual at this season, with really extraordinary liquidation of mortgage and other indebtedness and high confidence in the future of trade. Indications for increasing volume of business as the fall season opens are decidedly encouraging. Clearing house payments for July have been nearly 10 per cent. greater than for the same month last year. The reduced quantity of wheat naturally accounts for a slight decline in railway earnings; that there is no serious significance is shown by the fact that the stock market advanced with as much confidence as at any time during the last two months, the average of prices rising a little every day, and for the week 68 cents per share. The change in management of Lehigh Valley and the decision regarding the Coal Trust give strength to the coal-carrying roads, and the wheat prospects and the advance in dividends by the Great Northern aided another class, so that considerable sales by London early in the week had no effect, and most of the stocks were taken back later at higher figures. Bonds have also remained strong and in large demand. The money market tends slowly toward greater strength, and the fact that commercial loans are in better demand and occupy large amounts hitherto idle or employed only on call, leads bankers to be more chary about operations which tie up their funds beyond sixty days.

With the exception of a slight speculative reaction for one day, the movement of wheat has been a steady advance. This is to be credited to the general strength of the statistical situation abroad and the fact that the domestic supply is reduced to a point to bring it within the reach of speculative operators. Corn and other grains have shared in strength of the leading cereal.

In the iron trade is seen the remarkable anomaly of increasing activity in most lines, with prices at the lowest on record. A number of furnaces have gone into blast since the beginning of the month, and the demand for structural forms, plates and bars is improving. Tin plates are somewhat lower in price.

The general indications in the cotton manufacture are for more healthy trade, although the principal reductions of stock are secured by curtailment of production. Wool speculation continues active and the goods for spring trade shown are marked with a decided advance in price. Orders for fall and winter goods have continued longer and

developed greater quantity than had been expected. There is also a longer continuance of the old season in boots and shoes and the price of leather and hides has slightly advanced.

Bank clearings have advanced to \$1,071,000,000. Failures are 213, against 225 for the preceding week.

#### THE FURNITURE EXHIBIT.

The July furniture season, now drawing to a close, has been of special significance as to the status of Grand Rapids in the furniture trade. In this exposition, as never before, it seems to be recognized that the furniture trade of the country must acknowledge this city as its center.

Of course, but a fraction of the factories of the country were represented here, but the number was far greater than at any previous exhibit. Every available space in the city was fully occupied and the quarters of some of the exhibitors were decidedly straitened. All places which seemed available were added to the blocks which have largely been given up to this purpose. Indeed, should the ratio of increase continue at the January season, there will be demand for more room than can be made available.

The importance of the city has also been recognized in the fact of the holding the sessions of the furniture associations here as the most available place where a representation of the trade could be secured. Generally New York or Chicago have claimed these gatherings, but the time seems to have come when these cities must surrender their claims to their diminutive competitor.

The growth of the Grand Rapids furniture exhibit is especially significant in that the country is just fairly entering upon an era of healthy business activity. This means that the growth of the exposition will continue for a considerable time to come. With the prestige now attained, there is now no possibility of any other locality successfully disputing for the leadership, and taking all conditions into consideration, it is sufficiently assured that we are now only in the beginning of a great movement which must increase for a long time. To be sure, some local dealers complain that outsiders are underselling and taking the trade to a considerable extent. This may be true, but it is a price that can be afforded for the general advertisement of the city in the furniture world, and if our manufacturers have not the enterprise to reap the benefit of this advertising, the fault lies with them and not with the opportunity.

While reading of the large sums possessed by modern millionaires, it is interesting to recall the notable fortunes of ancient days. Croesus, whose name has become a byword for excessive wealth, could certainly not have bought up a Vanderbilt; his whole fortune did not much exceed \$3,000,000. A far greater sum was left by the infamous and miserly Tiberius, who was worth \$118,125,000 at his death, and it is said that his successor, Caligula, squandered this immense wealth within a year. Seneca had a tidy little portion of \$17,500,000, which could have hardly been the case had his philosophy been pure and unalloyed. Appius, discovering that his treasury contained only \$400,000, committed suicide from fear of poverty; a single repast cost Lucullus \$100,000, and at one of her banquets Cleopatra made Antony drink a pearl valued at \$50,000. In extent of fortune, certain living millionaires may beat the ancients, but in the matter of extravagance we think the balance is on the other side.



# ARBITRARY POWER OF UNIONISM.

The question is frequently suggested as to why it is that so large a proportion of the labor element in many localities submit with such apparent willingness to the tyrannical leadership and arbitrary government of the labor unions. Usually, there are included among the most devoted adherents to this demagogic power the greater number of those who prate loudest of liberty and are first to denounce any apparent encroachment upon their rights in the making and enforcement of civil laws. Those whose hatred of the necessary institutions of a democratic government reduces them to the plane of socialists, or makes them disciples of anarchy, will cheerfully submit to the mandates of the tyrant whose authority is borne under the cloak of labor when his commands are so unreasonable and arbitrary that to the law-abiding they are too intolerable for calm consideration.

As an example of the outrageous regulations submitted to by the unions may be cited the rule which excludes the great majority of boys from the privilege of acquiring any given trade. Thus, in any given industry a large number of men may be engaged with families of boys who ought to be following in their fathers' footsteps in the acquirement of the means of gaining a livelihood and of contributing to the skilled industry of the world. But only one to a given number of workmen can be allowed to serve as an apprentice. The rest, constituting the great majority of the sons of such workmen, must grow up in idleness or seek to enter the overburdened ranks of business or professional men. If a law were enacted by the civil legislatures that only one boy to every five journeymen should be permitted to follow his father's calling, it would be received with such protests of indignation that it would soon be removed from the statute books. Yet those who would be loudest in its denunciation are the very ones who submit most tamely to it as a union regulation.

And so in a great number of other similarly arbitrary laws. A man may only work for a certain price—no less and no more. He must not work to exceed a certain number of hours—there is usually no objection to his working less. He must not work for any but certain specified employers; if these cannot employ him, he may starve before he can work for others even when their work is abundant. Then, he may only work until the unions give the word to quit. A strike is ordered; he may have no grievance whatever against his employer, but he must cease work at any cost to himself or to his employer's interests. Indeed, the cause of the strike may be a disagreement in an industry in a distant state of which he knows nothing and would care nothing unless it were brought thus unpleasantly to his attention; but the mandate goes forth and he abides by it. To what extent would such regulations and orders be obeyed were they promulgated by any other authority?

Of course, there must be some reason for this submission in the one case when only the most vigorous rebellion would result in the other. This reason may be looked for in the general idea which the ignorant workman cherishes that he has a direct part in the government of the bodies which enact these laws. He may not like the law or regulation, but he thinks he had a hand in its making and so he submits with what grace he can. Such an one cannot comprehend the

idea that he has just as direct a part in the making of civil or municipal laws; and so he rebels at the slightest encroachment of these upon his civil or personal rights.

How much does the average workingman, the more intelligent and conservative of those who follow the crafts most largely controlled by unionism, have to do with the enactment of the union laws and regulations? To be sure, they may attend the meetings of their union, take part in the debates and join in the vote on any question, and it is this fact which gives the sense of participation in the government that engages his allegiance—when it is not held by fear. But to what extent can such a man usually influence action? The consideration of any important question is generally managed in such a way that the personal element in the rank and file counts for absolutely nothing. The leaders decide upon any proceeding and then harangue upon it in the most violent terms, denouncing any who dare oppose or obstruct it, and then demand a vote. This must be given viva voce, and the man who dares to place himself on record as opposed to the position of the leaders, and the majority which they command by such bulldozing, shows more temerity than is characteristic of the ordinary union laborer. Yet he hugs the delusion that it is "our" union—that he has a substantial part in its control. But, while this is characteristic of a considerable proportion of the adherents of this tyranny, there are very many who are governed in their allegiance wholly by fear. If they oppose the union, it will be at the cost of persecution—or even their lives may be endangered; or they may be driven out and their families left to starve. To such, who are the most ignorant and timid, the possibility of opposition to the proceedings of the union never occurs.

A shipment of sixty tons of butter has been shipped from this country to Australia. In the meantime Australia is shipping butter to the London markets, but, as the product does not improve with the sea voyage like Madeira, it is safe to say that the shipment in question is for use in the antipodes.

Washington lumbermen have discovered another opening for the product of her grand and majestic forests. A cargo of 200,000 feet of fir lumber was recently shipped from Tacoma for Yokohama, Japan. It was sawed into half-inch stock and will be converted into tea chests.

The Eastern papers are now complaining of the big hat nuisance at the ball games. Will the papers never learn that ladies who wear these big hats at public gatherings are not there to see, but to be seen?

Street sprinkling with disinfectants is under consideration in Brussels, according to George W. Roosevelt, United States Consul to that city. Creoline is preferred as an antiseptic.

Japan is to have a tin-plate mill. This will add to the Japanned tinware that is in the market without ever having been to Japan.

The Boston Globe thinks that the shirt waist girl has come to stay. Fortunately she comes a little cheaper in the shirt waist.

A man's wisdom is his best friend; folly his worst enemy.

# Still the Leader



Clark-Jewell-Wells Co.,

Western Michigan Agents,  
Grand Rapids, Mich.



A little late in arriving this year, but we delayed purchasing till Mr. Jap got down off his high horse and met our ideas of value. The proposed duty "bluff" did not excite us; while many importers were buying everything in sight at an advance of 25 per cent. over last year's prices, we laid low.

# RECAPITULATION

Jewell Chop Teas in quality fully up to the high standard of former years. Prices right.

Clark-Jewell-Wells Co.,

Sole Owners.



### Is the Department Store a Benefit or a Detriment?\*

To the question, "Is the department store a benefit or a detriment to the general public?" we unquestionably all have an answer that fits our individual case. Our individual opinions would naturally be biased by the influence this class of business has upon our individual pocketbooks. Those of us having direct and active home competition will naturally have the strongest opinions upon the subject.

As I understand, the subject chosen requires me to rise, if possible, beyond or above this prejudice of an individual. It applies not to you nor to me alone, but to the general public. My opinion, which I have endeavored to form as unbiased from personal prejudice as possible, is that the department store is a detriment to the general public. For the purpose of brevity only, in this article I shall sometimes refer to the department store as it. I might name it as the Lansing man did his horse—"Is-er." When asked for his reason for giving it this name he replied, "He isn't 'Has been' or 'Going to be'—he is 'Is-er!'" Many of our members undoubtedly think, with me, that the department store is an "Is-er." What we all want is that it should be a "Has been."

One reason why it appears to be a detriment to the general public is that it creates distrust of the merchant in the mind of his customers. Distrust is lack of confidence. What a serious thing lack of confidence is, we all know, as the politicians and wiseacres tell us that this is the disease the business of this country has been suffering from for the past four years. May the patient entirely recover, and never have a relapse, is the earnest prayer of every business man; and anything which tends to retard the patient from a speedy recovery is certainly a detriment to the general public.

It causes his customer, who possibly is his personal friend, to believe he has been and will be charged unfair and extortionate prices for all goods he has sold or will sell him. This conclusion is naturally reached by the customer after reading the advertisements of the department store—advertisements written not by a member of the concern or an employe who is familiar with the goods he buys or sells, but by a person who is hired for the express and only purpose of writing advertisements, having a semblance of truth, if possible, but mainly to catch the customer's eye. Prices named in this advertisement are usually for a special day or a special hour and, were the goods as represented, would generally be great bargains. It is only necessary to follow up a few of these advertisements to be convinced of their deceitfulness; for instance, a large department store in one of our near-by cities advertised, on a certain day, sugar in the grocery department at an extremely low price, a price that meant a positive loss on every pound sold. Now, this grocery department was a large store of itself, and the supposition was that anybody and everybody who wanted sugar could buy what they wanted by simply going to the store during the time of the advertised sale, if they had the money to pay for their wants. But what really transpired, however, was quite different. On this day, while they had a large number of clerks, sugar was sold by one only—a boy—who, evidently following instructions, worked very slowly, always had a great deal of trouble to exactly balance his scales and, when finally his package was weighed and tied up, he would pay no attention to the next customer until the first had paid his bill, often being obliged to wait some time before the change would be returned from the office. When the barrel from which he was selling was empty he would have to get another one himself—no porter, mind you, waiting upon him this day. The result was that the two flights of stairs leading to this department were soon packed and probably not one per-

son in fifty that tried to buy sugar that day succeeded.

What were the results gained from this advertisement? Thousands of readers of the advertisement undoubtedly jumped to the conclusion that this concern would not and could not do business at a loss, therefore were making a fair profit upon the sales at the prices named—a most natural, although in this instance a most untruthful, conclusion; consequently, the balance of the dealers who were selling sugar at only a reasonable profit were securing an unreasonable one. Those who visited the store and were able to get the goods wanted probably felt that they had succeeded in drawing a prize; those who were disappointed resolved to get there earlier next time. The proprietors very likely claimed that they had succeeded in bringing hundreds of people to their store who had never before passed through the doors, many of whom must have purchased articles on which they were making a good or even a large profit, and all this done at a very small expense—the loss on a comparatively small amount of sugar and the cost of a newspaper advertisement.

One item in which this class of stores largely deal, and which more seriously affects the pocketbooks of our members than the one just treated, is enameled ware, granite ware, or agate ware, under whatever name it happens to be sold. The prices at which these goods are often advertised would be ruinous were the goods the same as sold by a majority of the members of this Association; but they are not, the bulk of these goods being seconds—goods rejected by the manufacturers' own inspection and finally sold at auction. The results from these sales are much the same as from that first treated, the proprietors realizing that, by getting a crowd at one time in this department, many pieces that would not pass a leisure inspection will be sold, while many articles not enumerated in the bargain list will be sold also, and sold many times at prices that would make the legitimate dealer blush to even ask the price. In sales of this class of goods very few articles are disposed of that do not pay a handsome profit and, as you may imagine, no obstructions are placed in the way of the customer that he may not get all that he has money to pay for.

The one article in our line that appears to be more generally used by stores of this class than any other is tinware. Many merchants in other lines than ours have originally put in five and ten-cent bargain counters, filling them with tinware, and these have oftentimes grown into a department; but in many instances it has proved to be unprofitable, on account of the department store monopolizing this with its various other lines. The department stores have worked this line until there has grown up under their patronage a class of manufacturers who hardly cater to any other trade, and whose goods could hardly be sold by any other class of merchants, they being so poor in quality. The general public has been the sufferer, as the better class of tinware has, by this competition, been practically crowded from the market. They are the ones lamenting that there are no goods made to-day like the ones they were able to buy fifteen and twenty years ago. You and I know that this is not so—that just as good goods can be bought, but that few will pay for them. And here let me state that our house is gratified to find an increasing demand for a better grade of goods in this line, and we are not slow in encouraging the same. I am inclined to the opinion that the hardware trade, as a whole, are to blame for this, by ignoring this competition until it has grown to immense proportions. It is, undoubtedly, the article which was the nucleus from which the department store has grown.

It is useless for us now to spend time lamenting over our troubles—much better see if we cannot eradicate the evil which has caused the trouble and so prevent a recurrence. Every evil has its remedy and I believe that this one is not an exception to the rule and that



## You Will Look in Vain

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

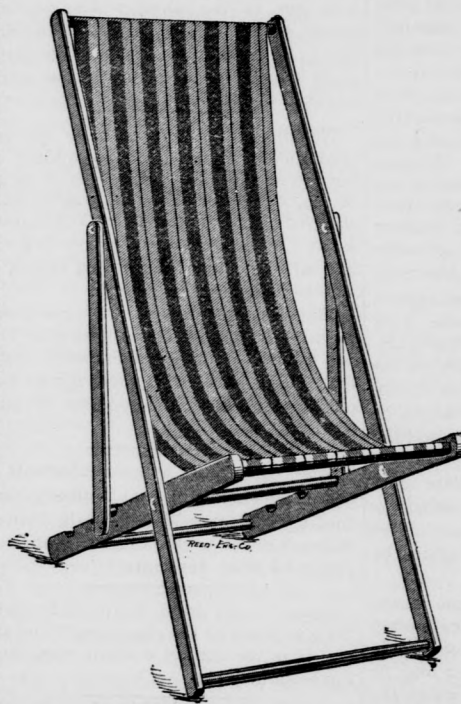
## "Lily White"

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.

## Michigan Merchants



Are rapidly learning the advantages offered by giving their customers the benefit of their advertising bill. In years past you have, perhaps, spent hundreds of dollars telling the people you sell goods at cost, etc. They have no confidence in such statements and look upon the old-time advertisement with continued distrust.

### Offer the People Something Substantial

As an inducement for their patronage—and you'll get it. Take 3, 4 or 5 per cent. of your sales and invest it in useful household furniture. Offer coupons to your customers with every cash purchase and when they have

bought, say \$20.00 worth of goods, give them an easy folding hammock chair—an advertisement that will make your business grow. Catalogue sent for the asking if you mention Michigan Tradesman.

STEBBINS MANUFACTURING CO., Lakeview, Mich.

\*Paper read by A. K. Edwards, of Kalamazoo, at annual convention Michigan Hardware Association.



the remedy will be worked out as soon as the general public have been sufficiently humbugged to make the demand.

The remedy that I would propose for the treatment of the department store evil is legislation. We have in this State "Pure Food" laws, "Pure Election" laws, etc.; we need "Pure Advertising" laws. Every dealer should be compelled to state the truth in his advertisement regarding the quality of the goods mentioned, or same to be understood to be of recognized standard grade. He should not be allowed to sell "seconds" in the granite or other ware without stating that they are such. He should not be allowed to do as a department store in our city recently did—advertise a heavy retined dishpan, and sell a 10-quart I. C. retined rinsing pan. He should be compelled to furnish sufficient help to wait upon his customers for the bargains advertised, and to have sufficient stock of same to meet reasonable demands during the time of advertised sale. Failure to comply with the demands of the law should make him liable to prosecution by the public prosecutor, and at the same time liable for damages to his humbugged customers. This applies more particularly to the city department stores. The small fellow that opens up in your city and ours can be taken care of by competition and a little concerted action on the part of local dealers. Their trade is not composed of so large an element of the floating population as is the case with the city department stores and customers can be educated while the dealer is being disciplined. Neither is the variety of goods they carry so large, or the capital invested so enormous in proportion as with the large city department stores.

By looking at their rating, as given by Dun, we will generally find them weak financially; therefore, we know that they should not buy goods any cheaper than we do, if as cheap, providing they buy the same quality of goods. This gives us confidence that we shall be able to meet them fairly upon their own ground.

Let us observe their manner of doing business. If they advertise that, on a certain day, they will sell goods in our line at certain prices, let us have the same goods to sell at a better price. If necessary, let us use the telegraph and express companies to get these goods, and charge to expense of doing business any loss incurred thereby. Let us not complain to our customers of the price they make; but, if we must complain, let us make the quality of their goods our lament and have better goods to show in comparison. Let us have an understanding with one or two dealers in other affected lines to do the same in their lines. And let us add to our stock the new goods which from time to time are placed upon the market and which seem to be desirable, placing upon them a fair and legitimate profit, at the same time keeping up our stock of staples, having in mind the idea of increasing rather than diminishing the line of goods carried, thereby making it desirable for our customers to call upon us first for any goods wanted. Let us not ignore either their goods or prices, but fight them continually in every legitimate manner. Had we, as hardware merchants, started in with this policy ten years ago, I question whether there would be a town of less than 20,000 inhabitants that would have a successful department store to-day.

Gentlemen, I thank you for your patience in listening to me, as I feel that I have not introduced any new ideas. If I have encouraged any of you in the fight you are carrying on for the business that rightfully belongs to you, I shall certainly be gratified. As I have broken the ice on this subject, which is an important one to all of us, I sincerely trust that a very free discussion will take place, from which we cannot fail to gather many new and beneficial ideas.

In conclusion, I may add that a great deal of the theory here advocated, as a remedy for our individual cases, the company with which I am identified

has put in practice, as far as this could be done singlehanded, and that the result has been gratifying to us. Whether it has been so pleasing to the "it," or the "Is-er," I am unable to state definitely; but if hearsay evidence is to be believed, I should say, "Nit!"

#### Bad Advertisement for Jaynes' Expectant.

Mill Iron, June 20—Aie skal tal yo somtang hapan bae das Dutch Tavern bae Yonie De Haas. A fallar, bae nam Yon McLaughlin, bane vorkang bae Ryerson & Hill camp. Hae gatang bad cold an hae com bae Fremont. Hae stopang bae Yonie's tavern, an Yonie, hae tal ham go an gatang som Yanes' axpactarant das skal cure has cold. Yon go an gatang bottal, an hae bane bae das office stove bout half our, an Yonie, hae sae ham takang dose, an hae notace das bottal bout half gon. Hae sae bae Yon McLaughlin, "Das bottal bane half amty. Yo takang all das?" Yon sae, "Yas; fallar tal mae tak at tal an aie skal axpactarate asy." Yonie sae, "Das bane to much. Aie tank yo battar lae down an tak nap, an tak no more of das stuff." Hae sae, "Aie bane hunga. Aie skal atang somtang. Das skal makang mae gude dal battar." Yonie brang ham bae dinang rom, an Yumping Yerusalem! das fallar, hae atang avarytang on table. Yonie tal ham hae skal quit—das was no gude to ate so mach. Wal, fallar com bae bad, an hae bane bad half our. Yonie har ham makang funy nois an lookang in rom. Hae sae fallar was dieang. Hae callang Dr. Quick, but fallar gon ovar das Raver dam Preachar fallar talang bout. Das rom bane in Smoky Row. (Das bane wat fallars call das part of tavern.) Aie fallar bane Irish an hae gotang gude yag on. Hae fallang down bae office, an Yonie tallang som onder fallar, "Tak ham up bae Smoky Row an lae ham on bad. Das vill bane gude yoke put ham bae sam rome. Yon McLaughlin. Hae skal not dasturb ham. Whan das Irish fallar wakang an sae Yon bae ham, hae tryang to gat ham wake, an Yonie vill har ham an com an tal Irish hae bane dead." Som fallars tak ham up, an Yumping Yiminy! das Irish fallar, hae makang big yump an holar. Hae bane runang yat, aie tank! Hae navar com back—Yonie navar sae ham agan. Aie skal tank Yonie's tavern bane Ho Do far fallar wid yag on. YONIE YONSON.

#### Microbes Don't Like Money.

Metals are fatal to microbes, so there is little danger that bacteria may be transferred on coins. A scientist says that at a temperature of 95 to 100 degrees F., which is common in the pockets where money is carried, the destruction of microbes occurs within three hours.

A new business has sprung up—window card writing. The general competition in the improvement of advertising is responsible for this. Retailers in most large cities contest strongly for first position in the attractiveness of their windows and general advertising display. It is almost impossible for the average retailer to make window cards that are neat and attractive, and their efforts usually result in only a badly-written, poorly-punctuated, clumsily-painted sign. It was the full realization of this which suggested the painting of signs to the ambitious youth, whose ideas have since been followed in almost every large city in the country. The card writer goes from store to store. He studies the stock, talks with the proprietor, finds out what he wants to advertise, and gets all the general information he can secure. Then, in his own bright and breezy way, he tells the story attractively and in a few words. Bright card writers make several thousand dollars a year; and so well does the work repay the retailer that the price he pays for it is never begrudged.

Kaiser Wilhelm is making room rapidly for his young men. On June 17 he summarily retired fifteen generals, which makes thirty general officers retired in the past three months.

# 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.



## Low-Priced Cash Registers.

We offer a new line of detail-adding cash registers at lower prices than similar registers can be bought for elsewhere.



No. 15 Detail Adder—Price \$80.

We make all kinds of cash registers, ranging in price from \$15 to \$375. We also sell second-hand registers, taken in exchange for high-grade Nationals. Address department D, The National Cash Register Company, Dayton, Ohio.



No. 18 Detail Adder—Price \$25.

It is also important to probable purchasers that our registers are free from any possible taint of infringement and that persons buying them run no risk of being sued for damages as a result of their use.



No. 19 Detail Adder—Price \$40.



## VALUE OF HARMONY.

## Best Method of Creating and Maintaining It.\*

"Harmony is the strength and support of all institutions, but more especially it is of ours," is the motto of one of the strongest institutions of which the world boasts to-day, except, perhaps, the church. Abraham Lincoln said, upon the field of Gettysburg, "A house divided against itself will fall." Harmony is essential to success in all business of life. Any institution which contains discord within itself must, sooner or later, either, first, go down or, second, eradicate the discord.

The subject which I will discuss before you is harmony between manufacturer and retailer and jobber and retailer; but I presume it is not to be construed to explain how harmony can be brought about between the manufacturer and jobber.

It has always seemed to me, in my limited experience, that the jobber and retailer are not in sufficiently close touch with each other. It appears to me it would be wise for each jobber to visit his customers and get acquainted with them. We have known men doing business together for years and never having seen each other. This is not conducive to friendship or advantages for either side. When we know a person we have more confidence in him than we do when we are not acquainted with him. When little differences arise between the jobber and retailer, these differences could be more easily adjusted and more readily and satisfactorily settled if the parties in question were personally acquainted with each other.

One of the grievances that the retailer has against the jobber and the manufacturer is that they are always pushing their business out at many of the small four-corner country stores and in some cases to consumers. They are quoting these country stores just as low prices as they do the exclusive hardware dealer. This has doubtless been brought about by the stringency of the times, making it necessary for the jobber and the manufacturer to reach out and make every effort to get all possible trade. This has not increased their sales—for about so much hardware would be sold anyway—it has simply divided their trade, for the more the country store buys, the less the regular hardware dealer can sell.

The principal evil which comes from this is that the country dealers sell to the farmers who live in their vicinity stoves and other staple hardware, not carried in stock, at cost, or perhaps 5 per cent. above cost. The farmer's friend learns that he has purchased a stove very cheap, and the next time he visits the village prices the same sort of stove in the store of the regular hardware dealer, who quotes his customer a price at a legitimate profit. The customer says to the dealer, "My friend purchased of Mr. So-and-So the same stove for considerably less than you are now offering it to me." The result is, the confidence of the customer in the dealer is shaken and the dealer must either retail at cost or lose the customer.

Another thing which tends to infuse acid into the anatomy of the retail dealer is the back order sheet which accompanies nearly every invoice of any size, across the bottom of which is written, "Entirely out of these goods and cannot buy in the city. Expect some in a few days." This may be true, but it appears to us so often that we are inclined to think in many cases that it is a matter of form, instead of a statement of fact. It seems hardly possible that in such a hardware market as Detroit, with its four mammoth stocks, all the houses should be out of the same goods at the same time. If the jobber knew how much the customer was in need of these goods in question, he would make a greater effort to complete the order.

It is decidedly unpleasant to order a bill of goods and depend upon getting

them at a certain time, and upon receiving them find a part of them short, and perhaps the part short is just the article you have sold and promised to your customer. By this the retailer disappoints and, perhaps, loses a customer. The kind of shortage referred to is not the kind told us in our last meeting by our big friend Jockim from the Upper Peninsula.

It would seem to me that such a feeling of good will and spirit of harmony should, and I have good reason to think does, prevail among the jobbers that, in case any one of them found their stock of some particular article exhausted, he could step into his neighbor's warehouse and get the article at a slight advance above cost. In this way the order could be filled at a profit to the selling jobber and the retailer and the customer and all would be made happy. After all, it is the little things in life that make things harmonious, and he who is not willing to accommodate a friend is not in the best attitude to get the most out of life. Jobbers, let us do away with the back order sheet!

Another serious irritation is substitution, which is, as a rule, a great annoyance to the retailer and often turns out to be disagreeable to the jobber or the manufacturer. In a great many cases, when goods are received by the retailer, he finds that some articles have been substituted for articles which he ordered. Many times he has in stock a quantity of goods he has received by way of substitution. This is very provoking and, being angry on the inspiration of the moment, he nails up the box and before he has sufficiently cooled off to realize what he has really done, the goods are on their way to the depot, marked with a lead pencil on a piece of pasteboard tacked onto the box, without his name appearing upon the shipment. If he writes the jobber at all, it is done when he is still provoked, and he calls down the shipper in no uncertain tones. When in such a state of mind, he cannot think of anything mean enough to say. If he would wait until he had allowed the July zephyrs to fan him for a short time, the chances are he would not have written the testy letter at all. The goods come in and are turned over to the Claim Clerk; he looks at the shipping tag to see where they are from and, not finding the knowledge he seeks, waits for the letter which, perhaps, never comes to explain that the goods have been returned and why. It is our opinion that substitution should not be done unless by permission of the retailer.

It would seem to us that an understanding could be had with all customers, so that less trouble and dissatisfaction would arise from this phase of our business transactions. In my opinion, the consent of all customers should be gotten before any substitutions whatever are made. By taking this precaution, less trouble would arise and the retailer would not feel that the goods had been forced upon him.

Again, many times the substituting is done by some clerk in the jobber's office who is entirely unacquainted with the needs of the stock of the average retailer. Then there is the other side. The jobber or the manufacturer may think that he is doing what is best for the retailer and doing what he thinks would please the retailer most when he substitutes. When goods are to be returned, let the retailer write the jobber or manufacturer and get permission or shipping instructions. Oftentimes the jobber and manufacturer would have goods shipped to some other point and thus freight could be saved. Let us, when we return goods, mark the package, putting our own name upon the box, and send an invoice of the articles, also bill of lading, and by this system we will help the jobber and the manufacturer, and a spirit of harmony will be fostered between us.

In making claims we are quite apt to exaggerate the circumstances, thinking it is necessary in order to get our just dues. This has been done so often that the jobber and the manufacturer have, to a certain extent, lost confidence in the retailer.

When differences arise, why cannot the jobber or manufacturer give the traveling salesman authority to adjust these differences? This has been brought up in one of our previous meetings. Some have claimed that the traveling salesman has enough to do to sell the goods without collecting accounts or adjusting claims. This may be true, but the traveling man should be in closer touch with the retailer than is the former, thereby settling more satisfactorily than it could be done by a cold typewritten letter from some unknown clerk at the office. If he is not in closer touch, he had better get off the road and give his position to some one who will make friends with those with whom he comes in personal contact.

Again, I am of the opinion that, if the traveling men were allowed to adjust claims and settle differences, many a time it would be met with a more friendly handshake; little differences would be adjusted and the traveling man, before he left the retailer, would be able to not only adjust any of the old differences, but to sell him a new bill of goods as well. If he is a competent man, he will not deviate from his judgment in settling, any more than he would in selling a bill of goods. Of course, we very often come across some of those everlasting kickers who are always entering large and unreasonable claims. It would seem to us, when the house comes in contact with such a person, it would be better to drop him cold. After he has been so dropped by two or three houses, he will see the folly of his stubbornness and will make some one a good, agreeable and profitable customer. Houses are sending out competent salesmen and I think they should have authority to represent their house.

Again, we should always answer correspondence and do it promptly. This is a part of the business that is very essential and should be done systematically. We are sorry to know that this is ordinarily much neglected. If one receives a communication from a firm or an individual, he should not throw it into the waste paper basket. It may not be of much importance to the receiver, but the writer is interested and he should be shown courtesy. It is not much trouble to answer a letter and give the person the information desired. It is not to be supposed that one is to answer every circular letter that he receives, but one will find that he will be better posted on the new goods coming on the market, if he reads the circular letters.

There is nothing so conducive to harmony as promptness in the paying of bills and promptness in attending to drafts. It is exceedingly provoking to the jobber to have a man ignore a draft when it is due. It causes the jobber to write for an explanation, but many times the customer will be as dumb as an oyster and a second draft is sent. This one is, perhaps, accepted, but is allowed to return unpaid. This is, indeed, very unbusinesslike and exceedingly exasperating. When an account becomes due and he wants an extension, let him ask for it. If the request is consistent, it will nearly always be granted, and a feeling of confidence and harmony will be fostered between the house and the retailer.

I have had so little experience in jobbing that I hardly feel competent to recommend or offer suggestions which I think will help us retailers to keep the jobber and the manufacturer wearing a smile and feeling kindly toward us, but I trust that the old and experienced heads will not hesitate to express their views and give us the benefit of their experience.

## In the Name of Sweet Charity.

The apostle Paul gave Charity a number 1 recommendation to the Corinthians, and it has given her prestige in society ever since. In fact, being proclaimed the greatest of all the graces has made the cloak of Charity an ultra-fashionable garment at all seasons.

"I have come to you, Mrs. Jones," said Mr. Brown, "to help you along. I

feel great sympathy for widows with little children to support, and I will let you board my son. I'll pay you \$8 a month for his board and lodging, and, considering the company he will be for you, that's big rates. He won't eat near the worth of that, but I'll pay it just to help you along. I always was charitable."

"I don't care to take boarders, sir," coldly replied Mrs. Jones.

"What! Not board my boy? Well, well, how ungrateful some people are! Good day, ma'am. I'm sorry you don't appreciate my effort to aid you."

"I'll pay you \$2.50 a day, madam, for your stenographic work in the courtroom," said the sleek, shrewd lawyer, as a woman handed him a bundle of neatly-typewritten manuscript.

Three long, sultry days had this woman written in the smoke and whisky-smelling air of the courtroom, and then for days had bent over the typewriter transcribing her notes, and \$7.50 was offered her as a remuneration. "We could have gotten a man to do the work," continued the lawyer, "but employed you to aid you, as you are self-supporting."

She was not a meek woman, so she replied, "I did the work as well as a man, and I demand a man's pay. I'll burn this testimony, and you can have your old trial over again and pay a man full prices." She began gathering up the papers, but—the pay came, and not as charity.

"I've brought you this dress to make, Miss Smith," said Mrs. Croesus, "because you need the money to help you support your crippled mother. Will you make it for \$2.50? Of course, I could get Miss Style to make it, and pay more, but I want to help you."

"It's small pay for the work," said Miss Smith, "but I'll do it, because I am so much in need of the money."

A few days later Mrs. Croesus returned to have the dress made over by a different pattern, as the first mode "was so unbecoming." Patiently the weary dressmaker ripped and remodeled the dress, and for her pay received \$2.25.

"I would have paid you the \$2.50 I promised," said Mrs. Croesus, "but it was so unbecoming at first, and making it over really injured the looks, besides costing me more goods."

"I made it at first just as you told me to," meekly replied Miss Smith.

"That comes of trying to be charitable," indignantly replied Mrs. Croesus as she marched out of the dressmaker's humble home.

"Your dress is so pretty and stylish, Mrs. Croesus," whispered Mrs. Lofty as the two ladies sat in church the next Sunday waiting for the services to begin.

"Do you really think so, dear?" replied Mrs. Croesus, complacently shaking out her ruffles. "I made such a sacrifice to have this dress made that I call it my charity robe. I let poor Miss Smith make it because they are so needy."

"You dear charitable soul!" responded her friend.

As Mrs. Croesus tossed her pretty head, I wondered, when rich and poor, great and small, stand before the judgment throne, will the "charity robe" be ample enough to cover her shortcomings, or deeds done in charity's name?

JENNIE N. STANDIFER.

Half a million sewing machines are manufactured yearly in this country, giving employment to nearly 100,000 operatives.

\*Paper read by J. B. Sperry, of Port Huron, at annual convention Michigan Hardware Association.



## Shoes and Leather

**How Far the Amateur Cobbling Evil Has Affected Trade.**  
From the Shoe and Leather Gazette.

"Does the selling of cheap repair outfits and leather to amateur cobblers hurt the legitimate cobbler and shoemaker?" was the query put by a Gazette representative to a leather and findings dealer whose trade with retailers and shoemakers is extensive.

"Not to any such extent as many of the craft imagine," was the reply. "When the St. Louis Retail Shoe Merchants' Association agitated the subject a year ago, requesting findings dealers to cease selling leather to others than shoemakers, I looked into the matter, and I can say with safety that very little real injury is done to the legitimate trade by the amateur cobbler."

"What is your view of the subject in detail?" asked the Gazette representative.

"It is this: The city man who buys leather and does his own repairing does it as a makeshift. He wants to tide matters along until he has money for a new pair of shoes for himself, for his wife or for the children. By paying a dime for a piece of leather he thinks he can make the worn-out shoe last a little longer, and accordingly he tacks on a half sole, where if he were obliged to pay the shoemaker half a dollar for the work he would throw the shoes away, as being more economical."

"How about the country amateur cobbler?"

"Well, he is a cobbler through necessity. Sometimes not, of course, but as a rule the amateur cobbler in the country is so far removed from a shoemaker that he is forced to act as his own St. Crispin or go without.

"This same comment may be made on the matter of the cheap 75-cent and \$1 cobbling outfits that are being sold broadcast, through wholesale grocers and hardware houses chiefly. For the most part these go, I believe, to small towns South and West—towns with 75 to 150 population—where a shoemaker would starve to death and hence where there are none. I do not believe that these outfits come into competition with the legitimate trade sufficiently to make it a burden.

"And what if they do? Hasn't any man a perfect right to mend his own shoes if he can? Has the shoemaker a right to interfere with him?"

Another findings dealer said to the Gazette, "I concur in the belief that little real harm is done the shoemaker by the amateur cobbler. As you have already been told, the largest part of this work in the city is done to give a little additional wear to shoes that are practically worn out and worthless—chiefly children's shoes. Then again workmen who buy new heavy-soled shoes frequently spend a few cents for a couple of right and left taps, which they nail onto the new shoes to give extra wear. In neither case is the amateur cobbler beating the shoemaker out of a job."

Said a retailer to the Gazette, "Yes, we have felt the competition of the amateur cobbler in a slight degree—not nearly so much, however, as other dealers, I understand. We keep two shoemakers busy all the time and that is all we ever have had regularly.

"I attribute the increase in amateur cobbling to the hard times, so far as the city is concerned at least.

"The workingman who is not employed all the time is not only forced to economize, but he has time to do things about the house that he would not if he were busy every day in the week.

"Well," he says, "I don't work tomorrow; I'll fix up the kid's shoes." If he were working every day he would be too tired when night came to do any cobbling and would tell his wife, "Take 'em to the shoemaker and let him make a few dimes."

"This, at least, is the way I look at the matter. Once we have gotten back to good times, with men employed as formerly and money in their pockets, I

don't think we will be troubled with amateur cobblers' competition.

"One phase of this evil kills itself: You might call it amateur-professional cobbling. For instance, a young man near here bought a repair outfit for a dollar. He repaired the shoes of his family and then branched out, soliciting his friends' trade at cut prices. I asked one of his customers how it worked. 'No more of it in mine,' he laughed; 'I paid him a quarter for doing the job and then threw the shoes away. I couldn't wear 'em.' This phase of the trouble, as I say, kills itself.

"Our association tried to put a stop to this home cobbling business by binding leather dealers not to sell to parties other than shoemakers, but the plan is impracticable. If the leather dealer agreed to this and lived up to it the result we desire would not be secured. The amateur cobbler could get all the leather he could pay for at groceries and hardware stores.

"For all I can see, this is a trouble we must grin and bear until times are better. After all, I don't consider it nearly as aggravated a case as some of our more pessimistic competitors imagine. Probably the more logical thing to do would be to adopt some plan of compelling people to buy \$3, \$4 and \$5 shoes instead of \$1, \$1.50 and \$2 stuff—then there would be some excuse for paying 75 cents to a dollar for repairs, where under present conditions a new pair of shoes is cheaper and more sensible."

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

It is not a question of price alone, for we have good shoes at all prices. It's the quality, style and fit that we take so much pains to have in every pair of shoes we sell.—Hahne & Co., Newark, N. J.

"They squash out," is the short but expressive reason one woman gave for not wearing low shoes. Our \$1.50 shoes hold their shape well. They are made just as our \$2.50 high shoes are made, and you get more hot-weather comfort for a dollar less.—Gimbel Bros., Phila.

Eight hundred pairs of shoes—for women and children—were coming to us from their very good makers when the train that carried them was wrecked. They're a bit worse for dust and maybe, here and there, from water, but we make dimes of discount for cents of damage.—John Wanamaker, Phila.

That big shoe deal created a stir among shoe wearers that's as enduring as the shoes themselves. Every pair sold the first week brought in town new customers the next. A good thing will not down. Every customer paying \$1.98 for these shoes feels perfectly contented that she is getting a shoe worth from \$3 to \$6—the shoe is there to show it. Lots of 'em left yet.—John C. Lewis Co., Louisville.

The season for the selling of summer footwear practically ends with June, and, while there's little left of June, there's a great deal left of the stock we bought for spring and summer selling. It hasn't moved as we expected it would, because the hot weather, like prosperity, has evidently run in on a siding somewhere. Neither has materialized, and we're stuck—that's the word—stuck! —H. Johnson, Altoona, Pa.

Do not be misled. This is our famous \$1.98 shoe. Haven't printed much about it lately—didn't have to, for, once tried, this superb shoe gets a life position. Dealers everywhere try to equal it at \$1.98, but, as yet, just one firm has succeeded—that's Partridge & Richardson. Every effort of capital and brains is bent in the direction of betterment in the factory which does naught else but make us this inimitable \$1.98 shoe. So far, \$3 is the lowest price which will buy its equal, and its exact counterpart is unobtainable except here—the lasts are patented.—Partridge & Richardson, Phila.

Peas have brought such a low price lately that farmers on Petapasco neck, near Baltimore, have plowed under acres of them rather than pick them and haul them to market.



## SHOE THE BABY NEATLY

and you will have gained the friendship of the whole family. To succeed in doing this buy your children's shoes from

### HIRTH, KRAUSE & CO., Grand Rapids.

Our Specialties:

**Children's Shoes,  
Shoe Store Supplies,  
Goodyear Glove Rubbers.**



**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.

## ...For this Fall...

We are showing the strongest line of **Shoes** ever placed on this market by us.

We are just as emphatic about our Rubber Line—**Wales-Goodyear**—none better.

Big line of Lumbermen's Sox.

Grand Rapids Felt Boots are our Hobby.

### Herold-Bertsch Shoe Co.

5 and 7 Pearl Street,

GRAND RAPIDS, MICH.

## New Prices on Rubbers

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

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

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

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

**Geo. H. Reeder & Co.,**

19 South Ionia St.,  
Grand Rapids, Mich.



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

**SNEDICOR & HATHAWAY CO., Detroit, Mich.**

Also makers of the celebrated Driving Shoes. Grain Creedsmoors and Cruisers.

Michigan Shoe Co., Agents for Michigan.



JANE CRAGIN.

Cy Comes to a Definite Conclusion.  
Written for the TRADESMAN.

With the consciousness that he had been justly, and yet most unjustly, treated, Cy turned from the only human being he had ever really loved and went to his room, half penitent and half defiant. He had, with shame he confessed it, in the intensity of his passion, said that which already he was sorry for and repented of in dust and ashes; but with this was the feeling that, even at the worst, at least a little could be said in his favor. He was the last man in the world to think it—much less to say it—but he could not help remembering what sacrifices he had been always making for this woman, who had just now branded him "villain;" and with all that he might have said, and in justice to himself ought to have said, he had heard, had endured, her burning words like a craven. The thought stung him to madness and impulsively he turned to the door, determined that she should take back what she had said, or find to her cost that there were on her side of the account items for which she alone was responsible.

His determination weakened, however, before he reached the door. He might be a craven in Jane Cragin's eyes, but he would not be one in his own; and that he would be, should he yield to the thought that had just controlled him. "To suffer and be strong" was the lot he had long ago chosen and he would not add to that suffering—hers or his—by fighting against fate now. After all, Jane was right. He had compromised her, himself and the other two. He alone should make amends for it, and he could do it in no surer way than by silent endurance. Lighting a cigar, he threw himself into the easy chair Jane's forethought had provided and crowded out the hateful thoughts that tortured him by kinder ones of Jane. Back over the enchanted past he wandered, loitering here and lingering there, recalling everywhere the constant joy she had been to him; and, just as he had reached that point where he could say and feel that he forgave her, there was a timid knock at the door.

He knew it was Jane and he knew for what she had come. Should he bid her come in? His resentment for an instant restrained him and then, ashamed of himself, with forgiveness in his voice he called, "Come in."

He did not rise as she entered, and, closing the door, she sank down upon the nearest chair, the picture of utter wretchedness. Lifting her eyes to his face, she found nothing to encourage or comfort her. Stern and repellant, he sat in silence and looked out upon the mountains.

"I—I don't know, Cyrus," at last she faltered, "but what I said too much to you just now."

She waited a moment as if to gather courage to go on; and during that moment the tide turned in the man's vast ocean of love and came pouring back upon him with irresistible and overwhelming power. It lifted him from his chair and bore him to her side.

"Don't say another word, Jane," he said. "I cannot have it; I cannot bear it. Come sit with me near the window—not lovers, now, but friends—and let us, as the dearest friends the world has ever seen, forgive all that is needed to be forgiven and forget, or—try to forget—all that never should have been."

The notion pleased her and, leading

her to the recessed window, he sat with his arm about her and her head upon his shoulder; and there they sat communing together and ended with understanding each other as they never had done before. Then, putting gently back the arm that encircled her, Jane rose and, taking Cy's face in her hands, she drew it to her own and fervently kissed his forehead; and so would have left him, but as they reached the door, he pressed to his lips the hand that his own had clasped and there, with a silent blessing and forgiveness, if there was anything to forgive, the old life was ended and the new one begun.

Cy closed the door and took his seat again in the window.

"She is dead to me," he said; "but I can be true to her blessed memory. Henceforth, I will live for that alone, and —"

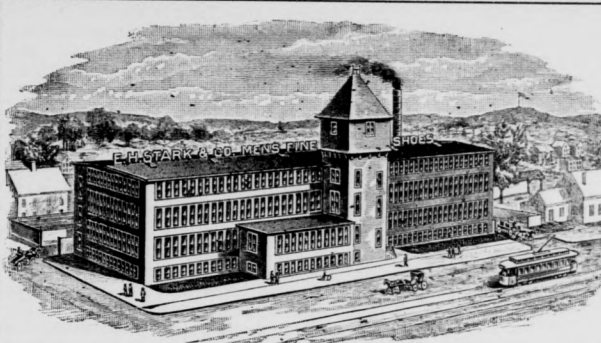
He did not go on. For a moment his heart stopped beating, and in that dead silence he heard again Jane's bitter denunciation of his conduct.

"There is but one course left for me. I can never be true to her memory, I can never be true to myself, by living a lie with Marjory. Sooner or later it will be sure to come out; and, humiliating as it will be to me and cruel as it will be to Marjory, there will be less for both to suffer if the truth be stated now. —Still, why need she know? Men, before, have loved and lost. The world has looked dark to them, but time has healed the wound and, although the scar is left, the after-life has been worth the living. That Marjory loves me, there is not a doubt. That I shall learn to love her, I am equally certain; and yet, I even urged Jane to throw over the Doctor as I was ready to—leave Marjory! —I've a great mind to ask Jane. —But then, these women always look at such things from only one side—their side; and I know what she'd say.—There's Smith—I might ask him. That fellow has seen right through me and the whole of this wretched business from the first, I'll bet ten dollars. He has a level head on him, anyway, and he's looking at the affair from the man's side of the fence. I believe that's the thing to do, after all. I'll take him out driving tomorrow and just give him the whole story."

He didn't, however. For days he brooded over the question without reaching any definite conclusion; and, at last, coming home late one evening from a moonlight drive with Marjory, he went to his room, shut the door and locked it, gave himself a look of withering contempt in the mirror and thought, if he did not say it, "I guess I'd better tell ye, Cy Huxley, what I think of ye. For four good days, now, you've been trying to be straightforward and honest with one of the best women on earth, whom you know you've been underhanded with. Now, this thing's going to stop right here. If you are a sneak and a scamp, say so. If you are a coward, say that and be done with it; but we ain't going to have any more o' this. Now, to-morrow you and the Doctor are going to Wilson's Canon with the girls. When you get out the Canon, on your way back, you settle this business like a man—if you know what's good for you. D—n such folks as you!"

RICHARD MALCOLM STRONG.

"If we are to live after death, why don't we have some certain knowledge of it?" said an old skeptic to a clergyman. "Why don't you have some knowledge of this world before you come into it?" was the caustic reply.



Represented in Michigan by

A. B. Clark,  
Lawton, Mich.,

who will promptly reply to any enquiries concerning the goods manufactured by this company at Worcester, Mass.



## MICHIGAN BARK & LUMBER CO.,

527 and 528  
Widdicombe 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.



# 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 Floor Dressing Co.*  
**80 E. Ohio St., - CHICAGO.**



## 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.



## THE OTHER SIDE.

Communication from a Noted Spanish Author.

New York, July 9.—In one of your recent issues you devote some space to comment upon a report from the Department of Agriculture at Washington, touching the effects of the Cuban insurrection upon the trade of this country.

You seem to have taken said report with eyes closed and never stopped to enquire whether other causes besides the insurrection have contributed to cripple the commerce of the United States with the Island. Had you studied the question carefully, without prejudice and without passion, you would have discovered not only that the diminution of trade between Cuba and the United States coincided with the repeal of the McKinley tariff act, and its reciprocity clause, but also that the sudden increase of late in said commerce dated from the enforcement of said act.

You assert, however, what is true when you say: "During the early years of the present decade our Cuban trade had received a material impetus, the years 1887 to 1893, inclusive, showing uninterrupted gains, and, but for the opening of the war, a still greater expansion, it is predicted, probably would have followed."

Of course, the impetus and uninterrupted gains attained by our Cuban trade during a period of peace were made possible by Spanish rule in Cuba, under which the Island recovered from the depression caused by the first insurrection, which lasted ten years. Before that revolt broke out, Cuba had no debt. To put down the rebellion a debt was created, and yet, in spite of this debt, the country was fast regaining its wealth and prosperity, when another mad insurrection, concocted abroad, was forced upon the Island. It was not the people of Cuba who raised the flag of rebellion. The movement began in the United States and it was sprung upon the peaceful Cubans. Marti, Gomez, Maceo, Garcia, Roloff—all the principal leaders of the insurrection—were living abroad. Not one of them had any interest in Cuba, not a farthing to lose, not a home to protect. They were all outsiders. Some of them, like Gomez and Roloff, are not even Cubans.

They were the first to adopt the barbarous, atrocious expedient of burning everything they found in their path. The proclamations of Gomez, directing his men to apply the torch relentlessly, and of Roloff, threatening to blow up passenger trains with dynamite, are historical facts. Peaceful men were unmercifully hung by orders of Gomez and Maceo, simply because they would not join the rebel ranks.

Why do you not raise your voice against these heartless culprits? Why do you say that "the loss of trade has been caused largely by the barbarous, medieval methods of warfare employed by Spain, contrary not only to the usages of modern civilization but to the common impulses of humanity?" Do you not know that the efforts of Spain have been

to prevent any further loss of life and property? Do you not know that the stories of cruelties ascribed to the Spanish troops are internal lies, concocted by correspondents at the instigation of revolutionary agents and encouraged by the unscrupulous editors of sensational sheets? Do you not know that no more atrocious deeds have been committed by Spanish troops than were committed by Union and Confederate soldiers during the war of secession?

When it is known that Cuba was progressing rapidly towards prosperity when this uncalled-for rebellion broke out; when it is evident that the barbarous methods employed by the insurgents have caused the ruin and desolation of the Island, where is the logic of your remark that "the showing of our crippled commerce ought to arouse the active sympathy of the people for the struggling patriots?"

Before you honor those men with the name of "patriots," it would be well to find out who they are. If they represent the views of the Cuban people, how do you explain that one million and a half of inhabitants have refused to follow them? Do you suppose that any army from Spain could hold down the whole population of Cuba if it really wanted to be free?

It is curious to see the American press and some public men urging the Government to impress upon Spain the necessity of putting down the insurrection.

Inasmuch as the head of the insurrection is in New York, and the insurgents obtain their arms and ammunition in the United States, would it not be more proper, more decent and more in keeping with the spirit of justice and fair play to ask the insurgents to put a stop to their useless and devastating struggle? The Cuban revolutionary Junta is permitted to break the laws of this fair land by enlisting men, buying arms, organizing expeditions and issuing bonds, postage stamps and silver coins of a fraudulent republic, for it does not exist, and not a single voice in the land is raised to upbraid this constant violation of the law and of the treaties!

To prevent this is what national honor and fair dealing demand. While the United States harbors a group of agitators, conspirators and revolutionists who plot against the integrity of a friendly nation—a nation to which this country from its birth owes a great debt of gratitude—a cause of irritation and friction will exist which will lay this nation open to the accusation of not being honest in its international dealings.

As S. T. Wallis said in his book, "Spain, her Institutions, Politics and Public Men," alluding to the conduct of the United States on a similar occasion: "The obligation of nations to observe their treaties incontestably obviously involves the duty of enacting laws which shall compel that observance, to the letter, on the part of their own citizens. When, therefore, a people who are peremptory in exacting the strictest performance of treaty stipulations from others set up the nature of their own institutions as a reason for

their inability to keep as strictly the faith which they have positively pledged, they have no right to marvel if their honesty be brought in question."

ARTURO CUYAS.

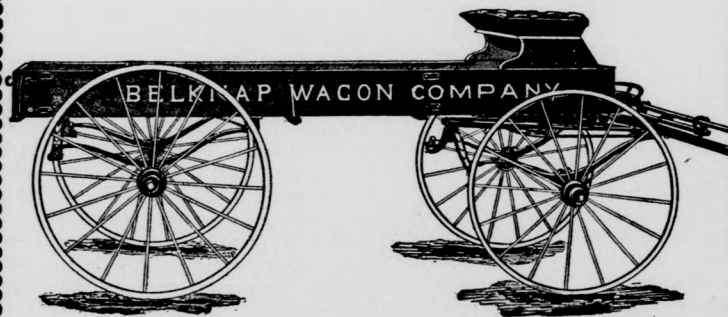
The Tradesman publishes the above communication solely in the interest of fair play—on the principle of "giving the devil his due"—expressly disclaiming any responsibility for the statements of the author and frankly asserting that it has no sympathy with the cause of Spain in her treatment of Cuba or any other American dependency of the Spanish crown. While the policy of Spain in dealing with the Cuban insurgents has been infamous, her policy toward the Island in times of peace has been scarcely less reprehensible, the taxes exacted on the importation of American goods into Cuba having been so extortionate as to reduce the Cubans to a starvation basis. Leaving aside the

monstrous deeds committed in the name of Spain during the war, and the infamous manner in which American citizens have been treated by Spanish officials and soldiers, the policy of Spain in times of peace plainly demonstrates that she is unfit to govern and that the Cubans had better die in dungeons and starve in the mountains than submit to the yoke of a nation composed of imbeciles and monsters!

As a precaution against accidental poisoning, the German government has passed a law requiring all drugs intended for internal use to be put in round bottles, and those which are only used externally to be placed in hexagonal bottles.

The more you puff a cigar the smaller it becomes. And that is the way with some men.

## Not How Cheap But How Good



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.

# THE "PEERLESS" IS THE BEST

GEORGE L. MOODY.

DEALER IN

**Fancy Family Groceries, Teas and Coffees,**

N. W. Corner Washington and Market Sts.

Petersburg, Va., June 24, '97.

FOLDING BATH TUB CO.,

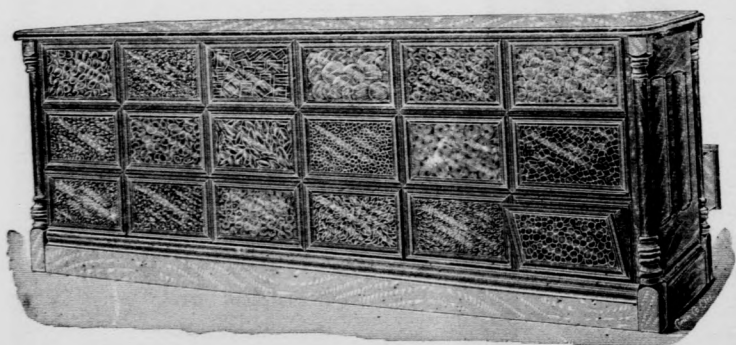
Marshall, Mich.

GENTLEMEN: The three Peerless Counters have been in use just one week and are the cynosure of every person. I am satisfied that they will pay for themselves in a few months, as now it is impossible to overlook a box of cakes, etc. The saving from pickers and loss from flies and dust are a thing of the past wherever the "Peerless" Counters are introduced.

The counters are the greatest ornament and convenience that the retail grocer could introduce into his store. I am confident that the sum invested in these pieces of furniture was well expended.

Wishing you much success, and hoping to hear from you again I am

Respectfully,  
GEORGE L. MOODY.



FOLDING BATH TUB CO., PATENTEES AND SOLE MANUFACTURERS. MARSHAL, MICH.



## Commercial Travelers

### Michigan Knights of the Grip.

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

### Michigan Commercial Travelers' Association.

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

### United Commercial Travelers of Michigan.

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

### Michigan Commercial Travelers' Mutual Accident Association.

President, A. F. PRAKE, 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. WILSON, Marquette.

### Gripsack Brigade.

Don't try to feed your trade on taffy. It won't fatten.

A weak man who has patience has a substitute for strength.

The man who is absolutely satisfied with himself pleases the devil.

Men always buy bigger bills under the warming rays from the sun of humor.

Only the brave deserve the fair. This does not refer to hotel fare, although it often takes a brave man to tackle it.

Charles J. Liford, of Ariand, has taken a position as traveling salesman with the Crown Oil and Grease Co., of Cleveland.

Just at the same ratio in which your competitor is pleased at finding faults in you, he is displeased at finding perfection.

During these days when it is hot enough to melt the buckles off a sample case, the traveling man is earning twice as much as he is paid.

The best drummers in the world are Ease and Carelessness. They sell mortgages and failures and they get their work in all right, all right.

Men who do the loudest talking and blowing on the road always wind up by giving a correct imitation of the fellow who didn't know it was loaded.

Petty jealousies have always acted and will always act as barriers to concert of action among commercial travelers. Human nature will have to be changed.

Cam. Naugle, who has been behind the counter several years for A. S. Barber & Co., at Ithaca, has engaged to travel for Melze, Smart & Co., of Saginaw.

If the spirit of organization will take hold of the commercial travelers, they will be able to exert a wonderful influence in the legislatures of our states and in Congress.

If any of the boys would like to see John A. Murray's black hair turn red and stand on end a la porcupine, just ask him about his trip into Terre Haute, Ind., as a "ho-bo," and how he was received there. The only thing lacking was "a little German band" to head the procession to make it complete and almost an ovation.

P. M. Van Drezer (Olney & Judson Grocer Co.), blinded by the heat on the fourth floor, recently put his head through one of the large windows at the end of the hall at the Eagle Hotel, whereupon Deacon Johnston telephoned over to the store and enquired if Van was in the habit of getting a jag on regularly. Considering Van's established reputation for sobriety, it is a question whether the joke is on Van or the Deacon.

J. M. Wing has left the employ of Deane Brothers & Lincoln, wholesale grocers of Chicago, to take a similar position with the John A. Tolman Co. at an advanced salary.

Wilbur S. Burns (Olney & Judson Grocer Co.) was recently driving with Will Nicum, the soap salesman, in the vicinity of Wakelee when they came to a cornfield that was so long that Nicum insisted that a man could not walk to the end of it and back in an hour. Burns insisted that it could be done within that time and further stated that he could make the trip with his grips within the time specified. The money was thereupon put up and Burns started across the field, returning in time to claim and receive the wager. The day happened to be a hot one, however, and by the time Burns got back it is said that his face looked like a beefsteak and that his clothing was as moist as though he had walked through a pond. There are rumors in the air to the effect that the farmer owning the farm proposes to serve a summons on Burns for trespass the next time he goes to Wakelee, the specific charge being that he trampled down several dollars' worth of growing corn, but the report is probably exaggerated.

"There are some businesses," said an old commercial traveler to the New Orleans Picayune, "in which the line of demarkation between a profession and an automatic trade is wonderfully distinct, and I know of no business in the world more thoroughly professional than that of the hotel clerk who is imbued with the professional possibilities of his occupation. In the hands of some, hotel clerkship becomes indeed a profession. I have been on the road now for the past twenty years and the longer I make the hotel my home the more the idea and the differentiation between professionalism and simply clerkship impress themselves upon me. There are some men behind hotel desks who exalt their business into the rank of a distinct profession. They are a study. They realize to the fullest extent that they are professional hosts, and from time immemorial there has been no privilege higher than that of host, you know. The type of man I have in mind is the keenest reader of character and of mind. He is the gentleman, who is not only always courteous, but he throws a dash into his work which makes him forever remembered. There is not the slightest little courtesy or convenience that he ever overlooks. There is not a detail of schedules with which he is not familiarly acquainted. He can direct you to the best route, and give you the time of journey to the antipodes. He can tell at a glance at his guest whether the man is one in whom a remark on the weather would disturb thoughts and anxieties and cares of the weightiest nature. You see this man come up to the counter and this strictly professional man behind the desk is as silent as an oyster, his one thought being to find out at a glance what his guest seeks, for he sees in the man's face that the weather is not uppermost, and that his guest does not care a snap if Fitz did lick Corbett. The next moment another man comes up and immediately this same clerk is all affability and animated conversation, interesting and full of information. His one thought is directed to being just the sort of gentleman with reference to his guests in the hotel that he would be if President McKinley were the guest at his private home."

### The New Interchangeable Mileage Book.

St. Johns, July 19—Will you kindly print in this week's issue of the Tradesman the enclosed letter from Mr. Ruggles to Mr. Waldron; also add that the book is now in the hands of the Auditors, who are arranging the details incident to placing it on the market. I think it will be of interest to the traveling men of Michigan, as they all read the Tradesman. B. D. PALMER.

The letter to which Mr. Palmer refers is as follows:

Chicago, July 14—I think you are entitled to much credit for your very intelligent as well as zealous and effective work in the matter of the proposed interchangeable mileage ticket, since you have been able to recognize the different phases of the subject and the obstacles lying in the way of action that shall be mutually satisfactory to all concerned.

I have myself been very glad to do what I could in that direction and to smooth the way to harmonious and satisfactory action, and I am quite sure that you will recognize the great difficulty, on the one side, of satisfying the objections and the scruples and the various ideas entertained by more than thirty different railroads, most, if not all, of whom have the common desire to satisfy so important a class of the public travel as the users of mileage tickets. The result attained I trust will prove entirely satisfactory to all.

The commercial traveler now enjoys the advantage of a single ticket, which is good on and interchangeable on more than thirty lines of railway, greatly reducing the bulk of transportation he is obliged to carry, as well as the original outlay, and this, I think, with the minimum inconvenience and the maximum safeguard and protection to the lines owning it.

The special feature to which you refer I think will be found in practice to be quite unobjectionable, but was deemed a necessary one by the large majority of the roads interested.

I trust that the commercial travelers will recognize the good will of the railroads in taking the action they have, and also the fact that anything that may be found to be objectionable in the practical use of the interchangeable mileage ticket will, as far as consistent with the proper protection of the railroads, be modified whenever experience shows it to be necessary.

I heartily concur with you in the desire that the new thousand mile interchangeable ticket shall be as popular as possible, and we shall be very glad in the future, as in the past, to do everything we can to produce that result.

O. W. RUGGLES,  
G. P. A. Mich. Central R'y.

### Jackson Traveling Men to Picnic at Bawbeese Lake.

Jackson, July 17—Yourself, family and friends are cordially invited to attend the traveling men's excursion and basket picnic, to be held Wednesday, July 28, 1897.

At a recent meeting of the traveling men there was appointed a committee to make arrangements for holding a basket picnic and general excursion. The committee has selected Bawbeese Lake, which is located one mile east of Hillsdale, and is the most complete resort accessible to Jackson. There is a large lake, beautiful grove and grounds, with all accommodations for your pleasure, such as boats, bathing, tobogganing, swings for the little ones and a very large and commodious dancing pavilion in which 200 couples can dance.

This excursion has been arranged with a view of getting together as many traveling men and their friends as possible. So throw dull care away for one day and bring your mother, wife and babies, or, if you haven't any of these, bring your best girl.

The amusements are ample—good bathing, boating and numerous other amusements. In the evening there will be a dancing party in the pavilion.

We have arranged to run a general excursion, as near cost as possible, so

invite your friends and neighbors; join us and have a good time, as there will be sufficient room to entertain all at Bawbeese Park, and the management will spare no pains to make the day a very enjoyable one for the traveling men and their friends and all those who wish to join.

This is intended for a basket picnic, but, if you want to get your meals at the hotel, you can do so. The route to the lake is via the Lake Shore & Michigan Southern Railway. The ride is not long—less than an hour—and the railroad fare has been placed at the extremely low price of 50 cents for full fare for round trip and 25 cents for half fare.

Yours for a good time.  
F. D. PAGE, Chairman.

## HOTEL NEFF

FRANK NEFF, Propr.

GRAND LEDGE, MICH.

Rates, \$1.00. One block east of depot.  
Welcome to Druggists.

## NEW CITY HOTEL

HOLLAND, MICH.

We pledge the Commercial Travelers of Michigan our best efforts.

Rates \$2.00. E. O. PHILLIPS, Mgr.

## COLUMBIAN TRANSFER COMPANY

CARRIAGES, BAGGAGE  
AND FREIGHT WAGONS

15 and 17 North Waterloo St.,

Telephone 381-1 Grand Rapids.

## Commercial House

Iron Mountain, Mich.

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

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

## NEW REPUBLIC

Reopened Nov. 25.

FINEST HOTEL IN BAY CITY.

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

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

*Will Pay*  
*you*

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

## Hotel Normandie of Detroit Reduces Rates.

Determined to continue catering to popular demand for good hotel accommodations at low prices, we reduce the rates on fifty rooms from \$2.50 to \$2 per day, and rooms with bath from \$3.50 to \$3.

The popular rate of 50 cents per meal, established when the Normandie was first opened, continues. Change of rates will in no way affect the quality, and our constant aim in the future will be, as in the past, to furnish the best accommodations for the rates charged.

Carr & Reeve.

## HOTEL WHITCOMB

ST. JOSEPH, MICH.

A. VINCENT, Prop.

## Whitney House

Chas. E. Whitney, Prop.

Plainwell, Mich.

Best house in town and as good as any in the State for \$1.00 per day. Sanitary conditions are complete. Long distance telephone.

## Cutler House at Grand Haven.

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



## Drugs==Chemicals

### MICHIGAN STATE BOARD OF PHARMACY.

Term expires  
S. E. PARKILL, Owosso - Dec. 31, 1897  
F. W. R. PERRY, Detroit - Dec. 31, 1898  
A. C. SCHUMACHER, Ann Arbor - Dec. 31, 1899  
GEO. GUNDRUM, Ionia - Dec. 31, 1900  
L. E. REYNOLDS, St. Joseph - Dec. 31, 1901

President, F. W. R. PERRY, Detroit.  
Secretary, GEO. GUNDRUM, Ionia.  
Treasurer, A. C. SCHUMACHER, Ann Arbor.  
Coming Examination Sessions—Sault Ste. Marie,  
Aug. 24 and 25; Lansing, Nov. 2 and 3.

### MICHIGAN STATE PHARMACEUTICAL ASSOCIATION.

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

### The New Pharmacist and the Old Drug Store.

The drug business of our day is not pharmacy. Pharmacy is something very much higher up in the scale. What passed for pharmacy years ago will no longer suffice. The pharmacist of the future must be an educated, scientific, technical expert—nothing less. Men unable to do chemical and microscopical work will no longer be recognized as competent pharmacists. The new pharmacist will be a new species, as much unlike the average corner-store druggist as the printing-press of to-day is unlike that of the sixteenth century. The new pharmacist will not make or sell any secret nostrums; he will not sell cigars, soda water, soaps, perfumery, stationery, rubber goods, paints, glass, candies, chewing-gum and other merchandise having no relation to pharmacy. He will not be a salesman in any sense or degree. The "cut rates" problem, which seems to be the plague of the retail druggist of the day, will no more affect the occupation and prosperity of the new pharmacist than the climate of Kamchatka. The new pharmacist will gladly and cheerfully recognize the fact that the sole mission of pharmacy is to wait upon medicine. He will know and be able to demonstrate that the physician cannot be his own pharmacist without serious detriment to all concerned. He will know that the educated physician alone is competent to prescribe, and that the pharmacist's duty does not and should not clash with that of the physician. Jealousy or rivalry between them is ridiculous. They are as distinct from each other and as little subject to comparison as the odor of the rose and the color of the butterfly in its bosom. It is in no sense or degree derogatory to the pharmacist to admit that he is not the equal of the physician. The physician is not the equal of the pharmacist. But the pharmacist certainly is and must be an expert aid to the physician, while the latter is in no sense an aid to the pharmacist. The pharmacist is in his right place when he devotes his knowledge and skill to the task of assisting the physician in every legitimate and useful way. The new pharmacist will enlarge his sphere of useful technical work and bring it to a higher degree of development. Any pharmacist who cannot work on the principle that pharmacy is the handmaid of medicine is like a tree with its crown in the soil and its roots in the air.

The new pharmacist will possess the knowledge and training necessary to the unerring identification and intelligent selection of the medicinal substances employed by the physician. He will be able to determine for himself the purity and strength of all substances the char-

acter of which admits of such determination. He will, in fact, test all the chemicals he uses, and will not put forth the absurd claim that the faithful performance of that duty is impracticable. He will faithfully and intelligently protect all his medical supplies from deterioration, and will religiously perform his plain duty to immediately reject any and every substance found to have become so altered or injured as to be no longer in accordance with the recognized requirements as to quality and effectiveness. He will renew his supplies of plant drugs every year, at the right season, throwing away what is left over of last season's stock, so as to insure reliable remedies. He will employ sensitive and accurate balances and graduated measures, and will use them with skill. All his work will be governed by scientific principles.

The new pharmacist will, further, do all of the laboratory work which the physician will require of him in medical and sanitary chemistry, bacteriology, etc. He will, moreover, be the public chemist of his community.

The average drug store of to-day is a kind of department store or bazaar on a prominent corner. Most of its business is purely mercantile. The rent is high. The profits on its sales of merchandise are so small that a very large volume of trade is necessary to make the business pay. This in turn necessitates the investment of a large capital and the employment of salesmen. The soda fountain, cigar case and candy case make the average drug store anything but a suitable place for such work as the careful, safe and accurate dispensing of prescriptions.

The new pharmacist will not locate himself in a noisy, expensive corner store to catch the transient customer. He will not have any miscellaneous merchandise to sell. He will instead establish himself in a quiet place sufficiently accessible to those who require his services. His capital will be \$1,000 instead of \$10,000, and yet he will certainly be more prosperous and successful than the druggist who carries on the retail drug business as now conducted.

The new pharmacist will be able to command respect and recognition as a professional man. The difference between the new pharmacy and the old will be so great as to immediately attract the attention of thinking people, and there are enough thinking people in the world to give the new pharmacist abundant occupation.

The new pharmacy laws will in time be amended so as to make proper education for pharmaceutical work the most important qualification for registration, and the numerous druggists of the country will be divided into two distinct classes—those who have the requisite scientific training to be permitted to do all scientific, technical pharmaceutical work, and those who lack that training and, therefore, will not be permitted to dispense physicians' prescriptions or to dispense any potent medicinal substance.

The necessity of this new style of pharmacy is a present necessity, and the pharmaceutical chemist will be the coming new pharmacist, by whatever name he may be called, for any graduate in pharmacy who has had proper and sufficient training in applied pharmaceutical chemistry and related laboratory work is just what we mean by the designation "pharmaceutical chemist," and no one else is one, even if he may be called so. OSCAR OLDBERG.

### The Drug Market.

Trade in this line is good, although collections are rather poor, but improvement can be expected within the next thirty days. There are very few changes to note.

Castor Oil—Manufacturers of this article have advanced their price on No. 3 8c per gal. No. 1 is unchanged.

Essential Oils—Anise has advanced and holders are very firm in their views. Croton and bergamot have advanced.

Gum Asafoetida—There is a large demand and prices are much higher abroad and are advancing here.

Opium, Quinine and Morphine—Unchanged, although all three articles are very firm.

Strychnine—The price has been reduced by manufacturers 10c per oz.

Linseed Oil—Is in good demand and prices are steady.

Turpentine—This article is lower.

There has been no change as yet on any of the articles on which there is an increased duty. Prospects seem good for the tariff bill to become a law within the next ten days, at which time there will be a good many changes.

### Soda Water Hints.

Use thin glass.

Good advertising pays.

Shaved ice makes soda taste flat.

Have soda straws always at hand.

It's quality that counts, not quantity.

Wash syrup cans thoroughly before refilling.

Neat service is as important as good soda.

Ladies and children like plenty of syrup and cream.

Fresh flowers on the counter every day are very attractive.

Introduce new syrups frequently. It stimulates interest.

To be successful you must please both the eye and the palate.

Your soda counter is an advertisement of your drug business.

Use only the best supplies; cheap ones don't pay at any price.

Don't mix fresh cream with that left over from the day before.

Wash egg, milk or cream tumblers in salt water first, then rinse.

Be sure that the soda is well mixed with the syrup in the glass.

Wash out interior of apparatus thoroughly at least once a week.

Always scald the cream bottle and ice-cream freezer before refilling.

The public believes that good soda means good drugs, and vice versa.

Throw away the first three glasses drawn every morning. They don't taste good.

Make the customer cool at the soda counter and she will come again. That is where a mechanical fan pays.

In the line of novelties of advertising there is one Chicago druggist whose departure would be hard to discount. This gentleman, whose place of business is in the Hyde Park district, announces that he has a choice line of blue-blooded Angora cats. His business cards bear a picture of an aristocratic-looking tabby in one corner, and after the address are the words, "Drug store and cattery."

James Wilson, a druggist in Benton, Ky., poured about a pint of alcohol into a graduate, preparatory to mixing a prescription. A friend of his came into the store and turned the graduate over; at the same time he stepped quickly back and stepped on a match, which set fire to the alcohol and store.

In the day of prosperity we have many refuges to resort to; in the day of adversity only one.

**THUM BROS. & SCHMIDT,**  
Analytical and Consulting Chemists,  
84 CANAL ST.,  
GRAND RAPIDS, MICH.  
Special attention given to Water, Bark and Urine Analysis.

### PATENT MEDICINES

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



BYERLY BROS. & CO., Manufacturers, 154 Michigan Ave., Chicago.

### The Age of Dust Is Past.

How? Use Byerly Bros. & Co.'s celebrated "Dustdown." It will save you 100 per cent. on your investment by preserving your stock from dust. You save time, trouble and stock. No matter how much dirt may have accumulated on your floor it will prevent the dust from rising when you sweep. No sprinkling, no sawdust, no scrubbing, no dust. Dust cannot rise, but curls up. Ask more about it.

HANDLE  
**S. C. W.**  
CIGARS

For sale by all first-class jobbers and the

G. J. JOHNSON CIGAR CO., GRAND RAPIDS.

**"MASTER"**  
**"YUMA"**

The best 5 cent cigars ever made. Sold by

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

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



**Advanced**—Oil Anise, Oil Bergamot.  
**Declined**—Turpentine.

Morphia, S.P. & W...	1 95	2 20	Sinapis.....	2	18	Linseed, pure raw...	29	32
Morphia, S.N.Y.Q. & C.	1 85	2 10	Sinapis, opt.	2	30	Linseed, boiled.....	31	34
Moschus Canton.....	65	80	Snuff, Macaboy, De Voës.....	2	34	Neatsfoot, winter str	65	70
Myristica, Co. I.....	65	80	Snuff, Scotch, DeVo's	2	34	Spirits Turpentine...	30	35
Nux Vomica.....po. 20	15	18	Soda Boras, po.....	6	8			
Os Sepia.....	15	18	Soda & Potass Tart.	6	8			
Pepsin Saac, H. & P.	2	1 00	Soda, Carb.....	1 1/2	2	<b>Paints</b>	<b>BBL.</b>	<b>LB</b>
P. Co.....	2	1 00	Soda, Bi-Carb.....	3	5	Red Venetian.....	1 1/2	2
Pleis Liq. N.N. 1/4 gal. doz.....	2	2 00	Soda, Ash.....	3 1/2	4	Ochre, yellow Mars.	1 1/2	2
Pleis Liq., quarts.....	2	1 00	Soda, Sulphas.....	2	2	Ochre, yellow Ber...	1 1/2	2
Pleis Liq., pints.....	2	85	Spts. Cologne.....	2	60	Putty, commercial...	2 1/2	3
Pil Hydrarg.....po. 80	50	50	Spts. Ether Co.....	50	55	Putty, strictly pure	2 1/2	3
Piper Nigra.....po. 22	18	30	Spt. Myrcia Dom.....	2	00	Vermillon, Prime		
Piper Alba.....po. 35	30	30	Spts. Vini Rect. bbl.	2	42	American.....	13	15
Pilb Burgun.....	7	12	Spts. Vini Rect. 5bbl	2	47	Vermillon, English...	70	75
Plumbi Acet.....	10	12	Spts. Vini Rect. 10gal	2	50	Green, Paris.....	13 1/2	19
Pulvis Ipecac & Ophi	1 10	1 20	Spts. Vini Rect. 5gal	2	52	Green, Peninsular...	13	16
Pyræthrum, boxes H. & P. D. Co., doz.....	1 25	30	Less 55 gal. cash 10 days.			Lead, Red.....	5 1/2	6
Pyræthrum, pv.....	30	33	Styræhnia, Crystal...	1 40	1 45	Lead, white.....	5 1/2	6
Quassia.....	8	10	Sulphur, Subl.....	2 1/2	3	Whiting, white Span	70	70
Quinia, S. P. & W...	20	31	Sulphur, Roll.....	2	2 1/2	Whiting, gliders...	70	70
Quinia, S. German...	20	29	Tamarinds.....	8	10	White, Paris Amer...	1 00	1 00
Quinia, N.Y.....	24	29	Terebenth Venice...	2	30	Whiting, Paris Eng.		
Rubia Tinctorum...	12	14	Theobromæ.....	4	45	cliff.....	1 40	1 40
Saccharum Lactis pv	18	20	Vanilla.....	9 00	16 00	Universal Prepared.	1 00	1 15
Salacin.....	3 00	3 10	Zinci Sulph.....	70	8			
Sanguis Draconis...	40	50				<b>Varnishes</b>		
Sapo, W.....	12	14				No. 1 Turp Coach...	1 10	1 20
Sapo, M.....	10	12	<b>Oils</b>			Extra Turp.....	1 60	1 70
Sapo, G.....	15	18	Whale, winter.....	70	70	Coach Body.....	2 75	3 00
Siedltz's Mixture...	20	22	Lard, extra.....	40	45	No. 1 Turp Barn...	1 00	1 10
			Lard, No. 1.....	35	40	Extra Turk Dam...	1 55	1 60
						Jap. Dryer, No. 1 Turp	70	75



# GROCERY PRICE CURRENT.

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

### AXLE GREASE.

Aurora	doz.	gross
Castor Oil	60	7 00
Diamond	50	4 00
Frazer's	75	9 00
IXL Golden, tin boxes	75	9 00
Nica, tin boxes	75	9 00
Paragon	55	6 00

### BAKING POWDER.

Absolute.	
1 lb cans doz	45
1 lb cans doz	85
1 lb cans doz	1 50
Acme.	
1 lb cans 3 doz.	45
1 lb cans 3 doz.	75
1 lb cans 1 doz.	1 00
Bulk.	10
El Purity.	
1 lb cans per doz.	75
1 lb cans per doz.	1 20
1 lb cans per doz.	2 00
Home.	
1 lb cans 4 doz case	35
1 lb cans 4 doz case	55
1 lb cans 2 doz case	90

### JAXON

1 lb. cans, per doz.	2 00
9 oz. cans, per doz.	1 25
6 oz. cans, per doz.	85
Our Leader.	
1 lb cans.	45
1 lb cans.	75
1 lb cans.	1 50
Peerless.	
1 lb. cans	85
BATH BRICK.	
American	70
English.	80

### BLUING.

### CONDENSED PEARL BLUING

1 doz. pasteboard Boxes.	40
3 doz. wooden boxes	1 20

### BROOMS.

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

### CANDLES.

8s.	7
16s	8
Paraffine	8

### CANNED GOODS.

#### Manitowoc Peas.

Lakeside Marrowfat.	1 00
Lakeside E. J.	1 30
Lakeside, Cham. of Eng.	1 40
Lakeside, Gem. Ex. Sifted.	1 65

### CHEESE.

Acme	7 1/4
Amboy	7 1/2
Byron	7 1/2
Elsie	7 1/2
Gem	8
Gold Medal	8
Ideal	8 1/2
Jersey	8
Lenawee	7
Riverside	7 1/2
Sparta	7 1/2
Brick	9
Edam	9
Leiden	18
Limburger	15
Pineapple	43
Sap Sago	18

### CHOCOLATE.

#### Walter Baker & Co.'s.

German Sweet	22
Premium	31
Breakfast Cocoa	42

### CLOTHES LINES.

Cotton, 40 ft, per doz.	1 00
Cotton, 50 ft, per doz.	1 20
Cotton, 60 ft, per doz.	1 40
Cotton, 70 ft, per doz.	1 60
Cotton, 80 ft, per doz.	1 80
June 60 ft. per doz.	80
June 72 ft. per doz.	95

### Chicory.

Bulk	5
Red	7

### CATSUP.

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

### CLOTHES PINS.

5 gross boxes	40
---------------	----

### COCOA SHELLS.

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

### CREAM TARTAR.

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

### COFFEE.

#### Green.

##### Rio.

Fair	17
Good	18
Prime	20
Golden	20
Peaberry	22

##### Santos.

Fair	19
Good	20
Prime	22
Peaberry	23

##### Mexican and Guatamala.

Fair	21
Good	22
Fancy	24

##### Maracaibo.

Prime	23
Milled	24

##### Java.

Interior	25
Private Growth	27
Mandehling	28

##### Mocha.

Imitation	25
Arabian	28

##### Roasted.

Clark Jewell Wells Co.'s Brands	
Fifth Avenue.	28
Jewell's Arabian Mocha.	28
Wells' Mocha and Java.	25 1/2
Wells' Perfection Java.	25 1/2
Sancabo	23
Valley City Maracaibo.	18 1/2
Ideal Blend.	14
Leader Blend.	12

##### Worden Grocer Co.'s Brands

Quaker Arabian Mocha.	31
Quaker Mandehling Java.	30
Quaker Mocha and Java.	28
Toke Mocha and Java.	25
Quaker Golden Santos.	21
State House Blend.	19
Quaker Golden Rio.	17 1/2

### Package.

Below are given New York prices on package coffees, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including weight of package. In 60 lb. cases the list is 10c per 100 lbs. above the price in full cases.

#### Arbuckle

Jersey	11 50
McLaughlin's XXXX.	11 50

### Extract.

Valley City 1/4 gross	75
Felix 1/4 gross	1 15
Hummel's foil 1/4 gross	85
Hummel's tin 1/4 gross	1 43

### Knapp Malt Coffee.

1 lb. packages, 50 lb. cases	9
1 lb. packages, 100 lb. cases	9

### CONDENSED MILK.

#### 4 doz in case.

Gail Borden Eagle	6 75
Crown	6 25
Daisy	5 75
Champion	4 50
Magnolia	4 25
Challenge	3 50
Dime	3 35

### COUPON BOOKS.

#### Tradesman Grade.

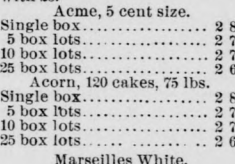
50 books, any denom.	1 50
100 books, any denom.	2 50
500 books, any denom.	11 50
1,000 books, any denom.	20 00



## Lautz Bros. &amp; Co.'s Brands.



Acme, 70 lb. cakes.	
Single box	3 43
5 box lots	3 35
10 box lots	3 28
25 box lots	3 23
Acme, 60 lb. cakes.	
Single box	3 00
5 box lots	2 90
10 box lots	2 85
25 box lots	2 80
One box free with 5; two boxes free with 10; five boxes free with 25.	
Acme, 5 cent size.	
Single box	2 85
5 box lots	2 75
10 box lots	2 70
25 box lots	2 65
Acorn, 120 cakes, 75 lbs.	
Single box	2 85
5 box lots	2 75
10 box lots	2 70
25 box lots	2 65
Marseilles White.	



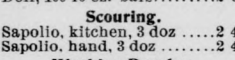
100 cakes, 75 lbs.	
Single box	5 75
5 box lots	5 65
10 box lots	5 60
25 box lots	5 50
100 cakes, 5 cent size.	
Single box	4 00
5 box lots	3 90
10 box lots	3 85
25 box lots	3 80
Schulte Soap Co.'s Brand.	



100 cakes, 75 lbs.	
Single box	2 85
5 box lots	2 80
10 box lots	2 75
25 box lots	2 65
Wolverine Soap Co.'s Brands.	



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



Sapolio, kitchen, 3 doz	
Sapolio, hand, 3 doz	2 40
Washing Powder.	



100 12 oz pkgs.	
STARCH.	3 50



Kingsford's Corn.	
40 1-lb. packages	6
20 1-lb. packages	6 1/2
Kingsford's Silver Gloss.	
40 1-lb. packages	6 1/2
6-lb. boxes	7
Diamond.	
64 10c packages	5 00
128 5c packages	5 00
32 10c and 64 5c packages	5 00
Common Corn.	
20-lb. boxes	4 1/2
10-lb. boxes	4 1/2
Common Gloss.	
1-lb. packages	4
3-lb. packages	4
6-lb. packages	4 1/2
40 and 50 lb. boxes	2 1/2
Barrels	2 1/2

## STOVE POLISH.



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

## SUGAR.

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

Cut Leaf	5 50
Domino	5 38
Cubes	5 13
Powdered	5 13
XXXX Powdered	5 38
Mould A	5 13
Granulated in bbls.	4 88
Granulated in bags	4 88
Fine Granulated	4 88
Extra Fine Granulated	5 00
Diamond Confection	4 88
Confection Standard A	4 75
No. 1	4 63
No. 2	4 63
No. 3	4 63
No. 4	4 63
No. 5	4 56
No. 6	4 50
No. 7	4 31
No. 8	4 25
No. 9	4 19
No. 10	4 06
No. 11	3 94
No. 12	3 88
No. 13	3 75
No. 14	3 63
No. 15	3 50
No. 16	3 44

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

TOBACCOES.	
Clark-Jewell-Wells Co.'s brand.	
New Brick	35 00

Morrison, Plummer & Co.'s b'd.	
Governor Yates, 4 1/2 in.	58 00
Governor Yates, 4 1/4 in.	65 00
Governor Yates, 5 1/4 in.	70 00
Monitor	30 00

H. & P. Drug Co.'s brand.	
Quintette	35 00

G. J. Johnson Cigar Co.'s brand.	
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S. C. W.	
H. Van Tongeren's Brand.	35 00



Star Green.	
Miscellaneous Brands.	35 00

American Queen.	
Mallory	35 00
Michigan	35 00
Royal Knight	35 00
Sub Rosa	35 00

VINEGAR.	
Leroux Cider	10
Robinson's Cider, 40 grain	10
Robinson's Cider, 50 grain	12

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

## Fish and Oysters

Fresh Fish.	
Whitefish	Per lb.
Trout	7
Black Bass	7
Halibut	14
Bluefish	14
Ciscoes or Herring	4
Live Lobster	18
Boiled Lobster	19
Cod	10
Haddock	8
No. 1 Pickerel	7
Pike	6
Smoked White	7
Red Snapper	10
Col River Salmon	10
Mackerel	12 1/2
Oysters in Cans.	
F. H. Counts	40
Shell Goods.	
Oysters, per 100	1 25
Clams, per 100	90

## Candies.

## Stick Candy.

Standard	bbls. pails
Standard H. H.	5 1/2 @ 7
Standard Twist	5 1/2 @ 7
Cut Leaf	6 @ 8
Extra H. H.	8 1/2 @ 8 1/2
Boston Cream	8 1/2 @ 8 1/2

## Mixed Candv.

Competition	@ 6
Standard	@ 6 1/2
Leader	@ 7
Conservative	@ 7
Royal	@ 7
Ribbon	@ 7
Broken	@ 8
Cut Leaf	@ 8
English Rock	@ 8 1/2
Kinderarten	@ 8 1/2
French Cream	@ 8 1/2
Dandy Pan	@ 10
Valley Cream	@ 13

## Fancy-In Bulk.

Lozenges, plain	@ 8 1/2
Lozenges, printed	@ 8 1/2
Choc. Drops	@ 11
Choc. Monumentals	@ 14
Gum Drops	@ 5
Moss Drops	@ 7 1/2
Sour Drops	@ 8 1/2
Imperial	@ 8 1/2

## Fancy-In 5 lb. Boxes.

Lemon Drops	@ 50
Sour Drops	@ 50
Peppermint Drops	@ 60
Choc. Monumentals	@ 60
H. M. Choc. Drops	@ 60
Gum Drops	@ 75
Licorice Drops	@ 75
A. B. Licorice Drops	@ 50
Lozenges, plain	@ 50
Lozenges, printed	@ 50
Imperial	@ 50
Molasses Bar	@ 55
Molasses	@ 55
Hand Made Creams	@ 80
Plain Creams	@ 60
Decorated Creams	@ 60
String Rock	@ 60
Burnt Almonds	1 25
Wintergreen Berries	@ 55

## Caramels.

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

## Fruits.

## Oranges.

Med't Sweets.	@
150-170-200	@ 50

## Messinas.

Fancy 200s.	@ 3 75
Choice 200s.	@ 3 50

## St. Michaels.

200s.	@ 4 50
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## Lemons.

Strictly choice 300s.	@
Strictly choice 300s.	@ 50
Fancy 300s.	@ 50
Ex. Fancy 300s.	@ 60

## Bananas.

Medium bunches	1 25 @ 1 50
Large bunches	1 75 @ 2 00

## Foreign Dried Fruits.

Figs, Choice Layers	@
Figs, New Smyrna	@ 12
Figs, 14 lb boxes	@ 12
Figs, Natural in	@ 6
30 lb. bags	@ 8
Dates, Fards in 10 lb boxes	@ 8
Dates, Fards in 60 lb cases	@ 6
Dates, Persians, H.M.	@ 5 1/2
B. 60 lb cases, new	@ 5 1/2
Dates, Sairs 60 lb cases	@ 4

## Nuts.

Almonds, Tarragona	@ 12 1/2
Almonds, Ivaca	@ 11
Almonds, California, soft shelled	@
Brazils new	@ 7 1/2
Filberts	@ 7
Walnuts, 300s.	@ 12 1/2
Walnuts, Calif No. 1	@ 12 1/2
Walnuts, soft shelled	@ 12
Table Nuts, fancy	@ 11
Table Nuts, choice	@ 10
Pecans, Med.	@ 10
Pecans, Ex. Large	@ 10
Pecans, Jumbos	@ 12
Hickory Nuts per bu.	@ 7
Ohio, new	@ 7
Cocoanuts, full sacks	@ 3 50

## Peanuts.

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

## Grains and Feedstuffs

## Wheat.

Wheat	72
Winter Wheat Flour.	
Local Brands.	

Patents	4 40
Second Patent	4 00
Straight	3 80
Clear	3 40
Graham	3 75
Buckwheat	3 40
Rye	2 65
Subject to usual cash discount.	
Flour in bbls., 25c per bbl. additional.	
Worden Grocer Co.'s Brand.	
Quaker, 1/2s.	4 20
Quaker, 1/4s.	4 20
Quaker, 1/8s.	4 20

## Spring Wheat Flour.

Clark-Jewell-Wells Co.'s Brand.	
Pillsbury's Best 1/2s.	4 90
Pillsbury's Best 1/4s.	4 80
Pillsbury's Best 1/8s.	4 70
Pillsbury's Best 1/4s paper.	4 70
Pillsbury's Best 1/8s paper.	4 70
Ball-Barnhart-Putman's Brand.	
Grand Republic, 1/2s.	4 75
Grand Republic, 1/4s.	4 65
Grand Republic, 1/8s.	4 55

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

Parisian, 1/2s.	4 75
Parisian, 1/4s.	4 65
Parisian, 1/8s.	4 55
Olney & Judson's Brand.	
Ceresota, 1/2s.	4 85
Ceresota, 1/4s.	4 75
Ceresota, 1/8s.	4 65
Worden Grocer Co.'s Brand.	
Laurel, 1/2s.	4 75
Laurel, 1/4s.	4 65
Laurel, 1/8s.	4 55

## Meal.

Bolted	1 50
Granulated	1 75

## Feed and Millstuffs.

St. Car Feed, screened	12 50
No. 1 Corn and Oats	11 50
Unbolted Corn Meal	11 00
Winter Wheat Bran	9 00
Winter Wheat Middlings	9 50
Screenings	8 00

## The O. E. Brown Mill Co.

quotes as follows:	
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## New Corn.

Car lots	28
Less than car lots	30

## Oats.

Car lots	23
Car lots, cleaned	24 1/2
Less than car lots	27

## Hay.

No. 1 Timothy carlots	10 00
No. 1 Timothy, ton lots	11 50

## Crackers.

The N. Y. Biscuit Co. quotes as follows:	
--	--

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

## Soda.

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

## Oyster.

Square Oyster, XXX	4 1/2
Sq. Oys. XXX, 1 lb. carton	5 1/2
Farina Oyster, XXX	4 1/2

## SWEET GOODS-Boxes.

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



## DAILY SALES.

## How to Avoid Oversights in Making Charges and Credits.\*

The difference between a progressive and an unsuccessful concern is often due to the use of a thoughtfully-planned and carefully-applied system of store management, of which its application to cash and credit transactions is most important.

All retail business is divided into two classes: cash, or cash and credit, varying in proportion. A gradual but sure change is going on from the old idea of charging goods on long time to the modern one of short time and as strict adherence to cash as is possible. In the large department stores, and in a few stores of a single line, goods are sold strictly for cash, and with splendid results. Because of local conditions, most stores, however, combine the two. In both classes all transactions may be reduced to two general heads:

(a) Cash sales—when money is paid, goods delivered and transactions completed;

(b) Charge sales—when goods are delivered and charged, with payment to be made at some future time.

These, with three other corollary transactions—namely, (1) money paid in on account, (2) money paid out, (3) charge made—comprise nearly every possible transaction between store and customer. The expense of doing business diminishes in direct ratio to its approximation to cash, and increases with the extension of credit, in additional book-keeping and office and store expense.

Cash and charge sales are usually handled in an entirely different manner one from the other. In one, payment is made and the transaction completed at time of purchase. The danger of loss is small, depending upon the accuracy and honesty of the clerk, and especially upon the extent the customer enters personally into the transaction as a check. In credit sales, however, is where loss usually comes. Forgetting to charge the account is of common occurrence. The loss from that source is far greater than most merchants realize. The ordinary form of charging is to call off to the book-keeper, or to enter in a desk blotter, usually at some distance away. In a busy time, with even the utmost care, oversight from charge is common and loss results. It may be a case of "Ignorance is bliss," but it cuts profits. When the clerk forgets to "charge it," your customer gets the goods and you get nothing. If the ordinary blotter is used it should be an invariable rule to enter it at once, before any one else is waited upon. But this contingency should be done away with as far as possible and the possibility of an oversight should be reduced to the minimum. Lack of system breeds carelessness and a dollar lost through carelessness is hardly less excusable than through dishonesty.

That method of conducting one day's sales is best which is most systematic and simple, minimizing the possibility of carelessness or error, and at the same time interesting the customer in the transaction. This last feature is most important, for its effects, rightly carried out, are far reaching. The object of advertising is to interest the customer. Interest him in goods or store, and your wares are half sold. Bring him into close relationship with your clerks and store, proving to him that his interest is yours and yours his and you can defy competition.

The most systematic and simplified form of conducting one day's sales has, as yet, not been solved. Varying conditions require different applications of detail, according to size and complexity of business; the principless will, however, remain about the same. The object in all cases is, first, to have some system. The most simple form, it seems to me, is that of duplicate slips. Do away with the common money drawer. Every transaction should have a traceable check. The ideal system

would be the combination of a cash carrier, with cashier using a cash register, all transactions passing through his hands, items having return receipt-check delivered to customer, and all charges delivered in duplicate, each receiving charge receipt, the original and duplicate balancing at night. This gives an exact and complete check on every transaction, while simple and comprehensive, but is especially adapted for large stores and department work. Its objection is its expense.

For the average retailer the system that gives the greatest results, considering the expense, is one using the duplicating system in connection with a manifolded autographic register comprising both cash and manifolded attachments. Have the cash side so ruled that the paper will show one column for each clerk, who has his own individual number, with additional columns ruled for "Money paid in on account," "Money paid out," and "Charge made." With each transaction the clerk writes his number in the first column at the right, enters the amount of cash in his column, presses the combination and the drawer flies open, ringing bell, which rolls paper beyond, ready for next transaction, the opening being only large enough to admit of one entry at a time. Money paid in or out is likewise entered in appropriate columns, the expenditure, or receipt showing to or by whom given. When charge is made the amount is entered in the same form. A charge is treated in like manner, only the address and amount being debited. At close of business the register is unlocked, revealing every transaction of the day, giving total gross and individual sales, with the number of each clerk. Debiting and crediting the various amounts paid in and out, with cash sales against cash on hand and in banks, gives a complete epitome upon the cash side. The amount left is carried forward to the next day as "Cash on hand." Enter in a book ruled so as to show the cash, and charge items for every working day of the month, the amounts paid in and out, with such special items as seem desirable. The total individual sales, plus amount left, should equal gross total. Indicate amount of discrepancy of shortage or amount over at the left. In small figures at the right and above individual sales enter number of such sales, with their total, above total of day's gross sales. In connection with this side use the duplicating part as a safeguard and check upon the cash, while the cash entry of total charge checks itemized duplicate charge. The duplicate slips should be preferably of different colors, one original and other duplicate from carbon copy. One is kept and the other is given to customer. Here two methods may be used. The easier is to itemize all charged slips on the duplicate, while entering total on cash side, and enter cash total here, with same on cash side, the original to be given to the customer, while duplicate rolls up. The preferable way, and the one most systematic, if possible, is to itemize all cash sales here as well as charges. It will take but little more time, when once understood, and will give good returns. One extra column should be inserted for costs. In this way profits can be daily determined—a condition most desirable. The clerk should estimate costs as far as possible. He should understand that profit, not gross sales, is the object of business. It will reduce cutting of prices, give better knowledge of stock and increase the interest of the clerk in the business. The proprietor, however, should enter and extend costs when slips are given to customers. If profits are so figured, one will be surprised at the results of things and will wish that he had begun before. It should be an invariable rule for every clerk to go to the register and make entry of every transaction before another customer is waited upon.

What part has the customer now played in the transaction? None except as a passive recipient. Just so far as he can become interested, just so far will he be not alone a check upon any oversight of the salesman, which, however, would be discovered at night, but

interest once aroused, he becomes more closely attached to your business, loses sight of the penny in the service and becomes a walking advertiser. Happy is the man who has many such customers. How may they be obtained? Make them financially interested in the business as well as the sale. This, with prompt and obliging service, will bind them to you with cords of steel. Have the slip of every transaction, with the goods, delivered to the customer. If over the counter, hand to him; if delivered, whether paid, charged, or sent C. O. D., send with delivery man, who must return statement of such delivery, with time, kind and number of goods, by whom sold, and with receipt of consignee. This slip must represent value alike to the merchant and customer, to be the means of check to the one and of interest to the other. To accomplish this, have printed, besides the address, some pungent advertisement at the top or on the back. But, above all, let this check represent a rebate for cash or quick payment of account.

Do you know what the credit of your business costs you compared with cash? Figure it once and see. Put the difference in rebates for the redemption of the checks and see if you do not think it pays. Keep the principle; let each work out the details himself. Have them redeemable in merchandise and it will help your trade. For instance, have printed on the slip, If for cash, \$10 in amount of these cash slips presented at one time good for 50 cents'

worth of hardware. Save and return your slips; or, on charge slips, varying with amount, "If paid promptly in ten days from date, this check will be accepted with rebate of 2 per cent." A great number of applications can readily be made. The object is to get quick returns, to advertise, to get slip back as check on sale, and especially to interest the customer in the business, making him financially so in results. All the slips can be kept in daily roll together, in which case the charges should be checked up and copied, either into journal, or, what is better, original slips can be filed directly in a bill pocket-book, the duplicate sent to customer, serving as an original bill, book entries being made of sum total only with reference to slip. The bill, when returned for payment and rebate, checks the other, credit is made on the books and bills are filed away as a complete record of the transaction. The slips and continuous record first check one another and then are, in turn, checked by the rebate slips, preventing error and at the same time increasing interest of both clerk and customer. If clerk is apt to be away from register, let him have pocket duplicate book, itemize charges thereon and then bring to register. But this would rarely be necessary. While lengthy in description, this system is very simple and reliable in application, bringing at the same time great results in the life of trade. The principles here exhibited can readily be applied in other forms.

## SAVE YOUR POTATOES

We have  
The Eclipse Sprinkler  
The Globe Sprinkler  
The Bartholomew  
Sifter



Get  
in  
your  
orders  
now.

FOSTER, STEVENS & CO., Grand Rapids.

BROWN & SEHLER.  
MFRS. OF HARNESS OF ALL KINDS

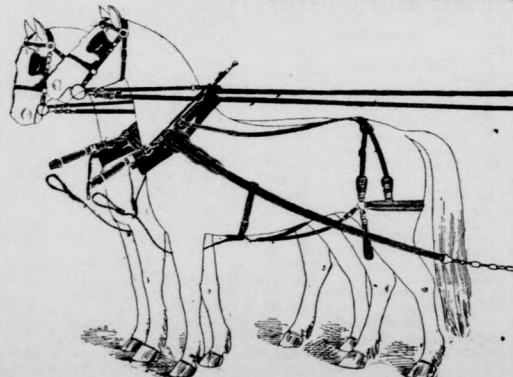
For Wholesale Trade.

Send for Special Catalogue.

Jobbers of

Carriages,  
Wagons,  
Etc.

West Bridge St.,  
GRAND RAPIDS.



\*Paper read by Edwin D. Warner, of Jackson, at annual convention Michigan Hardware Association.



# A Homely Lesson to Be Profited By.

Written for the TRADESMAN.

The recent heated term brought me a lesson which seems worth passing on, and tradesmen and travelers may find it to contain a hint they may give heed to.

It was during the almost unbearable heat of the first week in July. Contrary to my usual custom, I had availed myself of a cut-rate ticket to go coustining—a three hours' journey. But I had scarcely taken my seat in the crowded car before I concluded that it would have been economy—of nerve-force at least—to have chosen another time for my visit, for the intense heat, combined with smoke and dust, made life a burden for the time being. All seemed bound for the same place, and evidently realized their misery to such an extent as to forget that they were on the eve of the Glorious Fourth. Babies cried, mothers scolded and boys grown tall forgot to be gentlemen. But, "It is a long lane that has no end;" and ours came in the form of a little old woman, who boarded the car from so desolate a place that one passenger at least mentally queried how people could call such a spot "home." But later on she came to the conclusion that, if its one representative was a specimen of its inhabitants, forlorn as it looked from the car window, it must be a veritable Utopia.

The new arrival was evidently very old, and bent almost double. Her dress—there my pen fails, for none but an eye witness could understand how truly she looked as if she had dropped down among us from a past age. But lack of style was not the worst of Grandma's outing outfit, for, while the rest of us fretted under the burden of lightweight clothing, she was suffocatingly dressed—as for a winter's day.

In looking at the quaint figure, which settled into a seat near me, I half forgot my own discomfort in pity for her. But not for long, for the deeply-lined face under the out-of-date bonnet was in evidence that pity in her direction was uncalled for. And the smiling face seemed to be such a rebuke to one near me, who I regret to say had, until grandma's appearance, made no effort at self-control, that half impatiently she exclaimed, "Just wait until the novelty has worn off a little and her smiles will change to frowns."

But not so. The cars sped on. The perspiration stood out on the furrowed face, but it was still wreathed with smiles, which again provoked my fretful seatmate to sneer, "A little off, I guess; no sane person would smile like that on such a day."

But another, passing down the aisle, looking down kindly into the beaming upturned face, said: "Well, Grandma, you look as if you were in for a good time, in spite of the heat."

"O, yes," was the eager reply. "You see, I don't git to go away from hum very often, 'n' I can't afford to let weather nor nothin' sp'il my good time. No, sir!"

She said it with such sincerity, and in such inimitable manner, that one listener at least concluded that, instead of being insane, she gave evidence of more good sense than the stylishly dressed people about her.

The return trip found many of the outgoing passengers on board, and I am sorry to say a more unhappy looking crowd is seldom seen. The heat was still intense, and all appeared to feel as if the Fourth had been the reverse of "glorious." Children cried more lustily, mothers acted as if patience had

long since ceased to be a virtue and fathers—well, the less said of them the better.

Until then I had tried to bear in mind the lesson brought me on the third by the dear little old lady; but I, too, was beginning to count my miseries, instead of mercies, when, as the train halted, I heard so cheery a laugh that I looked up, to encounter the smiling face and bent form of one I shall long remember. Dear old soul! What a rebuke her beaming countenance was; and how quickly smiles chased away the frowns, for she seemed to look upon us as old friends, and smiled so irresistibly it was easy to give smile for smile.

"The hot weather spoiled your good time, didn't it, Grandma?" asked one of the former passengers.

"Waal, 'twas hot, for a fact!" replied she, showing her toothless gums. "I never see the heat on't for a scorcher; but I went in for a good time, all the same. You see, I don't git to travel very often, 'n' I couldn't afford to let heat nor nothin' sp'il my good time!"

And then, as if by magic, the lesson again struck home and all—except the babies—seemed trying to live above the weather, like the uncultured and ignorant, but sweet and gentle, little old lady.

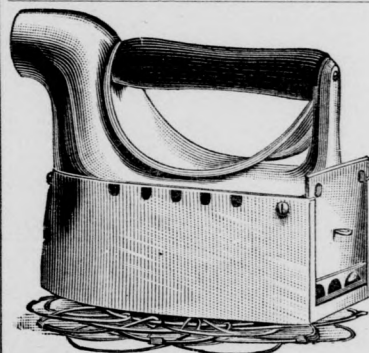
Later, I looked down at the bent figure standing alone on the sun-beaten platform of the dreary station. No friend was there to welcome her home; but, after glancing about as if looking for some one, the one who had evidently learned to live above what was beyond her control waved us a smiling adieu.

"Ah," thought one passenger, as she smiled back at her erstwhile companion, "the exterior is made ugly by time, but lasting beauty is yours."

And now, as she recalls that sunny-spirited octogenarian, who was lifted above discomfort, lifted above adverse circumstances and the infirmities of age, she thinks, "What a beautiful world this would be if all would, like her, come to the realization that they cannot afford to let their good times be spoiled by what is beyond their power to prevent."

H. H. THOMAS.

The Mexican government has reduced the license on pawn shops, on the understanding that the shops make a corresponding reduction in the rates of interest on pawned goods.



This represents the only  
**Charcoal-Using, Base-Burner  
Smoothing Iron . . .**

now on the market.  
Now is the time to secure county rights and push sales.  
**SAGINAW SELF-HEATING IRON CO.,**  
Sole owners for Michigan. **Saginaw, E S Mich.**

**WM. BRUMMELER & SONS, GRAND RAPIDS,**  
Pay the highest price in cash for  
**MIXED RAGS,  
RUBBER BOOTS AND SHOES,  
OLD IRON AND METALS.**

Send us a list of what you have and we will quote you our best prices thereon.

## Hardware Price Current.

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

## HOUSE FURNISHING GOODS

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

## G. R. IXX DAIRY PAIL.



Write for quotations and monthly illustrated Catalogue.

**WM. BRUMMELER & SONS,**  
Manufacturers and jobbers of  
Pieced and Stamped Tinware.  
260 S. Ionia St. - Grand Rapids, Mich  
Telephone 640



## Putting on the Brakes.

The arrest of motion in mechanical devices is a science. We can halt a fly-wheel, stop a circular saw, bring a locomotive to a standstill, reverse the course of a steamship, and, in fact, put the brakes on everything but a cyclone, a scandal, the vomit of a crater or the wheels of time. In the motion of our bodies the art of stopping is essential to our bodily safety, otherwise we might walk into a well, a tank of hot water or a hornet's nest. When a blind man puts both his feet over the edge of a precipice, his only stopping place is at the bottom, and a hod carrier who steps over the edge of a scaffold can call no halt on his descent to broken bones and the coroner. While the average man knows enough to keep his fingers out of boiling water and his hands from the tip of a live electric wire and the wrong end of a wasp, he is apt to go over the safety line, where the consequences are more serious than a fracture in his bones or a crack in his head. How few of us know anything of putting on the brakes when the tongue runs away from truth and good sense. For reasons that are something more than anatomical the tongue is placed behind closed doors. It is also wisely endowed with the faculty of getting tired, and where Nature has been generous in giving us two eyes and two ears, the dual arrangement stops at the tongue. The line is drawn on our vocal member. It is sufficient for its duty, and would seldom, if ever, put in any overtime if we knew when to put on the brakes. In business a long tongue is a misfortune. It can talk a customer to death and is very apt to frustrate a sale by overreaching the truth. Some men of special lingual endowments can invest a plain flatiron with the beauty of an enameled tile and can cover an awl, a bodkin or a gimlet with the glory of a gold pin. This may be one of the special qualities of a salesman, but, as a rule, the man who pays for terrapin and discovers he has only secured a clam is not likely to repeat his mistake. An oratorical Ananias is a misfortune in any business. He may be an artist in painting sparrows and selling them for canaries, but birds of this kind generally come home to roost. Loquacity in business is as much out of place as is a bell on a cat.

In the pursuit of wealth, which, by the way, is as reasonable as climbing a tree for an apple or digging in the earth for a potato, if we knew when we had enough of gold, or land, or houses, or mines, how few of us would be losing sleep, flesh, health, sanity and life itself in loading up our backs with more than we can carry! When we break a bottle to pour in more wine, we are not a mile away from the fever that burns in a gambler's bones or the brain disease that afflicts a lunatic. The lust for wealth is as deadly in a man as is the lust of empire fatal to a nation. In the one case we may become a juiceless mummy in a palace and in the other a dead Arab among the grapes of a stolen vineyard. The inequalities of wealth that are disturbing society and sapping its foundations would never be abnormal or prodigious if men knew when to put on the brakes.

Aside from the lust of wealth, and, in fact, a vice at the opposite end of the plank, we have the man who never knows when to stop burning money. He may light his cigar with a \$100 bill, or he may be incapable of taking care of a hard-earned dime—it matters not, it is the same vice. The spendthrift is

not necessarily a fool with a bank account or a day laborer with all his belongings in a trunk. In both cases there is a leak—the one in a puncheon, the other in a keg. The one sinner may not be likely to be hungry, but the other is apt some day to be short in his rent and his bacon. Some men are worse off with most means. A few hours overtime in a week and an extra dollar will start many a man into debt. His head swells as his pocket shrinks. Unable to feed a rabbit, he speculates on a horse, and with the baker's bill unpaid for last week's bread, he brings a cake home in a wheelbarrow. It is certain that, as some men are amassing wealth by greed and cupidity, and are choking like mice in a cheese they can never consume, there are others who, by not knowing how or when to put the brakes on their spendings, are adding to the evils and the fools of which the world in the days of Noah had enough, and the Nineteenth Century has too many.

FRED WOODROW.

## Everything in Readiness for the Grand Ledge Meeting.

B. Schrouder, Secretary of the Michigan State Pharmaceutical Association, has issued a handsome 36 page booklet, containing the programme to be observed at the fourteenth annual convention of the Michigan State Pharmaceutical Association, which will be held at Grand Ledge Aug. 3, 4 and 5. The substance of the programme was published in the Tradesman of July 7, but the following hints, reproduced from the official programme, deserve attention:

It is hoped that every pharmacist in the State will attend this meeting of the Association. You will be welcome whether a member or not. You ought to be a member. It does not cost much of anything, and by a large and active membership it shows we stand together, and as a solid body we can be more successful and important in many ways than a small body. Don't get the idea that you would not amount to much in the Association; it is not by any means a "one man" or "select few" affair. We are banded together for our mutual interests.

At this year's meeting we want to do something about the liquor law. We are constantly having Anti-Drug-Store-Whisky legislation at Lansing, and it is now the object of our Association to try and get the enforcement of the present liquor law in the hands of the Board of Pharmacy. Should this happen, it would be one of the best things we ever accomplished for the legitimate druggists, for then the illegal traffic in liquor by the unscrupulous would not be tolerated.

W. D. Church, Chairman of the Committee on Games and Contests, asks each member who has a bicycle or basketball suit to bring it along—don't forget. No suits for the ball game will be furnished by the committee.

There are contests and prizes for the ladies and it is hoped that each member will remember this and see that the ladies of his family are with us to participate in the festivities.

In justice to the members of this Association, the Entertainment Committee has decided that any member who is in arrears with his dues will not be entitled to any privileges mentioned in this programme.

Any member who is entitled to enter all the events, and who has been successful in two instances in securing a prize, will not be permitted to enter any more events.

L. J. Stevenson is taking a trip through Wisconsin in the interest of the Commercial Credit Co.

Wm. D. Weaver (Clark-Jewell-Wells Co.) is spending a week's vacation with friends near Douglas.

## Have a Model Store.

From the Northwest Trade.

The writer was in a small country village a few days ago and he found there a model store. And the important fact is the people knew it. There was one merchant who had recognized the importance of having a stock in order, and having conveniences with which to do business. It was an object lesson in storekeeping that was there presented.

To begin with the building was nicely painted outside and inside. The interior was in a light tint that made a good background for the stock. The goods were nicely arranged on shelves and between counters there was a neat display counter with a top rack on which rested dress goods, fancy shirts, and other articles that could there be shown to advantage. On a shelf well exposed, and under the center counter, were boxes of summer underwear, a nice line of straw hats, etc.

In the rear of the store room and to the left was a half partition, and there was the shoe room, well lighted, with Japanese matting on the floor, and the shoe boxes arranged on two sides on shelves. Two or three chairs made the corner inviting for the purchaser.

Opposite was a little counter office where the correspondence was done. No room was necessary for book-keeping, for the merchant does a strictly cash business, without favor to anyone. A neat little stairway leads directly from the main floor to the second, and at the head is the ready-made clothing. On the second floor the front is given to heavy goods that do not ornament a store room.

In a back room are found the oils and syrups. By an ingenious arrangement all the oils are stored in a basement and pumped to the main floor by an arrangement that the merchant devised. There is no leakage, and no soiling of floors at any point in the handling of these goods.

What is the impression when one enters a store like this? There can be but one impression, and it must be favorable. We all like stores of this character. The strange thing is that there are not more of them. Why is it that so many merchants are content to do business in slipshod surroundings, when for less money a neatly arranged store can be conducted. It is a fact that business can be done cheaper with nice surroundings than with poor surroundings. There is less wear and tear on every side when good conditions are found.

It is a pleasure to visit a model store, whether it be large or small. There should be general improvement in this regard everywhere where business is done over the counters.

Herbert Montague, General Manager of the Hannab & Lay Mercantile Co., at Traverse City, is in town for a few days for the purpose of making his semi-annual purchases for his furniture department.

Dan. C. Stekete (P. Stekete & Sons) completes his three weeks' vacation this week. He has spent the time in Chicago and at Macatawa Park.

## WANTS COLUMN.

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

## BUSINESS CHANCES.

FOR SALE CHEAP—ONE 1897 COUNTER Dayton computing scale; one Vermont pattern counter Howe scale; one Fairbanks platform counter scale; one Buffalo platform counter scale. Address S. S., care Michigan Tradesman. 350

FOR SALE—ON ACCOUNT OF OTHER business, two of the finest and best-paying cigar stores in the West. Everything new and the best that money can buy. Would consider a trade for first-class city real estate or a good farm near a nice lake. F. E. Bushman, South Bend, Ind. 346

FOR SALE—GOOD 82 ACRE FARM, WELL improved, good buildings, good growing crops, for part cash and long time on balance. Address No. 349, care Michigan Tradesman. 349

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. 329

FOR SALE—GENERAL STOCK MERCHANTISE in a small town on the Chicago & Grand Trunk Railroad. Sales last year \$15,000. Will inventory from \$3,500 to \$4,500; double store, barn, two good peddling wagons, horses, harnesses, buggies. Will sell complete or sell stock and rent buildings. Address No. 348, care Michigan Tradesman. 348

DESIRE TO TRADE FOR MERCHANTISE—\$1,000 store, \$1,500 encumbrance; renter \$20. City 20,000. Address No. 345, care Michigan Tradesman. 345

FOR SALE—STOCK OF DRUGS, PAINTS and wall paper in one of the best towns in Southern Michigan; an old established business of thirty years. Yearly sales \$12,000 to \$15,000; owner retiring. Address No. 344, care Michigan Tradesman. 344

FOR SALE—A GOOD 40-ACRE FARM, Located in good fruit country, five miles from a good city; good buildings, 1,000 fruit trees. Price, \$1,000, part down, long time on remainder. Address No. 343, care Michigan Tradesman. 343

FOR SALE—STORE BUILDING WITH RESIDENCE rooms in connection—a fine location for millinery and bazaar trade. Address Box 88, Leroy, Osceola Co., Mich. 342

WANTED TO SELL OR TRADE, FOR A good drug stock or boot and shoe and men's furnishing goods, one of the finest fruit farms in Allegan county, one and one-half miles from railroad station. Address J. Fisher & son, Hamilton, Mich. 331

FOR SALE OR EXCHANGE FOR STOCK OF MERCHANTISE—Two vacant lots in Grand Rapids. Address No. 337, care Michigan Tradesman. 337

FOR SALE CHEAP FOR CASH OR WILL Exchange for a Mixed Stock of MERCHANTISE—One complete Perkins shingle mill; plenty of boiler room; engine 12x20; mill in good condition. In connection with mill we have one Huyatt & Smith hot blast dry kiln. Mill will cut 10 M per day; capacity of kiln, 320 M. Morse & Schneider, Seney, Mich. 336

FOR SALE—CLEAN STOCK OF DRUGS, Inventorying about \$800, located in live town of 600 people. Address No. 335, care Hazelton & Perkins Drug Co., Grand Rapids. 335

FOR SALE—CLEAN NEW STOCK GENERAL MERCHANTISE, located in brick building in growing town, surrounded by excellent farming country. Established trade. Address No. 334, care Michigan Tradesman. 334

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

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 MERCHANTISE and fixtures; inventory \$1,700. Address Postmaster, New Salem, Mich. 324

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

FOR SALE—STOCK OF GENERAL MERCHANTISE, 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—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 Walin Leather Co.'s tannery, Grand Rapids. 313

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, Oute Brothers, proprietors. 289

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

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

## PATENT SOLICITORS.

CILLEY & ALLIER, GRAND RAPIDS, PATENT Attorneys and Practical Draftsmen. Our new Handbook free on application. 339

## MISCELLANEOUS.

YOUNG MAN, COMPETENT BOOK-KEEPER, understands double entry, desires position. Best of references furnished. Address W., care Michigan Tradesman. 347



## 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 2:00am 6:40am

**Returning from Chicago.**  
Lv. Chicago. 7:20am 5:15pm \*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 5:15pm 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. 3:15pm 7:30am  
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.)

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

**WEST.**  
\* 8:35am. Gd. Haven and Int. Pts. \* 7:10pm  
† 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. † 2:20pm † 9:16p  
Cadillac. † 5:25pm † 11:10am  
Petoskey & Mackinaw. † 11:10pm † 6:30am  
Train leaving at 7:45 a.m. has parlor car.  
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. \* 10:15pm \* 4:06am  
Kalamazoo. † 8:05pm † 8:50am  
7:10a.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. 1:00am † 9:00am † 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 † 11:45am † 4:10pm  
Lv Muskegon. † 8:35am † 6:35pm  
Ar G'd Rapids. 9:30am 12:55pm 5:30pm  
Ar G'd Rapids. 10:00am 8:00pm  
†Except Sunday. \*Daily. †Sunday only.  
Steamer leaves Muskegon daily except Saturday. Leaves Milwaukee daily except Saturday and Sunday.  
A. ALQUIER, 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.

### If You Hire Help

You should use our

### Perfect Time Book and Pay Roll.

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

**BARLOW BROS.,**  
GRAND RAPIDS, MICH.

### A Free Salt Seller.

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

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

### Bay View Rates:

Tickets will be sold via the Grand Rapids & Indiana Railway to Bay View and return July 12 to 22, good returning until August 21, at one fare for round trip from all Michigan points. Send for illustrated descriptive matter to

**C. L. Lockwood,**  
G. P. & T. A.,  
Grand Rapids, Mich.

### 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.

### Every Dollar

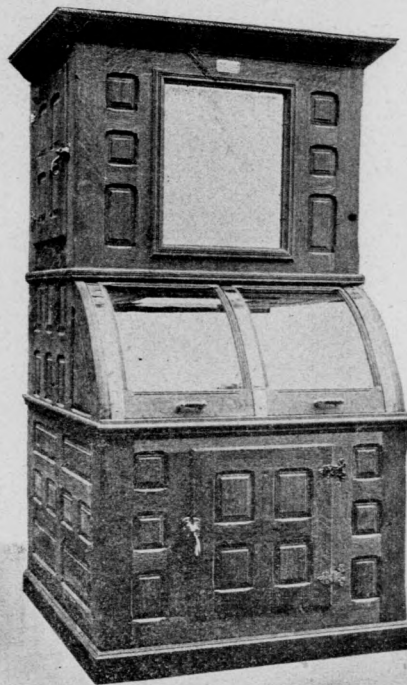
Invested in Tradesman Company's COUPON BOOKS will yield handsome returns in saving book-keeping, besides the assurance that no charge is forgotten. Write

**TRADESMAN COMPANY, Grand Rapids**

## 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.**

The leading modern methods are

## Photo-Zinc Engraving

## Halftone Engraving

## Wood Engraving

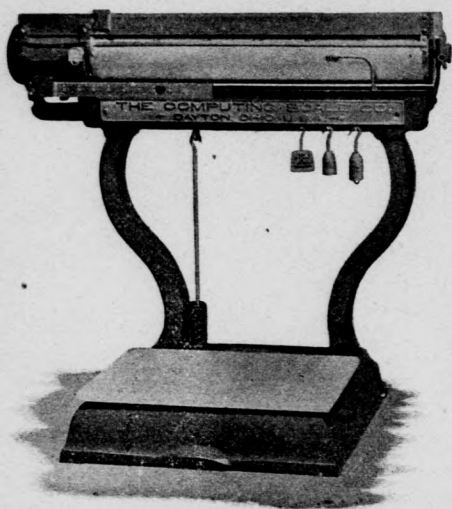
The Tradesman Company is fully equipped with complete machinery and apparatus for the rapid production of illustrations by any of these methods. Best results guaranteed in every case.

## Tradesman Company,

Grand Rapids, Mich.



# "Who Steals My Purse, Steals Trash"



So Shakespeare says, at least, but your cash drawer need not necessarily be an empty dream because Shakespeare hinted at the vulgarity of a purse; he perhaps meant an empty one. We ourselves think an EMPTY cash drawer a sort of useless thing to have about the premises; but don't understand that we are going to fill it for you; we simply offer to help you; we offer our system,

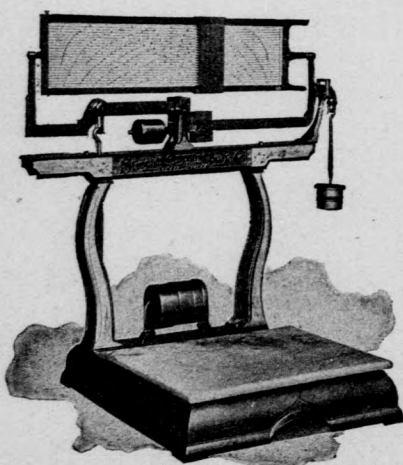
## "The Money Weight Scale System"

Place 20 grains of 30c coffee in the palm of one hand and two pennies in the other. Now, honor bright, the pennies seem the more valuable, don't they? Our Money Weight scale will show you that the 20 grains of coffee are more valuable. That is the secret of the profit saving and money making of our Money Weight Scale System. You measure money for money; money on the scale beam for your customer's money. All are careful of money, and our Money Weight Scale System insures the same care in handling goods as money.

Our scales are as Fine, Sensitive and Durable as possible, and our prices are within the reach of all.

THE COMPUTING SCALE COMPANY, Dayton, Ohio.

# Plain Talk to the Users of Computing Scales



Our competitors are sending out broadcast, circulars and cards, warning merchants against purchasing any other computing scales but theirs, claiming that they own all the foundation patents on computing scales, and that users of an infringing machine are as liable for damages as the manufacturer, etc.

All this is done to so frighten the trade that they will not dare buy any other scale than theirs.

We do not wish to annoy you with a full history of the methods adopted, or the means resorted to by our competitors to drive the Stimpson scale off the market, because we know you are not interested in it. All that you care to know is that if you buy a Stimpson scale you are fully protected against any damages by reason of infringement.

To satisfy you on this point, we hereby guarantee to protect all users of our scales against any damages for infringement on any patent. And to further show our good faith, will say, that should any purchaser feel that the above guaranty is not satisfactory to him, if requested we will give such purchaser a bond, with sureties worth over a million dollars, to protect him against any damages by reason of the Stimpson scale infringing any patent.

We are willing, and have offered, to put up ample bonds to secure the payment of any judgment that our competitors might get against us for damages for infringing their patents and, as they could collect damages only once, they could not make our customers any trouble.

All we ask is that you permit us to demonstrate the superiority of our scale before placing your order, as we are confident we can satisfy you that our scale is the most perfect weighing and computing scale on the market. Drop us a card if you wish to investigate and we will instruct our representative to call on you.

STIMPSON COMPUTING SCALE CO.

We are conversant with the affairs of, and acquainted with, the Stimpson Computing Scale Company, and are thoroughly satisfied that they are abundantly able, and will make good their guaranty, to protect their customers against any suits that may be brought on account of any alleged infringement of patents.

ELKHART, Ind., March 10, 1897.

C. H. WINCHESTER, Pres. First Nat'l Bank.

ELKHART, Ind., July 20, 1897.