

MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS \$1 PER YEAR

Volume XV.

GRAND RAPIDS, WEDNESDAY, MARCH 23, 1898.

Number 757

Spring Trade

will be very satisfactory to you if you install our System of Advertising now. We are offering a

Special Inducement

for new customers. Write and we will tell you about it.

Stebbins Manufacturing Co.,
Lakeview, Michigan.

N. B. We want a few more Commission men who wish a good side line.
Mention TRADESMAN.

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.

PURITY AND STRENGTH!

FLEISCHMANN & CO.'S COMPRESSED YEAST



OUR LABEL

As placed on the market in tin foil and under our yellow label and signature is

ABSOLUTELY PURE

Of greater strength than any other yeast, and convenient for handling. Neatly wrapped in tin foil. Give our silverware premium list to your patrons and increase your trade. Particular attention paid to shipping trade. Address,

FLEISCHMANN & CO.

Detroit Agency, 118 Bates St.
Grand Rapids Agency, 26 Fountain St.

Schoolhouse Heating

This class of work, involving special attention in ventilation and circulation, is a distinctive feature in the heating business. We have attained special distinction in such construction. We invite enquiry from school boards.

WEATHERLY & PULTE
GRAND RAPIDS, MICH.

Do You Sell

Wall Paper and Window Shades?

We are the only jobbers in Michigan. We sell at factory prices guaranteed. Samples upon application. We make a specialty of made-to-order shades.

HARVEY & HEYSTEK COMPANY,
GRAND RAPIDS, MICH.

Four Kinds of Coupon Books

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

TRADESMAN COMPANY, Grand Rapids.

FEED AND MEAL

Strictly pure corn and oats goods. No oat-hulls, barley-dust or other adulteration in ours. Orders for any quantity promptly filled. Favorable freight rates to all points on C. & W. M., D, G. R. & W, G. R. & L, F. & P. M., M. & N. E., or Ann Arbor R. Rs. Correspondence solicited.

Walsh-DeRoo Milling Co.
Holland, Mich.

ENGRAVERS BY ALL THE LEADING PROCESSES

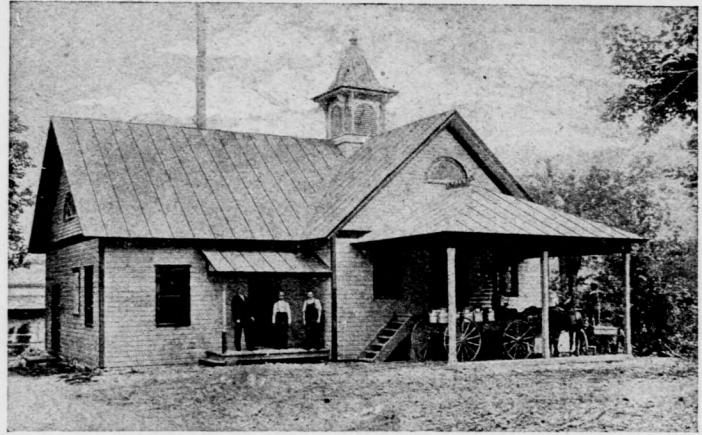
PORTRAITS, BUILDINGS,
MACHINERY,
STATIONERY HEADINGS,
EVERYTHING.

HALF-TONE
ZINC-ETCHING
WOOD ENGRAVING

TRADESMAN COMPANY
GRAND RAPIDS, MICHIGAN.

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.



A MODEL CREAMERY OF THE TRUE SYSTEM

True Dairy Supply Company,

303 to 309 Lock Street,

Syracuse, New York.

Contractors and Builders of Butter and Cheese Factories, Manufacturers and Dealers in Supplies. Or write

R. E. STURGIS, General Manager of Western Office, Allegan, Mich.

Use Tradesman Goupon Books

They all say

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

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

MERCHANTS

who have lost money trying to carry a stock of clothing should read this.

WHITE HORSE BRAND



This celebrated brand of

**Ready-to-Wear
Men's and Boys' Clothing**

is sold in every state and territory by our agents who furnish the desired sizes from our great warehouses.

We want more good agents in towns and cities where we are not now represented.

Men's suits, \$4.00 to \$15.00; Boys' suits \$3.00 to \$10.00. Men's pants 75c to \$4.00.

Complete outfit free. Write for particulars.

WHITE CITY TAILORS,
213 to 217 Adams Street, Chicago.

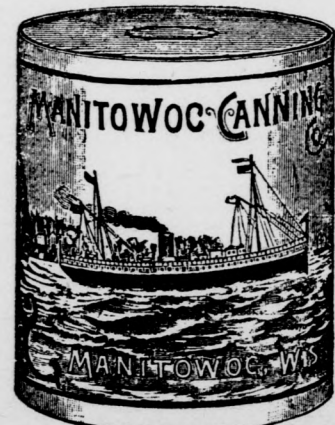


Manitowoc Lakeside Peas

Those who are familiar with Lakeside Peas fully appreciate them and know their value. We have made the canning of peas a scientific study and feel amply repaid by the results obtained. They are for sale by all grocers. Ask for them.

THE ALBERT LANDRETH CO., Manitowoc, Wis.

Worden Grocer Co., Wholesale Agents.



MICHIGAN TRADESMAN

Volume XV.

GRAND RAPIDS, WEDNESDAY, MARCH 23, 1898.

Number 757

The Commercial Credit Company, L'rd of Grand Rapids, Mich.

We guarantee the payment of all moneys collected by our representatives in the United States and Canada when claims are received for by us.

L. J. STEVENSON, Manager and Notary.
R. J. CLELAND, Attorney.

We are ready to buy for CASH

Car Lots or Mill Cuts Pine and Cedar Shingles

Write us stating kind, amount on hand and price.

C. C. Follmer & Co.,

13 Fountain St., Grand Rapids, Mich.

THE
Grand Rapids FIRE INS. CO.
Prompt, Conservative, Safe.
J. W. CHAMPLIN, Pres. W. FRED MCBAIN, Sec.

PREFERRED BANKERS LIFE ASSURANCE COMPANY OF DETROIT, MICHIGAN.

Commenced Business September 1, 1893.

Insurance in force.....	\$2,716,000.00
Net Increase during 1897.....	104,000.00
Net Assets.....	32,738.49
Losses Adjusted and Unpaid.....	None
Other Liabilities.....	None
Total Death Losses Paid to Date.....	49,061.00
Total Guarantee Deposits Paid to Beneficiaries.....	\$12.00
Death Losses Paid During 1897.....	17,000.00
Death Rate for 1897.....	6.31
Cost per 1,000 at age 30 during 1897.....	\$8.25

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

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.

Prices, styles, fit and make guaranteed by

KOLB & SON,

OLDEST, most reliable wholesale clothing manufacturers in Rochester, N. Y.

See our \$4 Spring Overcoats and Suits.
Spring line of fine goods—excellent. Write
our Michigan agent, WILLIAM CONNOR,
Box 346, Marshall, Mich., or meet him at
Sweet's Hotel, Grand Rapids, Thursday
and Friday, April 7 and 8. He has been with
us 16 years and will use you right. Customers' expenses allowed.

THE FORGOTTEN PAST

Which we read about can never be forgotten by the merchant who becomes familiar with our coupon system. The past to such is always a "nightmare." The present is an era of pleasure and profit.

TRADESMAN COMPANY,
GRAND RAPIDS.

Evolution of the Carpet Sweeper.

In this modern age of improved methods and labor-saving machinery, the household has come in for a fair share of the attention of inventors and geniuses. We have improved washing machines, machines for washing the dishes, patent churns, baby carriages, egg beaters, pumps that almost run themselves and numberless other devices that relieve the busy and often overworked housewife and mother of at least a share of her burdens, if not of her responsibilities. Even the broom has been supplanted, and instead of a back-breaking operation, sweeping the carpets has become almost a luxury with the modern carpet sweeper.

The carpet sweeper—everybody knows what is meant by the term. It is a combination of wheels, brushes, rubber bands and springs enclosed in a neat wooden box which is propelled like a lawn mower by means of a handle. It is found in nearly every household and is appreciated alike in the city and on the farm. It is a Yankee idea, like many another modern invention, and was first brought out in Boston by a man named Herrick about 1858. The first sweeper was a crude affair and if any of the original sweepers are still to be found, they would doubtless be looked upon as curiosities, as are the original solid tire, 50-pound, solid metal first-make safety bicycles, compared with the up-to-date chainless. It was a germ rather than a finished product, and the foundation for future improvements rather than an article that could be recommended as having all the merits claimed for it as a labor saver. The original carpet sweeper industry, in spite of the crudity of the product, prospered until the war, and then, with more momentous questions before the public than how to save work in the household, it dwindled away and peacefully died.

In the early '70s interest in the carpet sweeper revived and factories were started in various parts of the country, and inventors began studying how the original idea could be improved upon. The seat of the industry in its revival was still in the East, but Western inventors were not neglecting the opportunities the household implement afforded for improvement. Several in this city were studying it and at other points midnight oil was being burned in experiments which would lead to a sweeper that would sweep. In 1876 M. R. Bissell was in the crockery business on Canal street with his father. Among other goods handled by the firm were carpet sweepers, the old "Welcome," manufactured by a Boston concern. In looking his stock over one day, Mr. Bissell noticed one feature in the sweepers that could be materially improved, and he at once went to work to put his idea into execution. His improvement was a self-adjusting brush, and he began the manufacture of sweepers with this feature. He had the sweeper cases manufactured by Z. E. Allen and the inner mechanism he had put together in the basement of the crockery store. This was in 1876, and the industry thus started soon outgrew its basement quar-

ters. An old wooden factory at the foot of Erie street, on the canal, was leased, and in 1882 a brick factory on the site of the present factory was erected. In 1883 the present Bissell company was organized, and this company has developed into the largest carpet sweeper manufacturing concern in the world and is one of the representative industrial institutions in the city.

In 1880 there were seven different carpet sweeper manufacturing concerns in the city. They were the Bissell, the Grand Rapids, the Michigan, the Plumb, the Favorite, E. B. Clark and the Grand Rapids Brush Co. The Grand Rapids Sweeper Co. was under the management of Charles B. Judd. The Michigan Carpet Sweeper Co. was a corporation, with A. J. Reeves as President. And the others active in its management were Norman Cummings, William M. Robinson, Charles Cummings, Walter J. Drew and H. J. Felker, and Henry Spring was also interested as a stockholder. M. R. Bissell manufactured the Bissell sweeper and A. D. Plumb was the inventor and manufacturer of the Plumb sweeper. When the Bissell Carpet Sweeper Co. was organized, the Grand Rapids and the Michigan companies were purchased and merged with it, and at a later date the Plumb factory was purchased. The Plumb acquisition was the most important to the new company, because it brought to it the "broom action" patents, a principle in construction that is vital to the efficiency of the sweeper. With the "broom action," the sweeper acts in the same way as a broom—the harder the sweeper bears down the closer will the brushes sweep the floor, while without it the brushes are stationary and any amount of pressure will not produce any difference in the sweeping action. It is upon this invention that the fame of the Bissell sweeper has largely rested, but without the intelligent and persistent energy that the Bissell Co. put into the business, even with the possession of this patent the concern would not have been the success it has proven. The sweepers are made in twenty-five or thirty different styles and sizes, ranging from the baby sweeper, six inches in width, to the hall sweeper, two feet wide, and they are shipped to every part of the civilized world. It is estimated the world's demand calls for about 300,000 sweepers annually. Beside the Bissell are the Sweeperette Company and the King Carpet Sweeper Co. in this city, and probably half a dozen others in different parts of the country. There are several factories in Europe and England, but their total product does not cut much figure in the market, their styles, for the most part, being patterned after the American product.

A French mineralogist has discovered a cobalt mine at Grand Encampment, Wyo. The mineral is worth about \$1.50 a pound, and at one of the mines—the Doane—in this district there are thousands of tons of the ore already in sight. The mineral is extensively used in coloring porcelain and glass blue, and it is also the active principle in some paints. Hitherto the world has depended for the bulk of the supply on the mines in Sweden, Norway and Bohemia.

Wherein Hoyt Errs in Judgment.

A Central Lake merchant takes exceptions to the statement in last week's Tradesman to the effect that Hoyt has arrayed himself in opposition to the retail grocery trade by abandoning equality, and calls for a bill of particulars.

From the standpoint of the retail dealer the Tradesman believes that any house which does anything that has for its object the overthrow of the equality plan is an enemy of the retail trade, because it is universally conceded that the sale of sugar has been more satisfactory since equality was introduced than it ever was before. It is easier to do business on the equality plan, because every retail merchant realizes that he is getting his goods at the identical prices his neighbor pays under similar conditions. The small dealer is not at the mercy of the large dealer, and the large dealer has not the same advantage over the small dealer that he has when he can lay in his goods 5, 10 or 15 per cent. less than his more modest competitor. An open market on any article means that the small dealer gets the worst of it every time, because the large dealer, with his ready cash and greater shrewdness, secures concessions which are necessarily denied the smaller merchant. In the opinion of the Tradesman, a city is more prosperous where there are several hundred thriving stores than where the lion's share of the trade is monopolized by a few department stores and the little dealers have a hand-to-mouth struggle for existence. One-third of the transactions of the wholesale and retail grocer is confined to sugar, and any system which compels him to handle this staple at cost—or less than cost, which is too often the case—places him at a decided disadvantage, as compared with the position assumed by his larger and more prosperous competitor.

A Safe with a History.

Lansing, March 21—Charles C. Longstreet, the grocer, is the owner of an old-fashioned safe which has been in use ever since the war. It was originally the property of a jeweler at Flint, who failed and went out of business. It then fell into the hands of the old Peninsular Railroad—now the Grand Trunk—and finally the late John Whiteley purchased it. It was many years in his possession and eight years ago it came into the hands of the present owner.

When the inner door of the safe is closed there are a couple of stationary iron bars which fit snugly into the back part of the safe, where they are not easily reached. Recently the door of the safe did not close easily and, in order to ascertain the cause, the proprietor made an investigation, which revealed the presence on the end of one of the bars of a valuable gold ring with a handsome topaz setting. The ring was jammed and bent. How it came to be there is only a matter of conjecture. Mr. Longstreet is of the opinion that it was dropped in there at the time the safe was owned by the Flint jeweler, and it must have remained there undisturbed and undetected for at least twenty-five or thirty years.

The world may owe every man a living, but the majority of them are too lazy to hustle around and collect it.

Dry Goods

The Dry Goods Market.

Staple Cottons—Business in brown and bleached cottons has been somewhat better during this week than in other lines, and prices, although no signs of immediate impending advances are shown, are very stiff. Wide sheetings, which have been advanced several times, have been in excellent demand, and sold largely, but no change in the prices seems imminent just at present. Ticks and other coarse colored cottons do not show a great deal of strength and the call for them is somewhat faint just at present.

Prints and Gingham—There has been some talk of a general weak tendency on the printed cotton market, but enquiry has failed to elicit any such information. There is a slight relaxation of business undoubtedly, but prices are still firm and no concessions are being made by sellers in any of this year's lines of any consequence. There has been much printed cotton sold at extremely low prices from time to time at various points, but these consist simply of carried-over stock of out-of-date goods—lines which have failed to attract buyers at current prices and have proven failures. Undesirable goods are always to be found selling below the market, but they do not necessarily influence the trade in general nor affect the current quotations and it is not reasonable to ascribe to such causes a general weakness.

Shirtings—The shirtings to be worn during the warmer weather are decidedly attractive. Stripes, plaids and checks are all sure to sell well, but it is very noticeable that more of this season's patterns are in stripes than the others. All colors are used, as are contrasts, also, although, taking the lines as a whole, blue is, to all appearances, the favored one. The all-fancy shirts are bound to be more popular than the shirts having white bodies and colored bosoms. White shirts, as is well known, are the regular old stand-bys, but they do not sell as well as the colored shirts during the spring and summer, except for dress wear.

Shirt Waists—Shirt waists are expected to meet with a good deal better enquiry during the coming season than they did the last one. The general run of the shirts are very likely to be of the same pattern as was seen last year, but in this, as in all cases, there are exceptions, and a few new styles will be shown, such as those having a detachable collar and yoke, slightly smaller sleeves, and a beruffled lace affair. Silk waists are also very sure to be of considerable popularity; they will be pretty generally of one color, and without any figure or pattern upon them, and that shade will, in most cases, be the very brightest and most showy possible, as the tendency this season is for very bright colors. Changeable silks in waists will not be used so much as usual. Silk undershirts are being worn more and more all the time, and from what dealers say, it seems as if a very good sale of these articles is to be expected. Very dainty creations in these undershirts are shown in the different stores, the very latest style being one with two or three flounces of accordion plaiting, but both the plain and ruffled skirts sell equally well. These skirts will be of rather bright colors this season, and of plain goods principally.

Hosiery—Notwithstanding the over-

whelming demand for fancies in the hosiery market, fast blacks have suffered but little, as they will always be in demand and enjoy a popularity quite apart from the vagaries of fashion. The fact that in the retail trade many dealers have forced off their stocks of black to make room for fancies, and to get rid of them somehow, will, in itself, operate to keep blacks going, for they will assuredly have to be replaced. Many buyers of fancy hose who have purchased largely have been wearing somewhat anxious faces of late. The reaction and chill that follows an enthusiastic act is having its effect on them, but, as a matter of fact, fancy hose have come to stay, for some seasons at least, and no one who has bought with any judgment need fear that he is overstocked. The trouble, if any, that will come in the hosiery department will lie in lack of care in making selections and assortments. A stock of fancy hose must be well backed by a thorough supply of staples, and the fancies must be pushed forward and displayed all the time, as they must be seen to attract trade. The care displayed in making selections will perhaps be the most important factor in determining the success of a purchase of fancy hosiery, as the competition in these goods is going to be so keen that only the choicest will survive.

Curtains—Domestic manufacturers are producing at this time finer lines and have prepared to supply the trade with goods formerly made exclusively abroad. Except on the fine lines, the domestic manufacturers have enough machinery already engaged to fill the requirements of the trade on the coarser lines for several years to come, without any increase. Bobbinet has been produced this season for the first time in American mills, and it is only a question of a short time when domestic mills will produce the very choicest goods, as some of the proprietors of the American mills have been for years engaged exclusively on all lines of fancy lace curtains abroad, and have now established in business in America.

Laces—This will be a very good if not an excellent, season for laces, and dealers expect to make very profitable sales during this coming mild and warm weather. Prices are not so very much higher, in fact not enough to make any noticeable slacking up in the demand. Both black and white goods, too, will be about equally good in demand.

Hats—The spring and summer will be quite a good season for stiff hats, for men's wear, and these hats in the lighter shades will experience a good call. Crash hats will sell pretty well, as they will take the place of the cheaper straws; for this season only the better grades of straws will meet with any very good enquiry. All sorts of hats and caps are expected to sell well. Although the wholesale and jobbing business is not any better than it was last year, they are by no means having any great reason to find fault with it; regarding collections, the jobbers say that just now they are not coming so very fast, but with every moderation of the weather the various retailers' business starts up and then they commence to settle up their accounts.

The man who claims to have no memory may be cured by lending small sums to his friends.

In the midst of life a man is in debt—and his creditors don't allow him to forget it.

Dealers don't keep our goods; they SELL them.

Carpets



All grades cut at wholesale.

You Carry Only Samples

We carry the stock. When you make a sale, send us the pattern number, size of room or quantity wanted and we will ship your order the same day as received—sewed if desired.

OVER 3,000 DEALERS are now handling our carpets profitably. Let us start you to success.

For One Dollar

We will send you a book of Carpet Samples containing about 50 patterns—size 9x18 inches. These samples are cut from the roll, so you can guarantee every carpet as represented—in style, color and quality. No picture scheme or Misrepresentation. Every sample is finished, numbered and quality specified on ticket, so you can make no mistake when ordering. We also make up books as above, 18x18 in., which we will furnish

For Three Dollars

This size is very popular, as the patterns show up beautifully. If you prefer large samples we will cut them any length desired at the price of the goods per yard. We have the best-selling goods on earth. Don't wait, order samples at once; it will be to your interest and we want you to represent us.

HENRY NOEE & CO.,
SOUTHEAST CORNER MARKET & MONROE STS., CHICAGO.

Complete price list and telegraph code will be sent with samples.

NEW ARRIVALS IN

WASH GOODS

All Latest Designs in

Dimities, Organdies, Percales.

Large Line Fancy Prints.

P. Steketee & Sons,
JOBBERS Grand Rapids, Mich.



Looking Backward

a few years we find MEN'S MACKINTOSHES counted among the articles of luxury; today they can be had at the price of a rubber coat—not trashy, good-for-nothing stuff—but goods that are stylish and waterproof. Our tan covert cloth, box coat, double texture, sewed seams, with velvet collars to match, is fit for the most stylish dressers. Will be pleased to quote you prices or have salesman call.

Voigt, Herpolsheimer & Co.,

Wholesale Dry Goods and
Men's Furnishings.

Grand Rapids, Mich.

How the Screw of Competition Twists the City Grocer.

From the Chicago Post.

"I am finding the fortunes of the small grocer far more entrancing than those of 'The Little Minister' or the 'Prisoner of Zenda,'" said an observant matron. "The pathos of the situation comes right home to my own kitchen, and the chapters in the commonplace tragedy come fresh and crisp along with my celery and lettuce, and are served across the counter with the packages of sugar, tea and crackers. It's a thoroughly up-to-date sociological romance, too full of problems and local color.

"The three principal characters are Cummings, Marx and Boyle, the proprietors of as many groceries within almost a stone's throw of each other in an excellent residence section of the North Side. Of course, there's a woman in it—many women, in fact. But Mrs. Boyle, the cheery little wife of the humblest tradesman in the trio, is the only one that need be considered. The opening chapter of this everyday story began when I lived in another neighborhood, and Boyle used to call at my door with green groceries. He proved to be an honest, reliable fellow, quiet and pleasant in his manners, whose word was to be depended upon. The housewives and cooks liked his square dealings, and he prospered where his less scrupulous competitors failed. Finally he dropped out of sight and I had almost forgotten him until I moved. Then I was surprised to find him installed in a small grocery of his own a few blocks from our flat. After I had made my first purchases Mrs. Boyle tucked her plump arms under her apron and confided to me that the experiment was a doubtful one and that many conditions were against them. Their capital was small and then there were the larger and more showy stores of Cummings and Marx at the corner of the block on the same street. The only advantage, however, which these competitors held that inspired fear in the heart of the little woman was the fact that they did business upon the short time credit system.

"You see," she explained to me, "we have to buy for cash and we must sell for cash. We made up our minds to that at the very start. When a customer walks out of our door with a package of goods that is not paid for he goes away with just so much of our money in his pocket. Very likely we'll get it again all right, but meantime he's going about with our money, not his. And so we don't trust. But there's another side to it. The rich folks don't want to be bothered with paying the cash for every little thing they buy. Their way is to wait until a big bill is run up and then settle by check. If we only had the capital of Cummings or Marx we might stand the credit system, but we haven't. The only way we can sell to that class of their custom is to keep the freshest of everything. But we're hoping for the best."

"So much for the initial situation in which the Boyles found themselves. As I do my marketing with considerable care, it did not take me long to discover that I preferred to buy certain articles at Cummings' store, while Marx sold the best tea and crackers. In this way I kept in constant touch with each member of the trio of competitors. One day I noticed that Marx had dispensed with two of his clerks. His face was constantly careworn, and he was evidently doing the work of two men. Although I had not found him quite so frank in his dealings as Boyle, his troubled looks touched me, and from day to day I watched his struggle and became better acquainted with him. A few days ago he chanced to occupy a seat in the 'grip' with me and became very confidential. It was barely possible, he confessed, that he might pull through by moving into smaller quarters, cutting his force of helpers down to the very lowest possible limit and doing the work of three men himself.

"But I'm so worn out with the struggle that I'm tempted every day of my life to throw myself into the lake and be done with it," said he. "That

sounds like silly talk for a man, but it wears a man to desperation when he has been through this grind month after month, steadily watching the money he put into the business drifting into the pockets of his wealthiest customers, who take their own sweet time to pay their bills and will quit you the moment they are pressed for a weekly settlement. Then it is still worse during the summer season, when the fashionable people are away at the resorts. The servants trade and the bills wait until fall for payment."

"Not long ago when I went to Cummings' store I found it in the hands of the sheriff. The proprietor passed me with his hat drawn over his eyes. His whole attitude was pitiful. As I entered Boyle's store to make the purchases which I had intended to make at Cummings' Mrs. Boyle greeted me with: 'Ain't it too bad! It just scares me terrible! And did you know that Marx has moved into a little place in the middle of the next block? Yes!'

"But all this will make your trade better," I suggested.

"I know that," she replied. "But it's awful hard on them, just the same. We're going to shut off on everything that leads up to the credit system. Before this we've been in the habit of sending our boy out on stormy days to the doors of our best customers to take their orders. This will be stopped, for it's the first step in the credit line. We'll lose some trade by it, but we might better stand out against the thing that has ruined Cummings first as last. It takes some grit to refuse to trust a rich customer for a few groceries, but we must fight it out that way."

"These are only a few of the ups and downs in the tragedy of grocery keeping of which I have been an interested witness. The result of my observations has been that I now pay cash for everything I buy. I do it on principle and seldom find it more inconvenient than the old way of getting things charged."

Diagnosis of the Grocer.

"What is a grocer, papa?"

"What is a grocer, child? Why, he is a good-natured man who deals in the necessities of life at the corner, and is too humble to believe for a minute that he has any rights. He solicits trade by marking all his goods down to cost, and when the customer doesn't pay promptly, he waits. Some grocers stand and wait until the undertaker gets his bill in and then they lean over the graveyard fence and wonder how to get their money.

"He is the man that lives by selling sugar, and makes so much money on it that he is expected to give lumps of it to all the children.

"The grocer is also a pious man. He rarely ever swears, except when he sells eighteen pounds of raisins out of a twenty-six pound box, or when he weighs out a barrel of granulated sugar and it lacks just six pounds, or when he hears Mr. Never-Pay say, 'Charge it,' or when the summer is so hot he loses a dozen good cheese, or when the winter is so cold that his potatoes freeze, or—but your mother is calling you. Good-night, child; I'll tell you the rest about the grocer another day."

The tobacco business in France is a governmental monopoly. Tobacco may be grown in only twenty departments in France, and in Algeria; the cultivation of the plant is under the supervision of the Minister of Finance, and is taxed. The manufacturers occupy governmental buildings, and themselves and all their employees are subject to the Minister of Finance. The manufactured tobacco is sold by agents appointed by the government, who are allowed to sell foreign tobacco properly taxed, as well as native tobacco.

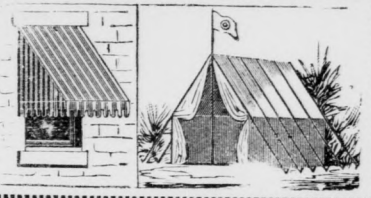
We offer American shirting prints for 3/4c. P. STEKETEE & SONS, Grand Rapids.

A man smiles when you speak of his level head; but call it flat and he gets mad.

Awnings and Tents

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

CHAS. A. COYE,
11 PEARL STREET.



When You Begin to See Anything Green

Think of Vinkemulder. When you need anything Green send your order to Vinkemulder. We have choice Dry Onions, Parsnips, Bagas, Carrots, Old and New Cabbage, White Beans, Pop Corn, Onion Sets, New Lettuce, Pie Plant, Green Onions, Spinach, Radishes, Vegetable Oysters, Oranges, Lemons and Bananas. Will bill at our lowest mail order prices.

The Vinkemulder Company, Grand Rapids, Mich.

I. A. MURPHY, General Manager.

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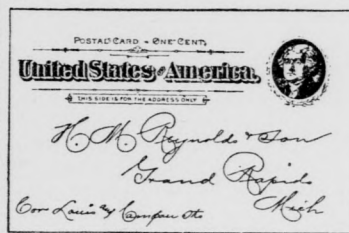
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While William Alden Smith was in suffering Cuba to obtain pure Havana fillers for S. C. W. cigars, he was interfered with by the Spaniards, and to obtain his point he displayed the courage of Samson among the Philistines with a jawbone.

Behold! Michigan's Worthy Congressman slew and put to flight with his good umbrella 1867 Spaniards. The rest of his committee coming to his assistance, enough fillers were secured to last the manufacturers of S. C. W. cigars until the bloody war will be over.

Use Tradesman Goupon Books

Around the State

Movements of Merchants.

Quincy—F. C. Herworth has opened a tailor shop.

Amble—Chas. Ward has embarked in the grocery business.

Dimondale—Geo. W. Beck, druggist, has removed to Durand.

Brant—Carl & Co. will shortly open a grocery store at this place.

Howard City—Henry Strope, of Morley, has opened a feed store here.

Watervliet—Martin & Wood, meat dealers, have sold out to W. E. Walden.

Benton Harbor—Hall & Baker succeed Henry T. Hall in the grocery business.

Vicksburg—Barney Julius has removed his clothing stock to a new store building.

Memphis—Martin V. Reynolds has sold his hardware stock to Chas. H. Reynolds.

Benzonia—The Case Mercantile Co. has purchased the hardware stock of H. T. Phelps.

Saginaw—Klein & Ide succeed C. F. Zoeller in the wall paper business at 314 Hancock street.

Jackson—Horr & Whalen have embarked in the grocery business at 715 East Main street.

Brookfield—Mrs. D. T. Williams has sold her stock of general merchandise to Lamb & Spencer.

Traverse City—Peter Caulkett has disposed of his meat market to Flanders & Hager, of Fife Lake.

Vicksburg—Chas. E. Powers has removed his dry goods stock into his new double store building.

North Branch—C. C. Sherman has purchased the drug and stationery stock of Mrs. J. M. McKenzie.

Grand Junction—Frank A. Moon, druggist, was recently married to Miss Mabel Dobson of this place.

Fetoskey—J. D. Nichols has embarked in the hat, cap and furnishing goods business at this place.

Six Lakes—Sara Rice has sold her stock of general merchandise to F. G. Rice and will remove to Mexico.

Cadillac—Gust Palm and John Sundberg, under the style of G. Palm & Co., will shortly open a grocery store here.

Henderson—Ernest Convis, of Owosso, has purchased a half interest in the hardware establishment of Wm. Palmer.

Ypsilanti—J. King has purchased the stock of the Ypsilanti, Flint and Ann Arbor branch stores of the Chicago Shoe Co.

St. Clair—John Klinger has purchased the interest of John M. Hart, senior member of the hardware firm of Hart & Son.

Otsego—H. E. Earl, formerly with E. M. Kennedy & Co., druggists at Kalamazoo, has opened a drug store at this place.

Otsego—Lindsay & Jewell, meat dealers, have dissolved partnership, Grant Heckle having purchased Mr. Jewell's interest.

Hart—L. P. Hyde has purchased the boot and shoe stock of A. S. White and will continue the business at the same location.

Port Huron—Smith Bros., grocers and vessel supply dealers, have dissolved partnership, Wm. D. Smith, Jr., succeeding.

Alma—Brock & Reid, who conducted a sheet iron works at this place, have dissolved partnership, Marcellus Reid retiring and Arthur W. Brock continuing the business.

Croswell—Forest Drake, of Marine City, is making arrangements to open a boot and shoe and clothing and dry goods store here.

Big Rapids—Henry Schafer has removed his grocery stock from East Maple street to a better location on Michigan avenue.

Port Huron—Fish & Duncan have purchased the grocery stock of Jas. A. Hope and will continue the business at the same location.

Hastings—C. H. Osborn & Co., composed of Charles H. and George Osborn, have dissolved partnership, C. H. Osborn succeeding.

Jackson—The Grand Union Tea Co. will open a branch store here about April 1, having leased a vacant store in the Carter building.

Coloma—Chester W. Gilson, who has conducted a drug store here for twenty-five years, has sold his stock to G. H. Ensley, of St. Joseph.

Marquette—The grocery firm of J. T. Jones & Co. has been dissolved, Robert Peters retiring. The business will be continued by J. T. Jones.

Wayland—W. H. Bechtel, who has been employed the past year in the defunct Temple of Economy, has opened a grocery and provision store.

Marquette—The shoe store of Goodspeed & Son has been placed in charge of B. L. Newman, who has been with them in their Ann Arbor store for several years.

Lansing—Douglass E. Phetteplace has removed his stock of groceries to Isabella county, which he will close out at once, preparatory to making a trip to the Klondike.

Kingston—Ed. Randall has purchased the entire stock of dry goods, groceries and boots and shoes of Mrs. L. Holmes and will conduct the business at the same location.

Clinton—The drug and grocery firm of B. O. Randall & Co., composed of B. O. Randall and E. R. Smith, has been dissolved, B. O. Randall continuing the business.

Owosso—S. H. Opdyke has purchased an interest in the Owosso Paint & Wall Paper Co. and will hereafter be associated with E. W. Beardsley in conducting the business.

Cheboygan—Jos. Rosenthal, formerly engaged in the clothing business at Gaylord, has purchased the interest of Wm. E. Rosengarten in the clothing firm of F. A. Kramer & Co.

Jackson—The furniture store of Newell, Richardson & Galbraith is now in possession of John W. Miner, who is foreclosing the mortgages on the stock and closing up the business.

Ionia—J. C. Beattie, a former Ionian, but now of Jefferson City, Mo., has decided to return to this city and will shortly take possession of the E. E. Gates stock of boots and shoes.

Ann Arbor—Len Miller has been admitted to partnership with Mack & Co., furniture and dry goods dealers, having had charge of the furniture department of the company for the past two years.

Coldwater—Will Milnes, who has been employed in the grocery store of A. Milnes for the past three years, has been admitted to partnership, the firm being hereafter known as the Milnes Supply Co.

Nashville—E. B. Townsend has purchased the grocery stock of Frank McDerby, and in company with his father, Richard Townsend, will continue the business under the style of E. B. Townsend & Co.

Ypsilanti—Lewis & McKinstry, grocers, have dissolved partnership. M. J. Lewis continues the business. Frank McKinstry goes to Big Rapids for the purpose of engaging in the milk business with his brother.

Owosso—The partnership existing between H. W. Mann and Stephen T. Van Dusen, dealers in books and stationery, has been dissolved. H. W. Mann will continue the business at 117 North Washington street.

Allegan—J. Court & Son, of Marshall, who, with C. Hitchcock, have been doing business for the past two years under the name of Hitchcock & Co., have leased a building and will continue the egg and poultry business.

Middieville—A. A. Dibble, formerly a member of the general firm of M. S. Keeler & Co., has decided to locate at Reading. He has purchased a stock of goods at Cleveland, and will move to his new home in about a week.

Bay City—J. N. McDonald & Co., merchant millers, have filed a blanket chattel mortgage to the First National Bank of Bay City and a real estate trust mortgage to George P. Cobb. The liabilities of the firm aggregate \$65,000.

Battle Creek—One hundred and fifty retail merchants of this city have agreed to have nothing to do with trading stamps, premiums or glassware tickets on and after April 1, on a penalty of \$10 for any divergence from the agreement.

Negaunee—Martin E. Joyce, who has conducted a dry goods business in the Heyn block since the dissolution of his partnership with Nels Mowick, less than a year ago, has closed his doors and turned his stock over to his creditors. Burnham, Stoepel & Co., of Detroit, are the heaviest creditor.

Detroit—Bruce Goodfellow & Co. have filed articles of association with the County Clerk. The business of the company is dealing in clothing, men's furnishings, hats and caps. Clothing will also be manufactured on a small scale. The capital stock is \$25,000, of which \$18,500 is paid in. The incorporators are: Bruce Goodfellow, 1,500 shares; Thomas Haney, 900 shares, and William D. Moore, 100 shares. Mr. Moore is not yet well known to business men of Detroit. He will probably be the Secretary of the new concern. Thomas Haney rose from the position of cash boy in the C. R. Mabley stores, and has been associated with Mr. Goodfellow continuously for nearly thirty years. It is expected that he will have charge of the stock, while Mr. Goodfellow will attend to the business details.

Manufacturing Matters.

Owosso—Gus Stephen has embarked in the cigar manufacturing business at this place.

Marcellus—The Marcellus Creamery Co. has begun operations, churning four days each week.

Kingston—L. M. Houghton, of Lexington, will manage the creamery here during the coming season.

Kalamazoo—The Kalamazoo Cycle Co. has shipped 300 child's seats and parcel carriers to London, Eng.

Belleville—The Milk Producers' Union has purchased the creamery of John Clark and will continue the business.

Brooklyn—The Brooklyn Cheese Co. has been organized to convert the creamery here into a cheese factory. John O'Leary is President of the corporation and W. S. Culver is Secretary and Treasurer.

Downington—Jos. H. Brown & Son are succeeded by Arthur Brown in the planing mill and wagon manufacturing business.

Traverse City—The Kelly Shingle Co. has purchased the entire season's output of shingles of the Cameron Lumber Co., of Torch Lake.

Bay City—John N. McDonald will continue the flouring mill business which was formerly conducted under the style of John N. McDonald & Son.

Saginaw—A. E. Robertson & Co. will operate the old Princess Manufacturing Co. Pane Bernhardt will have charge of the manufacturing department.

Pickford—F. H. Taylor has leased the creamery here and will conduct the business this season, having engaged James W. McDonald as buttermaker.

Menominee—The Richardson Shoe Co.'s plant will be immediately removed from Janesville to this city, the intention being to start the new factory not later than April 30.

Saginaw—Sawmills which are dependent on Canadian stock will not get a very early start, as the old log supply in the river is very limited. Some firms are getting their stock in this district, but the bulk of the stock will come from Canada.

Ionia—Gregg Williams has sold his lumber yard and business to F. A. Sessions, and will devote his entire attention to the manufacturing business. W. E. Root, a lumberman of long experience, will have charge of the lumber business.

Coleman—Knapp & Cope have purchased the old Simons & McMorris mill, and have purchased all the heading and shingle bolts they could get hold of in this vicinity. They have also purchased shingle and stave machinery and will run the plant day and night during the season.

Menominee—The Girard Lumber Co.'s mill will be stocked with hardwood logs for the season's run, which will begin about April 1. The logs will be brought in by rail from the Wausaukee and Dunbar branches, over in Wisconsin, as well as from points in the Upper Peninsula.

Iron River—Youngs & Fetzer, who operate the Iron River Land & Lumber Co.'s mill here, are maturing plans for the colonization of 6,000 acres of land in the vicinity of Elmwood, Iron county. The lands were purchased of the Paine Lumber Co., of Oshkosh, Wis., the pine having been cut off, a large amount of hardwood and spruce remaining. The lands in the western part of Iron county are claimed to be rich and productive, with drainage good and water excellent and abundant.

New York Wants Pure Maple Sugar.

The New York State Agricultural Department, at the request of several members of associations representing agricultural districts, has drawn a measure to prohibit the sale of impure and adulterated maple sugar and maple syrup in that State. The bill provides that a person selling, offering or exposing for sale any mixture or composition purporting to be pure maple sugar or syrup, and containing glucose sugar or any substance foreign to the product of pure maple sap, shall be guilty of a misdemeanor and subject to punishment the same as is provided for any violation of the State agricultural law, which the bill amends by adding thereto an additional section.

The Pontiac National Bank has reorganized as the Pontiac Savings Bank, with a capital stock of \$50,000.

The man who wants the earth invariably gets it—when he dies.

Grand Rapids Gossip

C. W. Kent, formerly with Studley & Jarvis, has opened a meat market at 708 Wealthy avenue.

O. J. Batt has opened a grocery store at Farnsworth. The Musselman Grocer Co. furnished the stock.

C. N. Rapp & Co. have opened a commission house at Buffalo as a branch of their Grand Rapids establishment.

White & White contemplate merging their headache powder business into a corporation, with a capital stock of \$10,000.

E. M. Stickney has purchased the grocery stock of Jacob Kaifer, 227 South Division street, and will continue the business at the same location under the style of the Stickney Grocery Co.

A movement is on foot to organize a corporation here, with a capital stock of \$100,000, to undertake the beveling and silvering of mirror plates. The movement is headed by the local representative of the Atlas Works, of Amsterdam, who is understood to be willing to subscribe for one-half of the capital stock of the proposed enterprise.

Purely Personal.

Geo. D. Sisson, formerly of this city, will represent the Peters Lumber and Shingle Co. in Indianapolis.

W. W. Wells, of Penn Yan, N. Y., is visiting his brother, Sumner M. Wells, Secretary and Treasurer of the Clark-Jewell-Wells Co.

Daniel McCoy, President of the State Bank of Michigan, who has been in Cleveland for the past week, is expected home Friday.

Gaius W. Perkins, President of the Grand Rapids School Furniture Co., is putting in a fortnight at Florida resorts. He is accompanied by his wife.

The resemblance of C. N. Rapp to Gen. R. A. Alger is so marked that it is not an unusual thing for Mr. Rapp to be accosted by some one who mistakes him for the genial Secretary of War.

B. R. Thompson, the heavyweight member of the Thompson-Bonnell Lumber Co., was confined to his bed during all of last week at Evansville, Ind. He went for lumber, but compromised on the gout.

It will soon be time for Frank Jewell (Clark-Jewell-Wells Co.) to hie himself away to some imaginary locality in the north woods and come back with stories of big fish which cause his friends' eyes to enlarge and glisten. What Mr. Jewell's friends can not understand is that he always eats the big fish while in camp and brings home the little fish as trophies of his skill as an angler. It is suggested that he purchase a camera and have some one take a snap shot of him in the presence of the monster specimens of the finny tribe which he insists he captures on the occasion of every excursion to the Little Manistee.

The Produce Market.

Apples—Home grown Northern Spys and Wine Saps from Missouri fetch \$3.50@4 per bbl.

Asparagus—\$2 per doz. bunches.
Bananas—The market is firm at prices that move stock very rapidly. In the present condition of fruit supply in this market the banana is a very popular fruit, and the weather is such as to encourage the best movement. The street peddler is disposing of large quantities of this fruit, and the shipments out are large. Receipts can be made to conform to the demand, and the market is

steady at figures that have ruled for nearly two months.

Beans—Jobbers pay 60@70c for country cleaned, holding city picked at 90@92c in carlots and \$1 in small quantities. Few beans are coming into market at this time.

Beets—35c per bu.
Butter—Dairy grades are in plentiful supply, commanding 14c for fancy and 13c for choice. Factory creamery is steady at 18@19c.

Cabbage—\$2.50 per 100.
Carrots—25c per bu.
Celery—Choice stock is held at 20@25c per bunch.

Cucumbers—\$1.50 per doz. for Southern grown.

Eggs—Receipts are large and the quality has so far improved that Eastern buyers are beginning to take hold. Local dealers pay 8c on track, case count, but insist that the price may go to 7c before the end of the week. Sorted stock is readily taken by local grocers on the basis of 9c. Indications point to large receipts at all primary markets for the next two months.

Green Onions—15c per doz.
Honey—Dark ranges from 9@10c. Light stock commands 12c.

Lemons—The demand is excellent for this season of the year. The demand is running heavily to California stock, with values a little lower on these than on Messinas. It seems that the quality of the former is just as good as that of the latter.

Lettuce—Grand Rapids Forcing has advanced to 15c.

Onions—Dry stock has declined to 75@85c.

Oranges—Mexicans are now well out of the market. No changes are to be noted in the quoted prices and the market may be counted steady. The movement is heavy, but not quite up to what might have been expected from prices so low. The quality of fruit now being received is good, such frosted stock as was put on the market being now cleaned out of the way.

Potatoes—The market is stronger and quotations in most markets are fully 5c higher than a week ago. Local buyers have advanced their paying prices to 55@60c.

Radishes—25c per doz. bunches.
Seeds—Timothy, prime, \$1.40@1.45; Medium clover, \$3@3.25; Mammoth clover, \$3@3.40; Crimson clover, \$2.25; Red Top, \$1@1.10; Alfalfa, \$3.75@4.50; Alsike, \$4.50@4.65; Orchard grass, \$1.60; Kentucky bluegrass, \$1.30@1.50.

Spinach—50c per bu.
Strawberries—30c per qt.
Tomatoes—\$4 per case of 6 baskets.
Vegetable Oysters—20c per doz.

Hides, Pelts, Furs, Tallow and Wool.

The hide market is weaker, with 1/2c decline, more from manipulation of dealers than from any change of supply or demand. The quality is poor, which cuts a figure. Light stock is more plentiful and prices hold firm.

Pelts are not plenty and the price is off, in sympathy with wool.

Furs hold up well, with light catch. Hudson Bay sales last week did not influence our market, as they are a higher class of goods.

Tallow remains slow of sale, with no kick to the trade, while the demand has been good for fresh stock.

Wool is extremely quiet, with light sale and no demand—an occasional weak spot on inferior grades. While the bulk of holdings is firm, holders expect much higher prices during the next half year. London sales are firm at 5 per cent. advance for light offerings. Prices are higher than our market will warrant for importation; in fact, it can not be bought for this side without a loss.

Wm. T. Hess.

Gillies' New York teas. All kinds, grades and prices. Phone Visner, 800.

A crank is a man who has a different hobby than your own.

BANK NOTES.

Principle of Promotion Exemplified in Mr. Anderson's Elevation.

Entirely aside from personal considerations, the election of Wm. H. Anderson to the presidency of the Fourth National Bank is pleasing and gratifying. It is a recognition of the principle of promotion, and not only is this principle applied to him, but the others have the benefit of it as well. In the past history of banking in this city, to eventually be made a teller has been, practically, the highest ambition held out for the aspirations of the young man who goes into the banks as a clerk with the view of making it a life business. When a clerk or teller has graduated into a cashiership, it has not been as cashier of the bank in which he received his training, but of some other bank or of some bank which he may have been instrumental in organizing. Mr. Seymour, it is believed, is the first in the city to begin in a bank at the lowest round of the ladder, and by regular steps win promotions to the cashiership of the institution in which he started. Mr. Anderson is the first cashier to be promoted to the presidency. If the policy of promotion were more generally adopted and applied, the humblest and youngest clerk would have more of an incentive to hard work than the mere "holding of his job" affords. He would have something to look forward to and to work for, and this in itself would tend to the development of a higher grade of ability and efficiency.

* * *

Another pleasing feature about the election of Mr. Anderson is the recognition of the principle that the president of the bank should, in fact as well as in name, be the executive head of the institution. Too often the presidency is given as an honor to one of the heavy stockholders or to some man whose name is well known in business circles, and therefore of value to the bank, but who may know no more about banking than he does of flying, and little more of the bank of which he is president and the nominal head than does the average stockholder. To have an honorary president may be well enough in a small town bank, but Grand Rapids has become too much of a commercial and financial center to warrant its continuance here. It is a wise move on the part of the Fourth National to make its President the real executive officer of the institution. George W. Gay, who for several years has been Vice-President of the Bank, took this view of the matter, and, it is understood, suggested Mr. Anderson for the place.

* * *

Several of the other city banks have presidents who are presidents in fact. L. H. Withey is one of the hardest working men in the Michigan Trust Company and is rarely away from his desk, except when out of town on business for the Company. James M. Barnett has his regular desk and office hours in the Old National and his finger is always on the business pulse. Daniel McCoy is as prompt in his office hours at the State Bank of Michigan as any of the clerks. Thomas Hefferan is rarely seen elsewhere than at the Peoples Savings during banking hours. Henry Idema, as Vice-President of the Kent Savings, attends strictly to business. At the other banks the presidents give more or less close personal attention to the business, but do not by any means devote themselves to it.

Mr. Anderson came to Grand Rapids fresh from a Sparta township farm. He was born and brought up in the country and as a young man was thrifty and shrewd. About fifteen years ago, while still a young man, he sold his farm, moved into the city and engaged in the real estate and loan business, with an office under the Fourth National Bank, operating chiefly upon his own capital. He was modest and unassuming, but in time the success of some of his transactions became known and attracted attention in financial circles, and in 1891 he was invited to become a director of the Bank. He accepted the place, and in the fall of the same year was elected Cashier to succeed Homer W. Nash. He entered upon his duties November 17, 1891, and at that time the loans and discounts were \$872,436 and the deposits \$792,843. The loans and discounts now are \$1,470,742, an increase of about 75 per cent., and the deposits are \$1,740,693, an increase of about 150 per cent. Six years ago the surplus account was given as \$35,000, and this surplus subsequently suffered severely when bad loans, long carried, were written off. The surplus now is \$47,000, and it is all surplus. The Bank then carried \$66,000 worth of real estate, while its real estate holdings now are about \$10,000. Under Mr. Anderson's management, the Bank has made rapid strides forward, in spite of the fact that four of the six years he has been Cashier have been years of depression, distress and business uncertainty.

* * *

A question that is beginning to agitate the bankers is whether or not the Saturday half holiday will be observed during the coming summer. The Legislature of '93 made a law naming the legal holidays, and to the list was added "every Saturday from 12 o'clock noon to 12 o'clock at night." This law, which is still on the statute books, has a proviso, however, that upon the vote of the directors the banks may keep open for business Saturday afternoons. Soon after the enactment of the law a movement was started to take advantage of it, but two or three banks held out against closing Saturdays, even during the summer months, and the subject was dropped. The agitation which Mayor Stow has started for the closing of the factories Saturday afternoons during July and August is leading to a hope among the bank clerks that the question of closing the banks may be revived. The subject has hardly been discussed as yet, but when the birds begin singing a little louder, and when the sun grows warmer and the base ball games begin and the bicycles are taken from the store rooms, a committee of clerks will start out with an agreement for all the banks to sign. There is a strong sentiment among the business men against the Saturday half holiday, even during the summer, but if the manufacturers set the pace, the merchants may have to fall into line and the banks will certainly not be behind the others in taking a weekly half day off.

* * *

It may interest investors to know that Charlevoix has voted \$50,000 bonds to move the water works. Boyne City has voted \$4,000 for water works, and Harbor Springs has voted \$6,000 bonds for a municipal lighting plant. Muskegon county will on April 4 vote on issuing \$25,000 bonds to build a highway from Muskegon to North Muskegon. Jackson will vote April 4 on issuing \$22,340 street improvement bonds. Grand Ledge will vote on \$25,000 refunding water works bonds. Petoskey will vote on \$15,000 to build a combined city hall, engine house and jail.

PRO AND CON.

Views of the Gate System from Both Sides.

With a view to ascertaining what objections there are to the gate system, a representative of the Tradesman rode last week from Grand Rapids to Hartford and return, going both ways on the local trains which stop at every town. At every stop the train made the writer sauntered out to the car platform for the purpose of inspecting the methods used to handle the people. In each case the gate-keeper appeared to be a man of excellent judgment, throwing his gate open promptly as soon as the train stopped at the station, assisting the people to alight and then passing those into the cars who possessed tickets or transportation of any kind. Ticket holders handed their tickets to the gate-keeper, who scrutinized them quickly and punched them as the passengers passed up the steps of the car. Traveling men and others who carried mileage books were only required to hold the book in their hands, no attempt being made to inspect the book, even to the extent of looking at the name inscribed on the cover. Although fully twenty passengers alighted from the southbound train at Holland, and as many boarded it, the transfer was made in good time, without delay and apparently without any friction. Several traveling men on the train who were interviewed on the subject stated that the objections to the system are largely sentimental and that there are no valid reasons why the gates should be removed, in case the management finds it more profitable to keep them on the train.

The average traveling man, however, does not regard the gate system in any other light than that of a nuisance, and an unmitigated nuisance at that. Even the most conservative members of the fraternity turn up their noses in disgust when asked to explain what objection they have to the gate system. They insist that they have to stand out in the rain at country stations, waiting the action of the gate-keeper in inspecting the tickets and mileage books of those in waiting; that it is not an easy thing for a traveling man with two heavy grips to carry his mileage book in his hand, and that the only logical outcome of the situation is for the boys to have coats made with a glass front in one pocket, so that the gate-keeper can see the mileage book through the glass and pass the salesman without further ceremony.

"I began to travel out of Grand Rapids fourteen years ago," said a well-known salesman, "and it was common talk at that time among the traveling men that some of the conductors on the Northern division of the C. & W. M. were knocking down. The traveling men talked it around the station houses and it became a matter of common knowledge with station agents, telegraph operators and section hands, yet for some reason which I am unable to fathom these men were permitted to continue in charge of trains until their stealings became so flagrant that the company could not stand it any longer. Of course, the gate system is aimed at the traveling man, the intention being that it will prevent collusion between the traveling man and the conductor. I maintain that it is unfair for any railroad to discriminate against certain classes of travelers in this manner, and the time will

come when Mr. Heald will see that, if he persists in keeping the gates on the trains, the road will not earn enough to pay for greasing the wheels."

"The gates do not keep the passengers off the trains," said a veteran salesman who has been traveling north of Grand Rapids for the past fourteen years; "but they keep the freight off the freight trains," he remarked, with a sly wink. "It is not so much the gate system the boys complain of as it is the frequent changes and unnecessary innovations that are continually being made by the Heald lines, and the gate matter is simply the culmination of annoyances which the traveling men have been compelled to put up with ever since Mr. De Haven was placed in charge of the passenger department. Why he should harbor such a dislike toward the traveling man is more than I can understand, especially when we come to think how much that road depends on the traveling men for support."

"The C. & W. M. was the most popular line in Michigan," said another salesman, "until it put gates on its trains, and I should say that it is now the most unpopular road in the United States, and it will remain so until the gates are taken off and every vestige of the gate system is abolished. Of course, the boys have to travel over the Heald lines, but so long as the gates remain, they will travel just as little as they can over these lines, and when it comes to the shipment of freight—well, that is where the boys can get in their work."

A visit to the various jobbing houses of the city discloses the fact that nearly every shipping clerk in town has specific orders to ship goods in every way possible except over the Heald lines. For instance, a representative grocery salesman who was always partial to the C. & W. M., in making shipments to Baldwin, Ludington and Manistee now has a notice pasted in the shipping department of the house for which he travels, requesting that all shipments for these towns be sent via G. R. & I. and F. & P. M. The result is that Baldwin has ceased to cut much figure as a transfer station except on through business.

The above interviews serve to present the gate question as it appears to the unprejudiced observer—to one who took the trouble to investigate the matter on his own account and who is unable to determine wherein the system should meet such determined opposition. Rightly or wrongly, however, there is no disputing the fact that there exists a deep-seated antagonism against the system, which time will never soften, and, judging by the manner in which freight shipments are being diverted, the writer has no hesitation in asserting that, in his opinion, it is a mistake to continue to keep the gates on the trains, because every dollar that is saved by the use of the gates is costing the railroad \$100 in the loss of freight which is diverted to other lines. How long the management can afford to hold out against this opposition is, of course, problematical, but it would appear to the writer that no road or series of roads can afford to suffer such a loss of its revenues as must be the case under existing conditions, when the matter at stake is so insignificant as the continuance or abolition of the gate system.

A man always puts his best foot forward; a mule puts his backward.

Bicycle Shoe Clerk Loses a Customer.

From the Denver Times.

A Denver shoe store recently employed a young man for clerk who had been in the bicycle business so long that he was an enthusiast. A young lady called at the store for a pair of shoes.

"I want a pair of shoes," she remarked demurely.

"What gear?" he enquired, bowing.

"Sir?"

"I meant what size."

"About two and a half."

"What model—er, what last?"

"A C last, I think."

"Do you like the high sad—the high heels?"

"Just medium."

He got the shoe she seemed to want, and, after fitting it carefully, remarked absent mindingly:

"You can wear loose bloomers with that frame and it will never puncture. Keep it well greased and—"

The lady called for another clerk.

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4 doz. in case
\$1.25

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2 doz. in case
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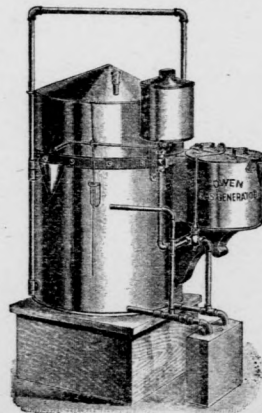
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Michigan.

Woman's World

Women's False Ideas of Economy.

I am more and more convinced every day that with the majority of women economy is the root of all extravagance. When one runs up a bill that simply paralyzes her or goes dead broke a week before her allowance is due, nine times out of ten it may be safely set down to some conscientious and heartfelt effort to economize. That it proves a boomerang does not discourage or disconcert her. She simply wraps the mantle of conscious self-righteousness about her and wonders what on earth her poor family would have done without such a financier to manage for them.

Economy has always been woman's pet virtue on which she prided herself, and each and every one of us is fully convinced that we have a close monopoly on it. We are willing to admit we don't know it all in other directions, that we make mistakes and failures, but I have yet to meet the woman who did not consider herself a shining exponent of the art of judicious saving. The one thing a woman can never understand is the coolness with which a man buys what he wants, when he wants it, or by what miracle her husband kept out of the poorhouse before she took charge of his pocketbook.

In pursuance of the theory of economy we stumble into many pitfalls. One of these is the bargain counter. Never was there a greater mistake than to imagine a woman loves a bargain because she thinks it is cheap. We hate cheapness. We would far rather have a high-priced, exclusive article, but we are victims to the economy idea, and feel that the unpardonable sin is in passing by something that has been marked down. Mrs. Jones paid 50 cents apiece for some towels she needed. We get the very same towels on bargain Monday for 48 cents, and we feel a triumphant thrill at the achievement, and reflect that Mary Jones never did know the first principles of economy, anyway. It is only after our towels come home that we remember that we were already oversupplied and haven't the slightest use for them—that there isn't a shelf in a closet or armoire where it is safe to move a thing suddenly for fear of an avalanche of previous bargains falling on our heads—it is only then that we begin to entertain suspicious thoughts of economy and to wonder when a bargain is a bargain.

Every now and then some prophet in Israel arises and sets forth the advantages of buying your organdies in No-

vember and your winter things about the middle of July. It sounds alluring. Most of us have tried it, and that no woman has yet committed suicide when she got her bargains out of season is a signal proof of feminine heroism and fortitude under affliction. There is one, just one, infallible rule about this—whatever you get will be exactly the thing you should not have gotten, and you will loathe and despise it. If you buy a stripe in the summer, when winter comes every living soul will be wearing plaids. If you get a dark, quiet, non-committal color, fashion will inevitably demand a color that proclaims its glories from afar. You can never know how absolutely necessary the latest thing is to your happiness until you load yourself up with last year's goods, and feel like a perambulating back number.

There isn't any use in speaking of the economy that prompts a woman to do the spring housecleaning to save a scrub-woman or to put down carpets herself instead of hiring a professional. Doctors and trained nurses have to live, and these are their perquisites. Besides, no woman ever admitted she made herself sick. She may have brought on a spell that necessitates her spending the summer at the seaside, or in the mountains, to recuperate from having painted a set of cottage furniture, but she always believes it was a great saving in the long run, and points to it with pride, as an evidence of her ability to economize. Neither is it necessary to say a word of those who make home-made furniture, where a cracker box is converted into a divan and a flour barrel into an empire chair, by means of springs and curled hair and brocade and Turkish rugs, at about three times what a decent article would cost from the store. When a woman contracts the home-made-furniture-economizing mania she is simply hopeless, and there's no use in arguing with her.

I suppose there has never been a woman who was a housekeeper who has not felt herself thrill with the possibilities of getting rich off what she could save from the table, as she read the inspiring words of some of the apostles of household economics. Never throw away a scrap, cry they. Utilize everything. Then follow directions for converting the cold potatoes left from dinner into croquettes, transforming scraps of meat into entrancing entrees, and stale bread into ravishing puddings. Also, and likewise, every woman is conjured to keep a stock kettle, where the materials for soup gather themselves together as if by magic and without price.

Now, far be it from me to say these things are impossible. I am persuaded that nothing is secret or hidden from these oracles, but I do say that a stock kettle and nervous prostration are synonymous terms. Nothing short of eternal vigilance will get the right things into it and keep the wrong things out. Furthermore, to reduce cold potatoes into fancy dishes and turn scraps of meat into things a la maitre d'hotel and a la Hollandaise is going to keep a woman standing continually over the cooking stove. It is an achievement entirely beyond the average plain cook, and the game simply isn't worth the candle. It is using up \$5 worth of time and \$10 worth of temper to save 15 cents' worth of cold victuals.

After all, aren't we victims to the idea of saving up things? "Keep everything. Sometime you may need it," runs the old adage, and so we go on piling up useless rubbish in our attics, until they will hold no more. And if, by chance, in the process of time, you do happen to need the thing the moths have always eaten it, or it has gotten rusted and it isn't any use after all. It is a distorted idea of economy that makes women burden themselves with things they would be glad to be rid of. They simply haven't the courage to throw rubbish away. The idea of giving things away while they are good enough and fashionable enough to use doesn't seem to occur to any, yet it is one of the most practical forms of philanthropy in the world.

At the end of the season every woman who goes about much has a lot of dresses and hats and gloves and flowers and frills that she is reasonably sure of never wearing again. Suppose, instead of packing them up and storing them away, she sent them to some girls out in the country with a word or two about how they could be freshened up and used. Wouldn't it be a veritable treasure-trove? Once I spent a summer in a little village that had its great lady. She had married a rich man who served his country as a cabinet minister, and both in Washington and afterwards in New York she was a brilliant and conspicuous figure in society. As befitted her wealth and position, she dressed with great richness, but she never forgot the old friends left behind in the little town, and thither three or four times a year she sent great hampers of fine clothing—gowns, wraps and hats—that were divided, at her suggestion, among a number of poor girls, whose cunning fingers adapted them to their new owners' needs. The gift was made without patronage and accepted without

false shame. "Oh, do you know Mrs. B. sent me the hat she wore to the British Minister's garden party?" Or, "I have the loveliest ball frock—it's the one Mrs. B. had made for the Patriarchs' Ball," were the explanations often given of some unusual finery and which were accepted in an equally uncritical spirit, and it seemed to me that no act of a life that was fragrant with good deeds was sweeter or better than the generous remembrance of a young girl's love of pretty clothing that these boxes expressed.

Sometimes it is not alone the mania for economy that makes women put away everything that they have ever had—it is a sentimental fancy of association. I remember that once I lived neighbor to such a woman as this, who used to say that she had in an immense packing chest all the clothing and playthings her son—now a middle-aged and prosperous banker—had had until he was nearly grown, and that once or twice a year she would overhaul the things and weep over them, because he hadn't staid a baby but had persisted in growing up. One cold and bitter night I was called to see a family in the direst poverty. A little new-born baby wailed on the breast of a starving mother and a half dozen half-naked children covered about a handful of fire in the stove. I went direct from them to my rich neighbor.

"Look here, Mrs. Blank," I said abruptly, "didn't you tell me you had all the baby clothes, and clothes your son wore when a child, in a chest in the attic?"

"Yes," she said, "and they are my most precious possessions. Ah, you have no idea how many times I have wept over them—"

"Precious fiddlesticks!" I cried; "and are you going to let that box of clothes rot upstairs while those children at your very door are freezing for clothes? Why, I think your heart must be encased in boiler iron."

"Do you think it's wrong?" she asked.

"Wrong!" said I, seeing I was gaining the day; "I don't think you could do a wickeder thing, if you hunted a week."

Well, at last she gave me the key and sent me and a servant up to get the things. She said she couldn't bear to do it herself, and when we got through with that trunk there wasn't enough left in it to shed a tear on in the future.

Economy is good, but generosity is better. It is a good thing sometimes to take care of things. And sometimes it is better to just pass on our blessings and give others a chance at them.

DOROTHY DIX.

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E. A. STOWE, EDITOR.

WEDNESDAY, - - - MARCH 23, 1898.

TRAVELING MEN VS. TRAIN GATES

The discussion between the traveling men on one side and the Heald railway system on the other, relative to the gate system now in use on a portion of the trains of that system, has reached the acute stage, and the outcome is not at all difficult to foresee. Both sides are arrayed in invincible phalanx—and one side or the other must, of necessity, yield. The Tradesman has given the matter thorough investigation and careful consideration and is inclined to the opinion that the objections to the innovation are more sentimental than real. Notwithstanding this fact, however, the traveling men have taken strong grounds against the gates and insist that they must go or their freight will go over other lines, so far as it is possible for them to divert it. They have not only registered this fiat, but they are putting it into execution with a vigor and a determination characteristic of the fraternity. How long the Heald system can stand up under such a determination and continue its present policy of opposition and defiance is, of course, problematical; but, as it is impossible to restore the friendship of the traveling men and still keep the gates, and as the friendship of the traveling men is a commodity quite as valuable in its way as any commodities which can be weighed and measured, the Tradesman believes that General Manager Heald—who enjoys the reputation of being one of the shrewdest and most diplomatic railway managers in the country—will wisely conclude that the traveling men have opinions and prejudices which even a railway official is bound to respect, and that he will forthwith issue an order abolishing the gate system on the few trains on which it is now used.

Had the system been put into operation by concert of action with other Michigan roads, or had it been adopted at a time when the traveling men were not already keyed up to intense excitement by reason of the adoption and abandonment of the Central Passenger Association mileage book, the gate system would probably provoke little comment and excite little opposition. Its adoption at such a time, however, was premature and unfortunate, and for the best interests of all concerned, and in order that harmony and good feeling may be restored, the Tradesman sincerely hopes that Mr. Heald will conclude

to withdraw the obnoxious feature and hold out the olive branch of peace, realizing, as he must, that he is dealing with a class of men who can make and unmake railroads—who can precipitate defaults on bonds as well as earn dividends on stocks.

GENERAL TRADE SITUATION.

With the exception of a perceptible checking of wholesale demand at certain Eastern points the tide of trade flows without abatement over all parts of the country. Many large transactions are deferred in the seaboard cities on account of the feeling of uncertainty caused by war possibilities. In the stock market the effect is shown in continued dulness, and as the probability of matters being brought to a crisis by the report of the Maine enquiry becomes more imminent there is a corresponding increase in the dulness, and this week shows a decline in most lines.

That these unfavorable indications are the result of the political situation alone is indicated by the fact that throughout the country trade movement is very heavy, the central and western portions leading. Perhaps the most favorable reports come from Kansas City, where the demand for hardware and building materials, as well as agricultural implements, is greater than the supply, and difficulty is found in filling orders. Another favorable feature of the situation is that export trade continues larger than the most sanguine expectations. The excess of these over imports is rapidly increasing the trade balance in our favor, until there is a rapid inflow of gold from every direction.

The wheat market scored a small advance for last week, but this week shows a tendency to reaction, although as yet with little change in values. The situation seems to be under the control of speculators in the Western markets and the small fluctuations in values are made to suit their convenience. Prices of the other cereals have been weaker.

The iron situation continues the favorable features of the past few weeks in nearly all lines. Indeed, the improvement has been emphasized by the political agitation, not only in the prospect of future demands, but there have been enough substantial orders given by the Government to have a material influence.

Bank clearings continue very heavy, breaking records for the corresponding weeks in any past years. The amount was \$1,288,951,000. Failures were 233, as against 247 last week.

Spring poetry is coming in briskly enough, full of roses and posies, and love, from above, and shine of the sun and dearest one, dewdrops of pearl, sweetest girl, and the borrowed perfume of a honeysuckle-scented June; all of which is nice.

It is reported that the peach crop has been nearly ruined in some of our Texas counties. The public's long experience with Michigan and Maryland necessitates something like an affidavit to secure full credence for reports as to the peach crop.

Senator Proctor's cold facts have rather taken the wind out of the Madrid press, but the latter may be confidently expected to come up smiling for another round or two. Facts only temporarily embarrass the Spanish editor.

Spain can never sell her honor nor pawn her pride.

AN UNFORTUNATE DECISION.

The Supreme Court of the United States has recently rendered a decision setting aside as unconstitutional a statute of the State of Nebraska which undertook to regulate railroad freight charges.

This statute fixed a maximum sum which might be charged for freights within the State and conferred on the Railroad Commissioners of Nebraska power to reduce the rates whenever, to a majority of the number, it seemed just and reasonable so to do.

A railroad company operating in Nebraska complained that the reductions of freight rates made under this law were so great that each of the roads involved would have been compelled to do its business at a loss, and that thus the effect of the law was to deprive the railroad companies of their property without compensation, in violation of the constitution.

The United States Supreme Court sustained the contention of the railroad company and held that the authorities of a State have no right, under the constitution, to fix an unreasonable rate to be charged by railroads even within the State. But the Court did not stop there. It undertook to fix the basis upon which the reasonableness of railroad charges may be ascertained. Said the Court:

We hold that the basis of all calculations as to reasonableness of rates to be charged by a corporation maintaining a highway under legislative sanction must be the fair value of the property being used by it for the convenience of the public. And in order to ascertain that value, the original cost of construction, the amount expended in improvements, the amount and market value of its bonds and stock, the present as compared with the original cost of construction, the probable earning capacity of the property under any rates prescribed by statute, and the sum required to meet operating expenses are all matters for consideration, and to be given such weight as may be just and right in any particular case.

This decision virtually empowers every railroad in the United States to make such charges for its services as will enable it to do business at a profit. This involves principles that are at variance with the rules governing the prices of all other services and products in the markets. A thing is worth what it will bring, and the market price is commonly fixed by competition. As the result of competition, prices may be so low that somebody loses money; but that is only one of the contingencies of business. If some can produce an article of consumption at lower cost than can be secured by others, then the competition may force one producer to lose money, while another works at a profit. Everything depends on facilities and advantages of production.

But railroads, save in rare instances, do not compete. At least each has a certain territory, the carrying trade of which it controls. Under the operation of the decision above noted it would seem that a railroad badly constructed and worse managed would have the right in fixing its charges for transportation to insure itself a profit, despite its disadvantage, and this profit is to be made out of the persons who are forced, for lack of other facilities, to use its services, because the original cost of construction, the amount expended in improvements, the amount and market value of its bonds and stock, the probable earning capacity of the property under any rates prescribed by the state, and the sum required to meet to operating expenses are all matters for con-

sideration in making up a reasonable freight tariff.

In equity the matter of reasonableness should not operate wholly to the advantage of the railways. It would seem that those persons whose necessities force them to patronize the railways should also be considered. They might be required to pay for the transportation of their products such prices as would insure that their property would not be marketed at a loss. Certainly, all the reasonableness should not work to the advantage of the railways and against the shippers; but it appears that there is no ground upon which shippers can stand in court and fight for the rights. They cannot ship their goods without signing a contract to pay their freights, whatever they may be, and that ends the matter. Neither the Interstate Commerce Commission nor State railway commissions can aid shippers in the face of such a decision. The railroad would only have to show that it must charge a certain sum in order to keep up its dividends on its watered, or otherwise overvalued, stock and bonds, to secure the judgment of the court that this was a "reasonable rate."

The market value of any property is just what it will sell for. Many of the railroads that were built at high costs in times of inflation could be duplicated to-day at vastly smaller outlays. They are put up and sold at sheriff's sale for a tithe of what they cost; but if, in making rates, the original cost must be considered, the shippers will be placed at a hopeless disadvantage. It is this sort of thing done in the courts that has aroused so much hostility against the railroads and has given rise to the wild and radical socialistic demands that they shall be operated by the Government.

The State of Indiana, which is considered one of the severest on the railroads, only taxes them to the amount of their selling value. Suppose it adopted the rule laid down above for ascertaining reasonable freight charges and taxed them at their original cost, etc., what a howl there would be.

The State of Indiana, which taxes the railroads on their selling value, secures from them nearly 20 per cent. of the State's revenues. The Indiana system is to assess against the railroads the total value of all their property within the borders of the commonwealth, no matter where the owners may reside. If a railroad lies two-thirds in Ohio and one-third in Indiana, it assumes that Indiana should receive the tax on one-third of its total value. In short, it applies to railroad property the same rules as are applied to the taxation of real estate, and taxes the roads at the general rate. As a result, the railroads of Indiana pay as large a proportion of the taxes as its real estate pays.

One can easily see why Englishmen wish success to plans for the liberation of Cuba. Their losses through the devastation of the island are only less grievous than our own. Scores of cotton and tobacco estates are owned or mortgaged in England, and almost all the money invested in the insular railroads came from London. It was with English capital that public works were undertaken in a number of Cuban cities between 1878 and 1894. No interest or dividend will be forthcoming on any of these securities until peace has been restored in the island.

General Fitzhugh Lee is the most pictured man in America to-day.

FREE VS. PRISON COMPETITION.

A curious feature of the prison labor problem in this locality is that the management of one of the prisons finds itself compelled to give up a line of work because outside competition makes the convict labor in such work unprofitable. In a communication to the press on the subject the warden of the Ionia House of Correction asserts that that institution is compelled to discontinue the manufacture of cheap chamber suites for the reason that outside "cuthroat" competition has made it impossible for the prison to continue the work; and he further takes occasion to score such competition and to intimate that it is a more pertinent subject for the attention of organized labor than is the question of prison competition.

There is little doubt that in the struggle to keep factories in operation during the depression of recent years there was too great competition in some lines, work being continued when there was actual loss to the manufacturers and wages were reduced to the minimum. In these cases the workmen accepted the situation on the theory that a small loaf was better than none; but when the revival of business began both employers and workmen were prompt to regain a suitable business basis for their operations. But in this line, as in many others, the regaining of such a basis did not necessarily mean a very radical change in the schedule of values, for other causes had operated to change the situation, and in many lines of trade in which there are now the greatest activity and prosperity for all concerned there has been scarcely any advance in prices.

From this it may be suggested that the reason for the warden's discontent and discouragement may be the result of other causes—that for some reason he has possibly failed to meet changing conditions of manufacture and so is left behind in the industrial race. The fact of lessened values during the depression, instead of hindering the advance of inventive improvement, operated to accelerate it by supplying the spur of necessity. Take the iron and steel trades, for instance. Those years marked so great a revolution in apparatus and methods of production that the resumption of the greatest activity ever known is characterized by a lessening of prices, which enables this country to compete in the markets of the world to a degree far beyond the most sanguine expectation, and that without creating dissatisfaction on the part of the wage earners.

To a certain extent the same causes

have operated to affect the situation in other lines, including that of furniture; and, unfortunately for the continued prosperity of prison industries, which involve various mechanical appliances and processes, the management is not so situated as to keep in a sufficiently advanced position in the march of improvement, and those among prison wardens who find themselves hopelessly in the rear are prone to attribute to the undue competition of free labor that which is owing to their own limitations as intruders in the industrial army.

The deplorable situation in the Ionia prison factory is the natural result of the establishment of a prison industry requiring an extensive and varied mechanical plant. Every private manufacturer knows that one of the greatest causes of deterioration of his mechanical outfit is the changing of styles caused by improvement. Thus from year to year machines are losing their efficiency, because newer patterns are doing more and better work, and in many cases are supplanting the older so that they are thrown aside entirely. In carrying on such an enterprise in a prison it is impossible for the management to meet these changing conditions. The investment in plant of such enterprises means the greater waste of the state funds, in that they soon become obsolete and worthless. The extent to which this is the case is in proportion to the variety in the machines and processes. On this account this class of enterprises in prisons are transient in their prosperity and soon cease to be disturbing factors in the general industrial field.

But, unfortunately, there are some lines of work involving the use of a single machine or process which are not subject to such limitations, and these are constant and serious disturbers in the industries concerned. Thus for many years the manufacture of cheap chairs has been made almost impossible to free labor on account of this intrusion, and so in varying degree with a long list of other manufactures.

It is unfortunate for the interests of free labor that, while the management of Ionia seems to fail to grasp the sad difficulty with the furniture industry, it is changing to those lines in which the prospects of success are more favorable. The warden, in his anxiety to keep the good will of the labor element, protests that the new shirt contract does not come into competition with free labor; but his explanation that they are sold where there has been no market is hardly sufficient. Free enterprise is probably as successful in finding markets as prison wardens, and, whatever may be the temporary conditions, the manufacture of shirts in the Ionia prison will result, if continued, in serious competition with the free industry outside.

AVERSION TO SANITATION.

It is singular, but nevertheless true, that people resent all attempts at enforcing upon them sanitary measures. This appears to be a trait inherent in human nature, and no amount of civilization or education has been entirely able to eradicate it. This reflection is provoked by the account of the riots which took place, a few days ago, in Bombay, in which numbers of people were killed and wounded.

The trouble in Bombay grew out of the efforts of the authorities to sanitize the plague-infected quarter of the city. The people keenly resented the interference with their habits and privacy resulting from house-to-house inspections and the disinfecting processes. They attacked the doctors engaged in hospital work and killed one of them. They also attacked the soldiers engaged in the Sanitary Corps and stoned three to death. So serious was the riot that a large detachment of troops had to be called out to suppress the mobs, and the people had to be fired on, and some were killed.

This Bombay riot is but a repetition of the scenes which were enacted in various parts of India some years ago, when the plague assumed serious proportions. The semi-civilized Hindoos and Mohammedans resented keenly the action of the authorities in sanitating their homes and disinfecting the plague-stricken quarter, and no amount of persuasion or explanation sufficed to reconcile them to the measure which it was thought necessary to adopt to check the disease.

This same opposition to sanitation is witnessed, although, of course, in a smaller degree, at every place where a serious infectious or contagious disease develops. People in even the most enlightened communities will revolt at any interference with their domestic arrangements or any close house-to-house supervision. Human nature rebels at sanitary methods from the very cradle, as all fond parents have doubtless discovered, and on this point, unfortunately, men do not appear to improve with age. No doubt human nature will never change in this respect; but, for all that, rebellious humanity must be disciplined in its own interest. It is this plan that the British are pursuing in India. Sanitation goes on uninterruptedly in spite of the riots, and, when persuasion fails, force is used without scruple. It is to the credit of the English soldiers that they keep up the work of cleansing and disinfecting the homes of the ignorant natives of the plague-stricken districts despite the

danger of contagion and the imminent risk of serious injury or death at the hands of infuriated fanatics.

DEADLY FIRE TRAPS.

The terrible conflagration which occurred in Chicago last week, during working hours, when many persons lost their lives by inability to escape from the building, is another one of the object lessons which teach that a most radical reform is needed in the construction of the lofty buildings that are in vogue to-day.

These buildings, supposed to be fireproof, are commonly furnished with extremely limited stairway facilities. The height of such structures makes the climbing of stairways extremely laborious, and therefore most attention is given to supplying elevators, while even for a large building a single stairway is all that is provided.

This was the case with the structure which burned in Chicago. It was used for business purposes, and hundreds of people were employed in it. While they were all at work the house was found to be on fire. The elevator became unmanageable, the single stairway was impassable, and many were unable to get out. Those who jumped from the windows were either killed outright by the fall or were badly bruised and maimed, while others were burned to death in the building.

There have been other such catastrophes in the modern lofty structures in the past few years, and they furnish lessons that ought to impress themselves in the most forcible way upon the architects and engineers who make the plans for such buildings. They should remember that a house which, when empty, may be perfectly fireproof, can, when filled with combustible merchandise, become a veritable furnace, generating such heat as to burst the outer and partition walls.

The fact that such a building is constructed of fireproof material induces neglect of provisions for the escape of the inmates in case of fire, or, at least, an undue economy in the amount of space given to stairways. The facilities and conveniences afforded by the elevators for the rapid transportation of persons and merchandise have caused the general use of the upper floors for factories and warehouses, where large numbers of employes are engaged.

The benefits arising from the use of lofty buildings should not have charged against them increased risks to the lives of the employes. These dangers can be provided for, and they ought to be. Certainly the architects and engineers are equal to all demands in the premises. Indeed, the dangers that have been emphasized by horrors like that at Chicago demand the immediate attention of constructors and planners of buildings.



EVERY MAN LIKES

“MR. THOMAS”

The Best Nickel Cigar in the State.

Ruhe Bros. Co., Makers.
Factory 956, 1st Dist. Pa.

F. E. Bushman, Representative,
Kalamazoo, Mich.

Clerks' Corner.

From Counter to College.

Written for the TRADESMAN.

Things have been winding up with a bang, as it were. Will Morris has concluded that the world is hollow; that friendship is only a name, and an empty one at that, and that life is made up of strenuous efforts to get something for nothing, by fair means or foul, out of the world at large, and especially out of your friends, if you can find anybody who wants to sustain that doubtful relation to you.

For some reason, which I do not think it needful to give, there are two clerks in the Bostwick establishment who have concluded that Will Morris is suffering acutely from a sudden and violent enlargement of the hat-band. His sudden rise in the opinion of "the old man" is too much for him; and, because he lives there, he has begun to think himself an essential part of the establishment and is getting to be too high and mighty to endure. "Ye'd think, to see 'im going 'round with one of the old man's cigars stuck into his mouth, that he'd earned it; and to hear one of his condescending 'Hellos' nowadays fairly lifts your hair. Strange, folks can't have a little prosperity without its making a fool of 'em, ain't it?"

This last condition of things is due, doubtless, to a certain conclusion which Mr. and Mrs. Bostwick have reached in regard to Will. Mr. Bostwick has been having a warm spot in his heart for the boy for a good while and long ago would have done something handsome for him if Will had been willing to give now and then a glimpse of the good that was in him. Mrs. Bostwick, on general—female—principles, didn't take kindly to Will at first. A woman seems to go on the principle, in such matters, that her husband's friends are drawn to him by the bad that is in him—similia similibus—as she was drawn to him and clings to him for the good that she only can see in him! So, when Bostwick came home with only praises for the boy, at once she scented mischief, not afar off, and proceeded to hate the youngster with all her might and main. When, however, she became convinced that her prejudice had run away with her judgment—is that another womanly characteristic?—the door of her affection swung open with a bang and Will was taken in without farther question and his fate fixed. Even then it is doubtful whether the future would have become so suddenly bright had he not turned the tables on his employer by showing him that if the one could take pleasure in playing the part of "a parent," the other could extract some few drops of enjoyment in going through "the son racket." I know from what Bostwick said to me that the clever turning of the tables is what brought him to his sudden decision; and I know, too—and so do the rest of Mrs. Bostwick's friends by this time—that the moment Bostwick, at the request of Will, gave up his pipe, long the detestation of his worthy wife, there wasn't anything in this world too good for him, and certainly nothing she wouldn't do for him.

When, then, it became known that the clerk had made up his mind to be an educated man first, and a tradesman afterwards, unless in the meantime something better should beckon to him, there was no halfway work about the result. They made up their minds what

they were going to do—if the boy would let them. I was asked to come over and offer any suggestions which seemed good to me, and when I came away this was the program: From now to the first of September there is to be a general getting ready for a first-class preparatory school in the East. The West is well enough in certain lines of life, but in mental training "the old familiar places" are the better. This shall be a matter of choice with the boy. Then, if he wants a college course, he is to have it; and then, if he wants to go into business, there is to be a place for him right here with Mr. Bostwick; or, if he wants a profession and shows aptness for it, he shall have that!

It took us old heads far into the night to fix things just as it seemed for the best; and the chief anxiety now is whether Will will carry out the present arrangement, or, young-fellow-like, think it best to make out one for himself.

I couldn't help thinking, as I walked slowly home in the starlight that night, how strange it was for all these things to have taken place as they have. It reads more like a bit of fiction than it does like anything real. I might have tried from week to week to "make up" what has taken place, but I am glad now that I didn't "touch up" certain parts of these incidents, as I freely admit I was strongly tempted to do. Still, who could have guessed that my dropping in to see the boy that night when Mr. Bostwick "went for" him so savagely should have led to such results; and who could have believed that so much could have centered in a chance meeting as did in that one at the corner of the street when Will and I found ourselves wheeling side by side that summer morning to and from the park.

Well, after all, boys, you have this to think of, as I have in watching what has been here recorded, that everyday life is full of just such things, and that our lives, could they be watched and followed, would show matters just as far-reaching and just as important as what has been written of Will Morris. There is no doubt about it; it is the little everyday affairs, the likes and the dislikes, the quarrels and the make-ups, that settle the life-questions for us; and as we, like Will Morris, look at these questions to-day squarely and answer them wisely, so we settle for ourselves the to-morrow and all that the to-morrow holds. It isn't of any use to tell me that every fellow doesn't run into such "a snap" as Morris has. I know what I'm talking about, and I say that it may not be in that particular form, but in some shape it comes to every clerk, as to everyone in any other vocation, when he himself decides the question of his own advancement. As he decides so he suffers or rejoices. Morris has proved it, others have proved it; and every one of you boys knows already, in that private corner of his heart where he is true to himself, that the statement is true—a bit of wisdom for which there is no extra charge.

I do not know as it is worth stating; but, if any of you fellows remember a certain Sid. Benton who clerked it for Cy Huxley at Milltown until he went away to school, it may please you to know that Morris has decided to go to that same school; and, with two such good fellows together, we shall probably hear from them later.

RICHARD MALCOLM STRONG.

Most men are ready and willing to die for their country—of old age.

THE BEST FLOUR

in the world is

PILLSBURY'S BEST



"ECONOMY IS WEALTH"

It is also an economical flour, from the fact that it will yield 50 to 60 loaves more per barrel than any Winter Wheat Flour. For this reason, and because it makes a handsome loaf of bread, all first-class grocers prefer it to any other Flour.

Good flour necessitates the use of good baking powder and to meet the demand for a high grade powder at a popular price we have placed on the market a brand which is known as

PEERLESS

which is sold in pound cans only and retails at 10 cents for 16 ounces net. This powder is guaranteed to be made from pure and healthful ingredients and to make as beautiful, flaky and light biscuit or cake as any brand of baking powder on the market.

No Scheme
No Prize
No Chromo
Only Quality
That's all

CLARK-JEWELL-WELLS CO.

Sole Owners.

Small Towns and Railways.

Written for the TRADESMAN.

The idea largely obtains that no town can be considered prosperous while lacking railway conveniences, and so there are few such towns which are not hoping and striving for the attainment of this requisite to substantial and permanent growth. In some cases the realization of this ambition inaugurates the era of development hoped for, while in many others it proves a sad disappointment. The question whether a railway will prove the blessing anticipated usually depends upon the character of the tributary trade and upon whether the railway will not serve the unexpected purpose of diverting more trade to some large center made accessible than it brings, and so make the small town tributary to its more fortunate neighbor.

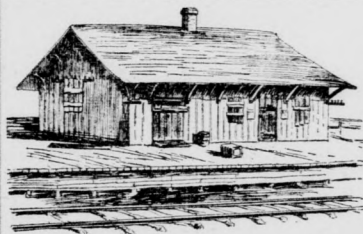
The subject of the relation of the railway to the small town is an interesting one. In the early days, as the railways came to feel their greatness and importance the disposition was manifested to afford little consideration for the convenience of any except as it accorded with their regular routine. The writer recalls an incident in the recollection of his early boyhood which may illustrate this characteristic. The New York & Erie had recently been opened through the southwestern counties of the Empire State and the road was run as though most of the region belonged to it. It happened at one of the stations, the hamlet of Baker's Bridge, that the stream through the town had carried away the bridge which gave it its name and a new one was in process of building. Mr. Lewis, the contractor, was engaged in transporting, by the aid of half a dozen ox teams and a considerable force of men, one of the largest forest trees found in the locality, to serve as a "stringer" for the new structure, when he found his way blocked by a freight train which had taken the "blind siding" to wait for the passenger. The polite request that the train be cut and the way opened met a curt refusal, and its urging only provoked jeers and ridicule, while the relative positions were maintained until the arrival of the expected train a quarter of an hour later. Then the freight backed to take its place on the main track and as soon as the way was clear the bridge builders, with the usual vociferation of ox driving, resumed their journey. As the timber had reached half its length across the track Mr. Lewis stopped his teams and awaited the peremptory request that he should clear the way. With the nasal twang for which he was noted, he replied, "Walk right up and bunt it—I'll risk the tree;" and the occasional repetition of this observation was the only response to the most energetic expostulations and threatenings which followed. He remained quietly sitting upon the object of interest until he thought the reckoning about settled, when the cavalcade resumed its way and the belated train was soon speeding to make up its lost time.

But it was not long before the development of the new systems of transportation brought the need of a remedy for such arrogance to the attention of the legislatures and laws were enacted regulating the behavior on both sides. But in spite of these there have always been abuses in some localities, and many towns, while acknowledging the need of the railway, accept it as an unpleasant, although necessary, evil.

Recent tendencies in the centralization of trade in the larger towns have

served to lessen the value of the railway to the smaller towns still more, and to increase the evil to others by the lessening to the utmost limit of the service and by indifference and antagonisms. It is natural that through trade and the trade of the more important towns should receive the more attention and in accordance with this tendency the service in the smaller ones is reduced to the utmost limit compatible with maintaining charters. One train each way per day and the most irregular and uncertain freight service is grudgingly accorded, and even this is often an expense instead of profit.

But, when there is added to this a positive antagonism, the town in question is doomed to suffer. Such antagonisms are often the result of some disagreement as to the observance of municipal regulations, or the payment of local taxes, damage litigation, etc.



The station on the Wabash railroad at Fairmount, Ill., is an illustration of the effects of such antagonism when carried to its length. In this case it is claimed by the railway people that many of the villagers testified against the company in a damage suit, which it lost, and so it sought to be revenged on the town. All service was reduced to the minimum. Telegraph wires were taken away from the station building and the doors and windows boarded up, as shown. One passenger train per weekday each way is all the service given and the agent faces the surly townsmen at his window only long enough to meet requirements. In the fight the town has tried to retaliate by stringent taxation, which the company refuses to pay. Then it will allow no wire fencing on the right of way, and the speed ordinance of ten miles per hour is rigidly enforced. The corporation limits are widely extended and so train after train of the heavy traffic of this through line creeps slowly through the town; but, with the exception noted, none of them stop.

The railway people assert that, if the fight continues, they will ruin the town; and it looks almost as though they were right. Trade is almost paralyzed and the shipments for the country around are taken to other points. Of course, when a town has its trade based upon a railway service the loss leaves it in much worse condition than if it never had a road.

For the small town and the railway to be a mutual benefit, it behooves both, and especially the former, to show the utmost consideration in dealing with the questions involved. At the best the business of such towns is of relatively less value than the through business, and if one point does not ship for a given locality adjacent points will. The town then is the more susceptible to injury and care should be exercised that good judgment and conservatism shall control in dealing with the relations to the less vulnerable corporation.

ROSENSTEIN.

The man who attends strictly to his own business has a good steady job.

Honest Methods Pay.

From the Dry Goods Economist.

It is always safest and best to judge a finished work; premature judgment is ever liable to error.

An unscrupulous competitor may be filling the newspapers with "fairy tales," and setting the town wild by questionable merchandising methods.

Will he last?

Are such methods good foundations to build a business upon?

Dare you trust to such methods?

Do you know of any merchant who was able to build up a large or permanent business by such methods?

They don't wear well.

The public sooner or later discovers all the bogus spots, and then great is the fall of unjust, unscrupulous competition.

It cannot be denied that such competition hurts legitimate business for a while but in the end it strengthens the honest dealer.

The fly-by-night merchant caused much uneasiness a few years ago, but we hear little or nothing of such competition now. It has virtually ceased to exist.

It killed itself.

Honest merchants sometimes fail, but don't think that honesty had all to do with it.

Honesty will not cover other business sins and shortcomings.

Origin of the Word Trust.

In 1882 the directors and controllers of a large number of corporations interested in the production, refining, and carrying of coal oil made an agreement by which they placed their stock in those corporations in the hands of nine persons as trustees, who thus obtained complete control of these corporations. This is the first recorded instance of a commercial trust; as it was precisely like an ordinary equitable trust, it received the name of trust. Other trusts have been formed on similar lines; so the name has come into common use.

Association Matters

Michigan Retail Grocers' Association

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

Michigan Hardware Association

President, CHAS. F. BOCK, Battle Creek; Vice President, H. W. WEBBER, West Bay City; Treasurer, HENRY C. MINNIE, Eaton Rapids.

Detroit Retail Grocers' Association

President, JOSEPH KNIGHT; Secretary, E. MARKS, 221 Greenwood ave.; Treasurer, C. H. FRINK.

Grand Rapids Retail Grocers' Association

President, FRANK J. DYK; Secretary, HOMER KLAP; Treasurer, J. GEO. LEHMAN.

Saginaw Mercantile Association

President, P. F. TREATOR; Vice-President, JOHN McBRATNIE; Secretary, W. H. LEWIS; Treasurer, LOUIE SCHWEEMER.

Jackson Retail Grocers' Association

President, GEO. E. LEWIS; Secretary, W. H. PORTER; Treasurer, L. PELTON.

Lansing Retail Grocers' Association

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

Adrian Retail Grocers' Association

President, A. C. CLARK; Secretary, E. F. CLEVELAND; Treasurer, WM. C. KOEHN.

Traverse City Business Men's Association

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

Owosso Business Men's Association

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

Alpena Business Men's Association

President, W. G. WILCHRIST; Secretary, C. L. PARTRIDGE.

Grand Rapids Retail Meat Dealers' Association

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

St. Johns Business Men's Association.

President, THOS. BROMLEY; Secretary, FRANK A. PERCY; Treasurer, CLARK A. PUTT.

Double Profit...

The grocer sells salt to the buttermaker and buys it back in the butter. The better the salt he sells, the better will be the butter he buys. No butter so good, none so poor, that it won't be bettered by being salted with "The salt that's all salt." Let the grocer sell Diamond Crystal Salt and butter that's salted with it, and he will please both the buttermaker and the butter user.

20 cents' worth of Diamond Crystal Butter Salt will salt about 224 pounds of butter.

Greater facilities—the result of greater sales—have resulted in lowering the price of

DIAMOND CRYSTAL BUTTER SALT

Old Price List.

BARRELS, 280 lbs. Bulk.....	\$2 50
" 20 14-lb. Bags.....	3 00
SACKS, 18 lbs.....	30
" 56 lbs.....	60
" 224 lbs.....	2 25

New Price List.

BARRELS, 280 lbs. Bulk.....	\$2 25
" 20 14-lb. Bags.....	2 50
SACKS, 18 lbs.....	25
" 56 lbs. (Irish Linen).....	55
" 224 lbs. " ".....	2 00

During the Spring 25 Sample Bags of Butter Salt will be packed in each barrel of twenty fourteens.

Send us your name and address if you would know more about salt.

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

Shoes and Leather

Why Some Shoe Dealers Fail To Succeed.

I saw a lot of shoes the other day that were made by a well-known maker and the stock was cut from the now-long-forgotten French kid. They cost the retailer \$3.85 a pair and he owned up to the fact that the goods were just ten years old and he now offers them at 35 cents a pair. Here is a shrinkage in merchandise values that cannot be discounted by any deal in the country. It will be noticed that the price is not even 10 cents on the dollar. Now I want to ask what would have been the result if this retailer had sold these goods nine years ago at \$3 a pair or 85 cents a pair less than cost? One thing is absolutely certain and that is that he would not have had to pay insurance, storage room and clerk hire to care for them for the last nine years, and as the interest on \$3 for ten years at 7 per cent., without compounding it, would amount to \$2.10, the loss apparent on this method of doing a shoe business is so plain that it seems to me a child would see it.

In figuring out the mere interest charges, I am only discussing one portion of the loss. If that retailer had had the use of that \$3 every season for the past nine years, he would have been able to make on it at least twenty-five per cent. each season, or every six months, which is a modest way of figuring the thing on the basis that a man turns his stock only twice a year, which all retailers will admit is decidedly slow in the year 1898. On this basis, what do we have? We have fifty per cent. a year profit lost through the lack of the use of the \$3 which in ten years would amount to \$15, adding to which we have the interest at 7 per cent., \$2.10, making a total of \$17.10 which it has cost this man a pair to carry these goods, and the gain in the end to him is seen in the selling of the goods at less than ten cents on the dollar.

I see these things frequently in the shoe business and am more than surprised that they exist. There is no man in the shoe business to-day, no matter who he is, where he is or how much business he is doing, that can do business on this basis and expect to keep out of the sheriff's hands. I have talked this thing before to retailers in these columns, I have given them plain figures which show a frightful loss to them in actual dollars and cents, and I hope that any retailer who reads this and finds himself in this position will make

a move without delay to convert any goods of this kind into cash at what he can get, so that he may have the use of the money in his business.

STANLEY STANTON.

Good Advice and Its Results.

From the Wichita Eagle.

A Wichita traveling man about a year ago was asked by a clerk in a shoe store to get him a job traveling. The young man was told to write in to the "house." He did and the proprietor asked the traveling man about the young fellow and was told that he might make a good man. The house told the young man to begin. The young man came to the old traveling salesman and asked him how he should begin and received this advice: "Know nothing but shoes. Talk nothing but shoes. Never go into a store without having your pockets full of shoes. Take an old boot and carry it under your arm. Set it up on the wash-stand and when you go to bed fall asleep studying that boot. Look at the boot the minute you wake up in the morning. When you go into a store never ask a merchant if he will buy. Never induce him to say 'No' at the start. Show him your goods and talk shoes." Well, the young fellow started out. Pretty soon a friend of the old traveling man said: "Your house has got the biggest knock-kneed idiot on the road that ever struck the state. Why, the darn fool lugs an old boot around with him and you can't get anything but shoes out of him. He is a ninety-eight chainless idiot, that fellow is. Why don't you get the house to call him in." But at the end of the first year the young man's work was sized up by the house and they wanted to give him a banquet. He had not only earned his salary but \$2,200 in commissions in addition.

Minor Shoe Notes.

J. G. Triberg, retailer, Buffalo, Minn., is reported to have applied for a patent on a birch bark sole for shoes for which is claimed wear equal to cork or leather.

It is said that the loss through the branding of cattle in South Australia amounts to about \$1,500,000 a year. With this staring them in the face, it seems remarkable that some other method less expensive should not be employed to indicate ownership.

Two ingenious shoemakers of Collogne have invented a ventilated shoe. By means of a bellows and a spring, situated between the heel and sole, and working when the foot is raised, streams of fresh air are sent through holes in the inner sole to every part of the foot.

Some years ago a mechanical genius of Waterville, Me., invented a machine simplifying the manufacture of shoes. A New England shoe manufacturing company purchased his invention, paying him \$100,000 and agreed to pay him \$2,500 every year of his life providing he would do nothing. He accepted the proposition. The object of the shoe manufacturers in buying his time was to prevent him from inventing some

other machine that would be better than the one bought by them and which he might sell to a competing firm.

We are drifting again toward the soft toe, without any box, for men's wear, another step in the direction of the plain French toe.

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

Sincerity pays. Your confidence in the "Old Corner" was gained by integrity and business wit together. We truly give you makers' prices. Others claim to; but—do they?—P. J. Hallahan, Phila.

Saving half as much as you spend is pleasant, surely. Well, a chance for it—and ten cents more than half as much, which seems to stand for carfare—\$4 shoes at \$2.60. We could put them with the other \$4 shoes and make the profit we now share. But we saved the difference by planting orders when the business world was barest. It was good buying. This is good selling. And

the fame of this greatest retail shoe store keeps spreading.—John Wana-maker, Phila.

War seems imminent and it is just as well that we all prepare for it while we have opportunity. The head of this house is now "diving" into the depths of the great shoe centers of the East. Upon his discoveries depends our future conduct. If we find that the shoe business of our competitors has been "blown-up"—as we strongly suspect—from "within" there will be war. Everybody has been claiming to sell the best footwear at the lowest prices. Some one is wrong. We are anxious that the public should know the truth, and to that end we hereby appoint the public as a board of enquiry to investigate into these many claims. Upon their judgment we rest our case.—Johnson's Shoe Palace, Altoona, Pa.

If you will look at the records you will discover that most men who die young are hustlers.

Rindge, Kalmbach, Logie & Co.

Successors to

Rindge, Kalmbach & Co.,

Manufacturers
... And Jobbers of

BOOTS AND SHOES

Our Spring Lines are Complete.
Your Business Solicited.

12, 14 and 16 PEARL ST., GRAND RAPIDS, MICH.

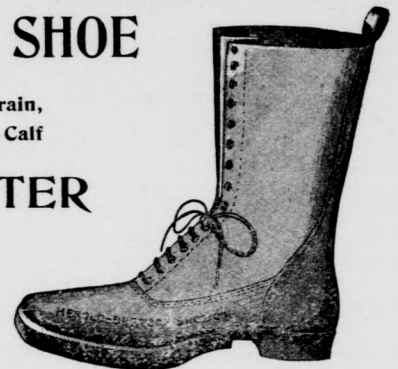
OUR RIVER SHOE

We carry it in Oil Grain,
Bengal or Kangaroo Calf

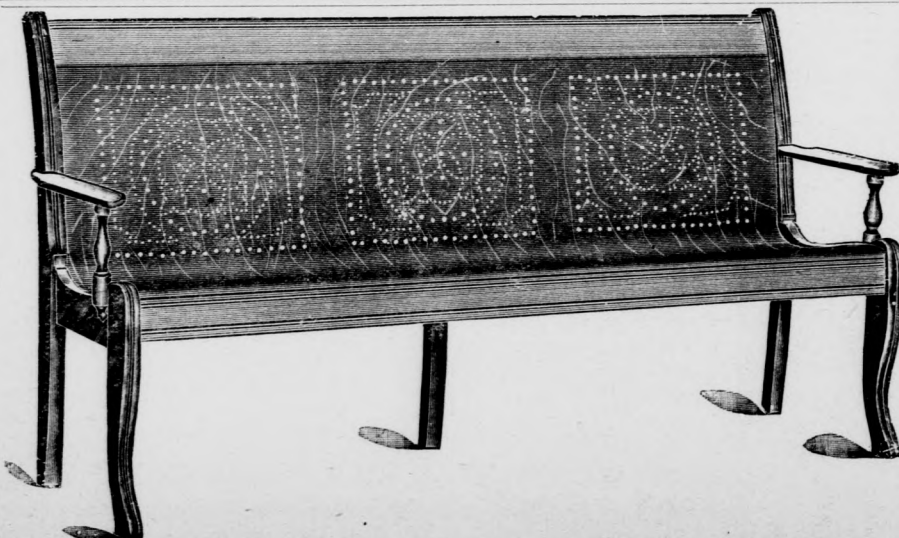
NONE BETTER

Buy ours and . . .

. . . Increase your Business



Herold=Bertsch Shoe Co., 5 and 7 Pearl St.



Store Cleaning

Is as essential as House Cleaning.

Send for our catalogue of

Settees and Shoe Stools

Hirth, Krause & Co.,

Grand Rapids.

Remarkable Career of the Truthful Drummer.

M. Quad in American Druggist.

I happened to be in the wholesale house of Brush & Co., druggists' sundries, when Truthful James Ross applied for a position as traveler. I liked the looks of him. He was frank-faced, had an honest eye, and his smile was magnetic. Mr. Brush also liked his appearance. Mr. Ross was modest and retiring, but not too much so. In reply to certain questions he said:

"I am Truthful James Ross. I am called Truthful because I cannot tell a lie. I will go on the road with your goods, tell the truth under all circumstances, and if I cannot do 50 per cent. more business than the liars I will gladly resign."

Mr. Brush had never met with a truthful drummer before, and although a little doubtful as to the experiment he agreed to give Truthful James a show. In a few days the young man was ready to start out, and from one source and another I have gleaned his adventures as a drummer. He was given a route which extended as far west as Toledo, but his first objective point was Buffalo. The train which bore him and his sample cases had scarcely rolled out of the Central depot when Truthful James opened his career of virtue and integrity. He discovered that his fellow-passenger was a man who loved the truth above all else, and he gave it to him at wholesale rates. He was the "Co." of Brush & Co. He had put in a million dollars against Mr. Brush's experience and certain discoveries. He was making a trip in order to have a personal talk with druggists. One of the discoveries was an ointment which would grow hair on a bald head in two weeks. There was a case of it right before the man's eyes. The luxuriant growth of hair on Mr. Ross' head had all grown in seventeen days. Another discovery was a disinfectant, so cheap and yet so powerful that for the trifling sum of three-quarters of a cent the air surrounding half a dozen dead horses could be made to smell like a field of roses. A third one would warm up cold feet or cool off hot ones, just as desired, and a fourth was a troche warranted to destroy the germs of consumption within two hours. When Syracuse was reached the stranger grasped Mr. Ross' hand in a hearty way and said:

"You are well named Truthful James. I had given up all hopes of finding a truthful man in this world, and I can't tell you how rejoiced I am. Keep on in the way you have begun and your reward will be certain and great."

Mr. Ross was encouraged to persevere. At Buffalo he discovered that his figures on toothbrushes were 10 per cent. above those of rival houses. He was not ready to meet the cut, but he was ready with a reason why he could not. Every separate bristle in his toothbrushes had been picked up by itself with a pair of tweezers and dropped into a glass of solution and deodorized, disinfected and rendered perfectly harmless to the human system before being secured to the handle. There were no germs, bacteria or microbes lying in ambush in his brushes, and he must have his price.

Rival houses had been cutting the price of soaps, but Truthful James was not in the cut. His house had its own factory. It was not situated in the midst of a marsh, where every cake of soap imbibed a certain amount of malaria, nor did it make use of the fat of cats, dogs, coons, possums and polecats. His factory was built on a hilltop kissed by the rising sun and braced by the ozone of the Atlantic. The fat used was all taken from gazelles, raised on the firm's own ranches in Montana, and every cake was submitted to a pressure of 100 pounds to the square inch before being sent forth into the world. Crowned heads used it, and every American aristocrat cried for it.

Truthful James went over his route speaking the truth on all occasions and never forgetting that integrity is the stepping stone to success, and although he didn't do so well as he hoped for, he laid the foundations of his career on

a sure and certain basis. Very few of the retail druggists had ever met with a truthful drummer. They were inclined to believe that Truthful James was no better than the rest. Some even did not hesitate to call him a prevaricator, and at the western terminus of his route he was thrown out of a drug store, body and boots, for what was thought to be cheek, but he was not discouraged. On his second trip he found things better, and on his third he was welcomed as an old friend and found orders all made out for him in advance. I have treasured up some of the truths told by Truthful James during his career as a traveler, and will give them here as an incentive to beginners of a career:

He claimed that the hot-water bags sold by his house had cured hundreds of cases of enlarged liver, even when only applied to the feet of a patient.

His porous plasters had drawn needles and pins out of patients without causing the slightest pain, and thereby removed chronic ailments.

His firm always kept at least 1,000 cords of Peruvian bark on hand in their sheds, and their quinine was ground fresh to order. The grinding mills were kept open until 10 o'clock Saturday evenings to fill Sunday orders.

His chest-protectors were not made in sweat-shops and out of material taken from the rag-bag, but by Quakeresses, each of whom took a cold bath every morning, and of material manufactured expressly for the purpose in an exclusive factory owned by a religious woman.

Every nursing-bottle sent out by his house was first inspected by three eminent physicians as a sanitary precaution, and then by a committee from the Comstock Society, to see that nothing affecting the morality of the infants of America should break loose.

His firm raised its own sponges, on its own ocean bed, and from seed carefully selected two years in advance. The moral character of each and every one was carefully looked after from its birth, and no druggist need fear to handle these goods.

The above are only a few specimens of the handiwork of Truthful James. He hadn't fairly got started when the end came. That is, he got a better thing and quit the road. The manager of a truthful New York daily newspaper heard of Mr. Ross and his strict integrity, and, arranging for an interview, he said:

"I want a correspondent to go to Cuba—one who will tell the truth although the heavens fall. The salary will be \$200 per week. Will you take the place?"

"Won't I have to lie at all?" asked Truthful James.

"Not a lie."

"Nor even exaggerate?"

"Not in the slightest. I want plain facts, without the slightest gloss. I could have got a liar for \$100 per week, but I am after a truthful man."

Mr. Ross took the position and sailed away, and I am happy to announce that he has made a great success of it. In his very first dispatch he was two months ahead of all rival newspapers in announcing war. He has interviewed a dozen different men whom nobody ever heard of; located submarine mines all by himself; unearthed conspiracies by the aid of the kodak and ear-trumpet, and originated some fifty different theories regarding fifty different things. His jealous rivals sneer at him and talk about fakes, but Truthful James goes his way undisturbed and serene, and only yesterday telegraphed the fact that thus far he was the only newspaper correspondent who had been permitted to interview the street car drivers of Havana and learn that the battle-ship Maine was blown up by the explosion of a kerosene lamp.

Window Trims in Small Towns.

From the Shoe and Leather Gazette.

The shoe dealer in the small town which only boasts of weekly newspapers has really more need of paying strict and careful attention to the matter of

window displays than the larger and more pretentious towns and even, perhaps, the large cities.

This remark was made by a shoe man this week, and furnishes much food for reflection, especially as it is opposed to the views on the subject apparently held by many.

Taking the stand that the dealer in the small town has just as much need to advertise his wares as those in the larger marts of trade, it becomes clear that he is under obligations to himself to develop such facilities as he possesses to give publicity to his goods, to the point where results will be as great proportionately as in places where the advertising resources are more varied.

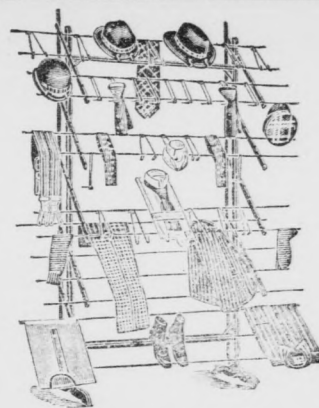
No town liveth unto itself. The dealers in it come in competition with those of the larger towns and cities. People may be attracted by the more aggressive advertising of the merchants in the larger places to buy their merchandise there, although the dealers at home may be able to satisfy their wants just as well.

The dealer who can not appeal to his local public daily through the medium of the press, but must depend on weekly doses through that medium, has in his windows a means of making up the deficiency to a great extent.

He should, therefore, use all the means at his command to show his goods to the best possible advantage in his windows, changing his displays as often as possible, showing the new goods he gets in with the greatest prominence and calling attention to the styles and quality, with attractive descriptive window cards.

He should seize every opportunity to make special offerings, not waiting for the weekly paper, but announcing them in his windows.

By these methods he will produce the impression on the people of his town that he is in touch with the new things in the trade and is just as able to give them price advantages as the more metropolitan dealers.



Acme Manufacturing Co.,

of Battle Creek, Mich., manufacturers of Window Display Fixtures, for displaying every line of goods. Write for illustrated catalogue.

We have . . .

A line of Men's and Women's Medium Priced Shoes that are Money Winners. The most of them sold at Bill Price. We are still making the Men's Heavy Shoes in Oil Grain and Satin; also carry Snedcor & Hathaway's Shoes at Factory Price in Men's, Boys' and Youths'. Lycoming and Keystone Rubbers are the best. See our Salesmen or send mail orders.

GEO. H. REEDER & CO.,
19 S. Ionia St., Grand Rapids, Mich.

This is our **"Gibraltar" Line**
Solid as a Rock

Our prices on shoes are lower, with the **Quality Better** than ever. Please note the following:

No. 45.	{	Men's plump, first quality, Satin Oil, Coin Toe Tip,	\$1.00
		Sole Leather Counter, Solid Inner Sole, Solid Out	
		Sole and Slip Sole, Fair Stitch, Bals, 6 wide,	
No. 46. Same Shoe, Plain Globe Toe, Bals, \$1.			
No. 47. Same Shoe, Plain Globe Toe, Congress, \$1.			

Send by number for a sample case of each of above. You cannot do without them, as they are the **best shoe in the country for \$1.00.** P. S. We purchased these goods before the advance, and our trade shall have the benefit as long as they hold out.

Michigan Shoe Company, 81-83 Jefferson Ave.,
Detroit, Michigan

DETROIT FLEXIBLE DOOR MATS
STANDARD SIZES
16 x 24 in. 20 x 30 in. 24 x 36 in.
Retail for \$1.00 upwards.
Any dimension to order.

Made of Flat Wire. The Latest and Best.
Supplied by Foster, Stevens & Co.
and the mfrs. Write for prices.

THE DETROIT SAFE COMPANY,
67-85 East Fort Street, Detroit, Mich.

LOOMIS & GASSENMEIER . . .
MANUFACTURERS OF

SHOW CASES

For all kinds of goods. Secondhand show cases on hand and exchanged.

612 Michigan Avenue, East - - - - - Lansing, Michigan

Fruits and Produce.

How Bananas Are Grown in Costa Rica.

Although bananas are raised to some extent in Southern Florida, the cultivation of the fruit is an industry which can not grow to any importance in this country, owing to the unsuitability of the climate. Consequently few Americans are familiar with the methods of banana growers in running their plantations, and have little idea of the capital which must be invested or the profits which can be derived from the business.

A man who has just returned to this city from an extended trip through parts of Central America had, while in that country, excellent opportunities to become acquainted with the banana industry, especially as it is carried on in Costa Rica, the southernmost of the Central American States. In his opinion it is the most lucrative pursuit of the State, which has been well known for many years for its older and more widespread industry of coffee-raising.

"The cultivation of bananas," he says, "was begun in Costa Rica about the year 1883, and is carried on almost entirely in the region along the Matina River, in the neighborhood back of Limon, on the East Coast. There are plenty of other districts where it would flourish as well, except for the lack of railroad facilities for transportation. The owners of the banana plantations are for the most part Costa Ricans and Englishmen. They are making a great deal of money out of the business, and I think that if more Americans knew how little capital it takes and how large in proportion the profits are they would go down to Costa Rica and engage in it for themselves. As to the chances of success, I think there is no question. Bananas are hardy, require very little attention, and there are no sudden changes of climate there to injure them.

"It is this very matter of the climate, though, which constitutes the greatest drawback that I can see to the occupation. In the banana region the weather the year around is not only hot, but so damp that it is like being in the interior of a greenhouse all the time. The perspiration pours off one continually, which is naturally weakening to the system. There is a good deal of fever in the country, to which Northerners are particularly susceptible. But many of the banana-raisers arrange their affairs so that they can live in San Jose, the capital, and come down to the lowlands only about once a week to visit their plantations. You see, the nature of the country there is like this: San Jose is situated somewhat over one hundred miles from the Atlantic Coast, in a line about due west from Port Limon, and is on a tableland in the great mountain range which runs through the country in a northwesterly and southeasterly direction. This range is a part of the great Andes and Rocky Mountain chain. The plateau in which San Jose lies is about six thousand feet above the sea, and mountains and volcanic peaks tower up another six thousand feet on the east and west sides of the plateau. The climate of this tableland is temperate and delightful, so that the city is finely situated. A railroad, owned by an English syndicate, runs from Port Limon to San Jose. The banana region begins at the coast and extends for about forty miles back toward the mountains, which leaves a distance of

over sixty miles to be traversed by the planter who lives in the capital and pays visits to his banana field in the low country. The chief banana region up to the present time is along the course of the Matina River and some of its tributary streams, nowhere very far from the railroad. These rivers frequently overflow their banks, fed as they are from many mountain streams, and in doing so they make the surrounding land extremely fertile.

"All the work on the plantations is done by Jamaica negroes, who work by contract. That is, a foreman or superintendent will agree to run a plantation for a certain sum per manzana—a manzana is equal to one and three-quarters acres. The usual terms, per manzana, are \$40 a year in gold, or its equivalent of one hundred Costa Rican silver dollars. The hot, moist climate does not seem to affect the negroes at all, and they are probably, considering that fact, the best people for the work. It is true, though, that the most successful plantations, from a business point of view, are those which are most carefully watched by their white owners. It is not well to place too great reliance upon the Jamaica negroes, who, if left to themselves, are frequently lacking in both industry and strict honesty.

"A plantation is started in this way: The ground having been selected—a tract of forest land along some stream—the workmen proceed at once to set out the young banana plants, or 'suckers,' as they are called. Plenty of room is allowed them, one sucker being planted at each corner of a twenty-two-foot square. Not a particle of clearing is done to the ground before setting out the plants, only at the corners of the squares in the particular spots where the suckers are put the men dig holes and clear a little round space just big enough to give the plants, which are about a foot high, breathing room. The planting can be done at any season, so little change is there in the climate the year around. After the suckers are set out the negroes begin to do some general cutting; you can scarcely call it clearing. With their machetes—the knives which they use for every imaginable purpose—they cut down the dense tropical growth of trees and vines and underbrush, leaving it just where it falls. If a big tree happens to land on top of a banana plant, that makes no difference. It does not kill the plant, as you would suppose; if the main stalk is crushed down a new sucker starts out from it, crawls round under the tree and starts its career afresh, quite undiscouraged.

"As a general rule, although the quantity of the forest growth in that country is far more abundant than it is here in the North, it is lighter in its nature. There are few large hardwood trees, and the vegetation of palms and vines is more easily cut down than our forest trees would be, and decays more readily. As I said, it is left as it falls, and it soon begins to rot in the damp atmosphere. Instead of harming, it helps to fertilize the banana plants.

"In thirteen or fourteen months the trees have gained their full growth and begin to bear fruit. After that time the ground around them is cleared four times a year. After the bearing period is once reached, bananas may be cut for shipment every week in the year. The trees grow to a height of ten to twelve feet. They look somewhat like palms, with their sheathlike trunks and spreading bunches of huge leaves at the top.

SEEDS

WE ARE IN POSITION TO FILL YOUR ORDERS FOR FIELD SEEDS BOTH IN QUALITY AND PRICE THAT SHOULD WARRANT YOU IN DEALING WITH US.

MOSELEY BROS.

26-28-30-32 OTTAWA ST.
GRAND RAPIDS, MICH.

Jobbers-Seed-Beans-Potatoes-Produce

Butter Wanted

Will buy or handle on Commission

HERMANN C. NAUMANN & CO., DETROIT.

Main Office, 33 Woodbridge St. Branch Store, 353 Russell St., op. Eastern Market.

BEANS AND POTATOES

CARLOTS ONLY.

MILLER & TEASDALE CO.,

ST. LOUIS,

MISSOURI.

BUTTER

of all grades bought at
point of shipment.

R. HIRT, Jr.,

Produce Commission Merchant.

Market St., Detroit.

Promptness is the essence of our success.

We will buy your

Butter and Eggs for Cash

Correspond with us. We do not claim to be the oldest and largest commission house in the country, but in many respects one of the best.

HARRIS & FRUTCHEY, Detroit

SEEDS

The best are the cheapest
and these we can always
supply.

ALFRED J. BROWN SEED CO.

24 and 26 North Division Street,

Grand Rapids, Mich.

Green Vegetables

from the South

Everything that Grows

Oranges, Cape Cod Cranberries, Honey, Lemons, Bananas,
Red and Yellow Onions, Spanish Onions.

BUNTING & CO., Jobbers, Grand Rapids, Mich.

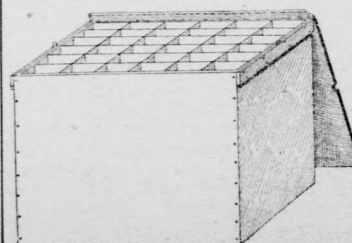
WM. SMITH

Manufacturer of

EGG CASES, FARMERS'
CASES, EGG CASE FILLERS
ODORLESS FILLERS
AND EXCELSIOR.

Capacity one carload a day. Prompt shipment on short notice. Will make any case desired. Write for price list. We compete with all other manufacturers.

EATON RAPIDS, MICH.



The fruit of each tree grows in a single dense bunch just at the base of the leaves. The bananas are in a thick cluster along the stem of the bunch, and the bunches grow with each banana pointing up, not down, as people usually suppose until they see them. A bunch contains one hundred bananas or more, and weighs about that number of pounds.

The way in which they are cut is curious. When the bananas have reached their full size and are still green the negroes go up to the trees with their machetes, and, reaching as high as they can, make a deep cut into the trunk, just below the bunch of fruit. This leaves the entire top of the tree suspended on a sort of hinge. They do not cut quite deep enough to let the trunk break at once, for that would let the bananas fall to the ground and bruise them. A man stands ready to gather the fruit, and when the cut has been made and the top of the tree sways down on its hinge he gets hold of the bunch and cuts it off. Then another deeper cut is made in the trunk near its base, and the entire tree is felled to the ground. Thus each plant produces only one bunch of bananas and then dies, for if it were left standing no more fruit would appear. But in the meantime the tree has sent out several suckers along the ground, and these, taking root, become new trees. Some planters believe in transplanting all the new suckers in squares, as I described the setting out of the plantation, but others think the trees do just as well if the suckers are allowed to run on and root and grow in their natural way.

By timing the planting, you see, a banana plantation may be made to yield fruit constantly throughout the entire year. The average yield is thirty bunches a month from each manzana, which would be at the rate of from fifteen to eighteen bunches a month from an acre. There is no expense for transportation, for the men carry them to the railroad nearby, and the present market price for each bunch, at the railroad, is from 20 to 30 cents, gold. At the rate, say, of 25 cents gold a bunch, and a yield of thirty bunches a month from each manzana, the amount received annually for the product of each manzana would be \$90. The contractor's usual charge for running the plantation, covering all expenses, being \$40 a manzana, it leaves a pretty good profit.

Stories are often told of the number of bunches of bananas which have to be thrown overboard because they spoil while the ships are on their way to Northern ports, but as a matter of fact these are usually much exaggerated. The vessel on which I left Central America three or four weeks ago had a cargo of sixteen thousand bunches of bananas, and of this number only two bunches were ripe enough to be eaten when we reached New Orleans.

It has been found that the bananas will last about twelve days after being picked without becoming fully ripe and beginning to rot. Their transportation is hastened as much as possible by the railroads and steamers. The planter's responsibility ceases when the fruit reaches the railroad and is put into the cars. From there it is run down to the coast and loaded on shipboard the same day that it is picked. There is a machine for putting it into the vessel's hold, which saves the expense of having all the loading done by hand. This machine consists of an endless belt passing around two drums, one of which is placed in the car to be un-

loaded and the other on the steamer at the wharf nearby. The bunches of bananas are placed in this belt and transferred from the car to the ship at the rate of two thousand five hundred a minute. Men on the vessel receive them and stow them away, and they are packed with a view to securing good ventilation during the trip. It takes the banana-laden steamers five days to reach New Orleans and seven to reach New York. Upon their arrival at either port the bananas are unloaded at once into special trains which are waiting to take them to all parts of the country. These trains are very fast, sometimes being run with the passenger express trains and sometimes even ahead of these, at a greater rate of speed. It does not injure the bananas to be picked while green. They ripen just as well off the trees. The ripe fruit which I ate in Costa Rica was not a bit better than the bananas we get here; in fact, some of it was not so good. All the choicest fruit is sent North.

When you consider the industry on all its sides—the small capital required at the outset, the ease and cheapness with which competent laborers may be obtained, the conditions of climate, which permit the gathering and shipping of fruit every week in all seasons, the hardiness of the plant, the fact that no expensive machinery whatever is needed on the plantations (everything is done with the machete), and the ready, constant market for bananas in the North—it is easy to see why the raising of the fruit is proving lucrative in Costa Rica. When railroad facilities there are better it will doubtless increase very rapidly throughout all the low-lying parts of the country. It is an opportunity for the American who wants to try his hand at a new pursuit—always remembering, of course, that he must incur a certain amount of risk if he makes his home or stays much in the tropical fever breeding climate of the coast.

Among the few dangers which beset the banana plants there is one which often gives trouble while the suckers are young. This is a strong vine which twines itself tightly around the green banana shoot. It grows at just the same rate as the latter, and if not removed will soon choke out its vitality. The plantations have to be watched for this and other weeds which grow up too rapidly around them while they are still small. After they have developed so far that the large leaves of the different plants meet overhead, thereby shading the ground, there is no longer need of much weeding, for the lack of sunlight puts a check upon the rank undergrowth. It has been given as another disadvantage of banana-raising that the ground is likely to become exhausted after a time. I think this is never true of the lands which are overflowed by the rivers, and, as I told you, the largest and best plantations are always located in such places. One of the finest banana plantations in that country is now seventeen years old and shows no sign of deterioration.

Asking for What He Wanted.
Sturgis Democrat.

Two little tots of Hudson were kneeling at their mother's knee saying the Lord's Prayer. The older one was repeating it after his mother, and when he reached the passage that reads, "Give us this day our daily bread," what was the mother's astonishment when the little tot exclaimed: "Hit him for a pie, Johnny; hit him for a pie."

C. N. Rapp & Co., Commission Merchants

56 West Market St., Buffalo, N. Y.

We solicit consignments of Butter, Eggs, Poultry, Beans and Produce generally, assuring prompt sales and immediate returns. We are a branch of the Grand Rapids house of the same name, which has been established eleven years. We refer Michigan shippers to the Fourth National Bank, Grand Rapids Savings Bank and Michigan Tradesman, all of which are familiar with our standing and acquainted with our methods and will cheerfully answer any enquiries which may be made in regard to us.

ESTABLISHED 1893

T. L. BRUNDAGE,

WHOLESALE COMMISSION MERCHANT

54 and 56 Central Ave., Cleveland, Ohio.

Only Exclusive Butter and Egg House in the City

Want to correspond with those who have butter and eggs to ship. Can handle large quantities.



EARLY FRUITS AND VEGETABLES

Will please your customers and make you money.
Popular prices prevail. Ask for quotations.

F. J. DETTENTHALER,
117-119 MONROE STREET, GRAND RAPIDS, MICH.

We are Shipping Fancy Cabbage

They are white, crisp, solid and will surely please you. We wrap each head in paper to guard against frost. Prices reasonable. MAIL US YOUR ORDERS. We guarantee satisfaction.

The Vinkemulder Company, Grand Rapids.

Detroit Commission and Mfg. Co.

Manufacturers of

Chicory

Yellow Rolls (imitation of Sellig's). Pink Rolls. Red Rolls. Also Granulated Chicory and Essence of Coffee in bulk or tin foil constantly on hand.

Malt Coffee

Cereals

Koffee Aid

Specialties in

Grocers' Sundries

Produce and Fruit of all kinds. Flour, Feed, Baled Hay and Straw.

Butter and Eggs

a Specialty

27 Farmer Street, Detroit, Mich.

Telephone, New 1312.

PRINTING FOR PRODUCE DEALERS Tradesman Company
Grand Rapids.

GOTHAM GOSSIP.

News from the Metropolis--Index to the Market.

Special Correspondence.

New York, Mar. 19.—We have perfect summer weather and buyers who come here dressed in suits made to agree with the climate of Vermont, or perchance of Michigan, wish they had brought their dusters. Of course, it may all end in a frost that will kill all the peaches in Maryland; but that's another story. Business is good, and the only thing that interrupts the general gaiety of nations is the war spirit. Senator Proctor's speech made a profound impression, and go into what store you will, you hear talk of fight. It permeates all classes and nothing else has so occupied men's thoughts for many years.

The markets have held their own, and save for the usual declines in the butter and egg trade to be expected at this season, everything seems to remain steady, unless we except coffee, which is troubled by another cut. Rio No. 7 is now held at 5½c. This decline has made interior roasters fearful of another slash in package goods and a rate of 7½c on such will cause no surprise. A little more has been done in invoices and news from Brazil indicates a decided falling off in the movement of the crop. This led to a little more enquiry on the part of jobbers and some of them have made material additions to their stocks. In store and afloat the amount of coffee reaches 1,161,537 bags, against 732,126 bags at the same time last year. In mild sorts there is little to note of interest. Of the better grades the supply is not excessive and good Cucuta is worth 9c if the quality is all it should be. East Indias are quiet and prices are well sustained.

Teas have held their own, but the volume of trade during the week has not been up to the average, either among country or city dealers. The better sorts move with some degree of freedom, but as a whole the market is uninteresting.

The week has been very quiet, so far as sugar is concerned; indeed, not since the year opened has the market shown less animation. Stocks are large and it is thought a fractional reduction in granulated may take place. It is still 5½c. Raw sugars are quiet and without change. Refiners manifest little interest in the situation and seem to be waiting until the stock of refined is reduced somewhat before making any heavy purchases.

There appears to be a misunderstanding between rice buyers and sellers, so they are not working harmoniously this week. Holders are very firm in their views and feel confident that the future will be on their side, and those who want to buy think they will "wait a while." Indications favor the holder. Foreign styles have moved with rather more freedom than domestic and for the better grades the enquiry has been quite fair.

No changes have taken place in spices. Invoice trading is absolutely nil and spot business is of an everyday character. Prices show no change. Holders are firm and will concede nothing.

Desirable New Orleans molasses is good property to have just now. Quotations are firmly held and, as stocks are small and the supply is mostly in one or two hands, the situation is favorable for better prices. Good to prime centrifugal, 15@22c. Good to prime open-kettle, 27@30c. Syrups are firm, but the supply is fully as large as can be taken care of, and if the accumulation be much larger there will come a decline. Little is doing in an export way. Prime to fancy sugar syrup, 17@22c.

Dried fruits are quiet, exceedingly so, with the exception of prunes, which seem to be moving with rather more freedom, although at low rates. Raisins are dull and unsettled. Evaporated apples of extra quality are selling pretty well at 9½@10c.

Lemons are firm and the market is steady. The warm weather, if it con-

tinues, will send lemons rapidly to a higher point than now. Oranges of all kinds seem to be in sufficient supply and prices show no material change.

Trading in canned goods has mostly been in futures, and so far as spot transactions are concerned the market keeps on the even tenor of its way. Corn, peas and salmon are in better demand, while tomatoes sag. New Jersey 35, \$1.

The butter market is working out in good shape. Supplies are not extremely large and a good demand has set in. The weather is favorable for larger shipments. Best Western creamery is quotable at 10c. Western firsts, 18@18½c; seconds, 17@17½c; Western imitation creamery, extras, 16½c; firsts, 15@15½c; seconds, 14c; choice rolls, 14½c.

Cheese home trade is quiet, but a little more is doing in an export way. Domestic buyers are taking only sufficient supply for everyday wants. Large full cream State, September make, 8c; small fancy, 8½c.

The egg market has been firm and some advance has taken place, owing to moderate supplies and good enquiry. Western fresh gathered are worth 11c, and at this price purchasers seem to have no hesitation in taking offerings.

Reports Which Do Not Represent Real Receipts.

From the New York Produce Review.

There is now a very general belief among receivers of eggs in New York that the receipts as collected by the New York Mercantile Exchange are short of the fact, and that the failure to report correct figures by some of the transportation lines is at the instance of certain Western shippers who make their patronage of these lines conditional upon the withholding of a report of the quantity delivered here. One day last week we received information from a number of houses that they had received in the aggregate over 2,500 cases from a certain railroad line, while the report of the deliveries given by that line to the Exchange collectors was only 625 cases.

The knowledge that the scale of receipts has an important bearing upon the tone of the market is sufficient to supply the probable motive of these shippers in trying to falsify our statistics. But as soon as the fact becomes generally known it is sure to prove something of a boomerang. Dealers now generally believe that the receipts are reported short of the fact, and there is a disposition to exaggerate the shortage so as to be on the safe side. Thus on Monday of this week, when receipts were posted something over 15,000 cases, most of the trade were basing their judgment of the position upon a supposition that the actual receipts were from 20,000 to 25,000 cases.

It is certainly most unfortunate if the correct collection of trade statistics in this city is to be interrupted and thwarted by the whim of a few operators. The fact that the deception cannot possibly produce the desired result is not sufficient to guard the integrity of the reports. The collection of accurate statistics of supply is one of the chief functions of the New York Mercantile Exchange and is so important that any assault upon its natural sources of information should be resisted and repelled with every resource at command.

If other means fail efforts should be made to secure the enactment of a State law compelling transportation companies to furnish accurate statistics to the accredited representatives of trade organizations, on the ground of public necessity.

A counterfeiting plant was recently discovered in the State Prison at Folsom, Cal. The work was done in the engine-room by a couple of convicts. So far as known, only nickels were coined, the material used being rabbit metal, taken from the engines in the prison.

Some men seem to have been made out of dust that had gravel in it.

False Economy on the Part of Egg Shippers.

From the New York Produce Review.

We find that some egg shippers, notably those doing business at nearby Western points, are making an effort at economy by using second-hand egg cases. It is a false economy. These second-hand cases are very objectionable to buyers in this market and seriously interfere with the sale of the goods. Sometimes when offerings are short of requirements and buyers can't afford to be too particular, they sell without serious disadvantage, but when eggs are plenty for all needs buyers pass them by, and unless the price is shaded they remain unsold just at a time when prompt sale means money gained.

New No. 2 cases are comparatively cheap and the saving by using second-hand rattletaps is trifling in comparison with the losses often occasioned by dull sale or increased breakage.

Egg Shippers Attention

The best packing for eggs is excelsior. Order direct from the manufacturers,

Bay City Excelsior Co., Bay City, Mich.

WANTED

To furnish Western dealers for their Eastern trade for season of 1898; cold storage in quantities to suit up to 15,000 cases of eggs and 30 cars butter; moderate rates and liberal advances to reliable parties; modernly equipped plant; mechanical refrigeration, with an improved system of perfectly dry circulation and change of air in rooms; intermittent and continuous circulation, also gravity system; these systems are the latest and best known in cold storage practices; our eggs are said to be the finest on the Philadelphia market this past season; fine distributing point; only 2½ hours to Pittsburg, and quick transit by both Penn Central and B. & O. to New York, Philadelphia, Baltimore and Washington; we are authorized to purchase for our local customers 5,000 cases finely candled eggs for April and May deliveries; also several cars creamery butter; correspondence solicited. Address Hygeia Crystal Ice & Cold Storage Co., Uniontown, Pa.



We Have Some Special Inducements

to offer to . . .

Commission Merchants

Write us for particulars.

MICHIGAN PACKAGE CO.,
OWOSSO, MICH.

Eggs

Eggs

W. R. Brice. C. M. Drake.

Established in Philadelphia 1852.

Eggs

We are in the market for large quantities of Fine, Fresh, Selected Eggs delivered on board cars your station. Write for prices.

W. R. Brice & Co.,
9 and 11 N. Ionia St.,
Grand Rapids, Mich.

Corn Exchange National Bank, Philadelphia.
Western National Bank, Philadelphia.
W. D. Hayes, Cashier Hastings National Bank, Hastings, Mich.
Fourth National Bank, Grand Rapids, Mich.
D. C. Oakes, Coopersville, Mich.
E. A. Stowe, Michigan Tradesman.

Eggs

Eggs

Commercial Travelers

Michigan Knights of the Grip.

President, JOHN A. HOFFMAN, Kalamazoo; Secretary, J. C. SAUNDERS, Lansing; Treasurer, CHAS. McNOLTY, Jackson.

Michigan Commercial Travelers' Association.

President, C. C. SNEDEKER, Detroit; Secretary and Treasurer, C. W. ALLEN, Detroit.

United Commercial Travelers of Michigan.

Grand Counselor, F. L. DAY, Jackson; Grand Secretary, G. S. VALMORE, Detroit; Grand Treasurer, GEO. A. REYNOLDS, Saginaw.

Michigan Commercial Travelers' Mutual Accident Association.

President, J. BOYD PANTLIND, Grand Rapids; Secretary and Treasurer, GEO. F. OWEN, Grand Rapids.

Lake Superior Commercial Travelers' Club.

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

Gripsack Brigade.

One never feels so much like a child as when listening to the sound wisdom and versatile information which comes from the traveling man.

A few traveling men drink too much. More of them are genuinely religious. The man who drinks too much soon ceases to be a traveling man.

Chas. McNolty, Treasurer of the Michigan Knights of the Grip, who has been seriously ill with pneumonia at his home at Jackson, is recovering rapidly and expects to be able to resume his regular duties soon.

L. H. Richardson, of Hancock, has taken the position of Upper Peninsula salesman for the wholesale grocery firm of Steele, Weddes & Co., Chicago, to succeed A. F. Leopold, who, since the death of his father, has decided to remain permanently in Chicago.

The traveling salesman is the representative of the firm, and all the firm to most of its customers. The firm name may be rated high on all sorts of reports and stencilled on the boxes in the largest letters, but to the retail merchant it means only a rotund, pleasant, extremely gentlemanly and thoroughly businesslike man who comes into the store every so often.

Some of the traveling men may fail to get past St. Peter, because their ticket reads by another route, but each of them has a high credit rating for kindness to his fellowmen in the reports made up by the recording angel. It is with the personality of the traveling man that the public has most to do. He is more truly, sincerely, genuinely polite than the Frenchman; he is more diplomatic than the Italian; he can talk in a firmer tone than even the Englishman; on proper occasions he can dodge like a Spaniard; and all in all, he is the best fellow to meet of any class of men that one meets at all.

The traveling man of to-day knows more about the details of the firm's business in his territory than any other man, not excepting the head of the house himself. And the head of the house knows this, whether he will admit it or not. Even that personification of dignity and epitome of wisdom, the head book-keeper, must take his place below the traveling man. Something in the appearance of the store in the small town, or something in the manner of the proprietor when the traveling man comes in, makes an impression that is very seldom incorrect, and in his daily letter is a sentence telling the house to go slow on Jones' credit, or to draw on Smith and insist on payment at once.

Halifax Maritime Merchant: "I make it an invariable rule," said a

prosperous dry goods dealer to a Merchant representative the other day, "to treat every traveling salesman with the greatest courtesy and to look at his line whenever possible whether I buy of him or not. I find this plan remunerative, because not only do I run little or no risk of missing good things, but I gain the reputation of being a good fellow, and that reputation is worth having. A salesman frequently has it in his power to do a customer a good turn, and when he has anything special to offer, he is sure to give the preference to the merchant who has treated him well. Then, too, there is a freemasonry among traveling men. The manners and methods of their customers, or possible customers, are freely discussed and the word is quickly passed around as to who is halfway decent and who is an overbearing crank. That's why I say it's worth dollars and cents to be pleasant to the traveling man."

The drummer had just finished reading the story of a train hold-up, and let his newspaper fall into his lap. "I had a rather romantic experience once with train robbers," he said, "which I think I won't ever forget. I had been laid up sick for a week at a tavern in a Kansas town, and my attendant had been a very sweet and gentle girl who was a relative of the landlord's. She was such a nice girl that I was in no hurry to get well, and while I was putting it off all I could, I was as industriously putting on the chains of love. At the end of ten days I was able to take up my sample case again, and when I left the town my gentle nurse was on the same train, in my charge, bound for Kansas City, where she was to be met by friends. I had never talked to her, and I fancy she didn't suspect me of anything except a desire to flirt a little, but I had made up my mind to talk seriously to her before I let her friends take her away from me. I fooled along, as most men do under the same circumstances, waiting for a real good chance to come in, but before I reached the proper condition the train came to a sudden stop in a lonely place, and by the time we had asked what the trouble was, a half-masked train robber stood in the aisle of the car with a revolver covering the contents. The girl turned as white as a sheet, and I thought she would faint, but I told her she wouldn't be hurt, and she sat there staring as if she had been turned into stone. As it happened, I kept my wits, and when a shot and a shout arose on the air outside and attracted the robber's attention for a moment I whipped my revolver out of my overcoat pocket and would have got him sure, but as I brought the gun around the girl at my side caught my arm and stopped me. I looked at her in amazement. 'Don't!' she gasped. 'It's my father,' and she then fell in a faint, while the robber hurried out in response to the calls from his partners. As for me," concluded the drummer, "I thought probably it would be just as well for me not to add to the poor girl's troubles by trying to get into her family."

The misunderstanding between Clark-Jewell-Wells Co. and the Lemon & Wheeler Company, growing out of the aggressive attitude recently assumed by Mr. Thomas Catt, has been satisfactorily explained and entente cordiale has been re-established.

The rule of the road among nations should be, "Keep to the right," and do nothing that is not right.

The Grain Market.

The wheat market ruled strong during the past week and cash wheat advanced 2@3c per bushel at all points. While long futures are very steady, the May deal is irregular, and that is because it is very congested. It travels as easy from \$1.03 to \$1.07 as the whim of one man is inclined to make it. No other man has any business to touch this deal—not even a professional. We opine that all will let it alone except a stray bear who has been caught napping and is now trying to cover his deals. Leiter seems to be a liberal seller at prices around \$1.07 and a buyer at \$1.03@1.04. The receipts in the Northwest seem to decrease, while locally they are a mere bagatelle. The visible decreased 1,000,000 bushels, which is about the same as it decreased last year. The visible now stands 31,000,000 bushels, against 40,000,000 bushels at the same time last year and 61,000,000 bushels two years ago. The Dakotas are importing seed wheat from Milwaukee at \$1.02. One county alone needs 20,000 bushels. This goes to show how the growers sold themselves short. Taking all things into consideration, we think there will yet be a big squeeze in May wheat. New crop futures are likely to go lower, especially as we are having fine weather and no frosts. We are of the opinion that flour dealers would be more liberal buyers, were it not for the fact that they think prices may go lower, as they have several times. However, we think they need have no fears until the new crop gets to moving. The flour trade is fair and all the Grand Rapids mills are running full time.

Mill feed keeps up and prices remain steady.

Corn meal and feed have advanced, in sympathy with the price of oats and corn.

Coarse grains remain very strong this week and, were it not for the war scare, all commodities in the grain line would be advanced.

The receipts during the week were unusually small, being 21 cars of wheat, 7 cars of corn and 15 cars of oats.

Millers are paying 90c for wheat.

C. G. A. VOIGT.

Around the World in Eighty Minutes

Detroit, March 21—The regular business meeting and social of Post C will be held Saturday evening, March 26, at Bamlet hall.

Remember this entertainment will be in charge of the Ladies' Auxiliary and they have prepared a program for the occasion that will far eclipse any previous affair in the history of the Post; in fact, they propose to take you on an excursion, taking in the principal cities of our own country while enroute. Just think! the blustering winds of March may blow without, yet we safe

Within the walls of Bamlet hall,

and enjoying all the comforts incident to a railroad trip in June, including the funny people one meets on the train, the tramp, the parson, the farmer, the inquisitive boy who wants to know everything, the chic old maid, the blushing bride, and, last but not least, the ubiquitous traveling man and the irrepressible train boy. In connection with this excursion there will be an opportunity to win a valuable prize, as the ladies in charge have devised a scheme by which they will award prizes (six in all), three to ladies and three to gentlemen. This will give you a grand chance to see a great deal without going far or staying long or costing much. The price of tickets for this excursion is only the paltry sum of 10 cents, children free. Expense need deter no one from taking the trip, and you stand a chance to win a souvenir many times the value

of your round trip ticket. A buffet dining car will be attached, containing all the delicacies of the season at a very low price and served on the European plan. At one of the cities we visit is to be found one of the largest and most magnificent art galleries in the world, rich in its rare treasures of fine paintings and sculpture. Here one can revel to his heart's content, in the works of the old masters. Our stop at this point will give all ample time to visit this wonderful collection—don't miss it. Do not let anything prevent you from taking this trip.

By special arrangements with K. of G. R. R. officials, 1,000 pounds of baggage will be checked free.

Business meeting at 8 sharp; train starts at 9. H. Y. KENYON, Sec'y.

The man with the handsome silk handkerchief is the one who is the most afraid of a sore throat.

A man may be as honest as the day is long, and still do a lot of mischief during the night.

Shallow men are generally despised, but they don't require as much watching as deep ones.

The more a man has the more he wants—unless it happens to be twins.

HOTEL WHITCOMB

ST. JOSEPH, MICH.

A. VINCENT, Prop.

THE WHITNEY HOUSE

Rates \$1.00 to \$1.25 per day. Complete Sanitary Improvements. Electric Lights. Good Livery in connection. State Line Telephone.

Chas. E. Whitney, Prop., Plainwell, Mich.

Hoskins & Company

COMMISSION BROKERS.

GRAIN, PROVISIONS and STOCK

176 Griswold Street, Detroit, Mich.

Hodges Building.

Private wires: New York, Chicago and St. Louis.

SUFFERING HUMANITY, READ!



A REMARKABLE CASE

Having suffered with rheumatism and constipation for over twenty-five years, and my case having been pronounced hopeless last summer by the best medical skill, when I was given up to die, I miraculously had my attention called to Frye's Quickstep, which saved my life, and I am now a well man. I have since recommended this remedy to my friends and so many have ordered it through me that I keep it on hand for humanity's sake. Price, \$1.00 per bottle. Nearly all Michigan people know me. My home address is 5405 Kimbark Ave., Chicago. Grand Rapids people can obtain this remedy from my customer, John Benson, the clothier, 20 Monroe St., upstairs.

Stephen T. Bowen.

I will be in Chicago at the clothing factory of John G. Miller & Co., 276 and 278 Franklin St., from Feb. 20 to April 1, and hope my trade will make that establishment headquarters while in the city.

Drugs==Chemicals

MICHIGAN STATE BOARD OF PHARMACY.

F. W. R. PERRY, Detroit	Term expires
A. C. SCHUMACHER, Ann Arbor	Dec. 31, 1898
GEO. GUNDRUM, Ionia	Dec. 31, 1899
L. E. REYNOLDS, St. Joseph	Dec. 31, 1901
HENRY HEIM, Saginaw	Dec. 31, 1902

President, F. W. R. PERRY, Detroit.
Secretary, GEO. GUNDRUM, Ionia.
Treasurer, A. C. SCHUMACHER, Ann Arbor.

Examination Sessions.

Star Island—June 27 and 28.
Marquette—About Sept. 1.
Lansing—Nov. 1 and 2.

All meetings will begin at 9 o'clock a. m. except the Star Island meeting, which begins at 8 o'clock p. m.

MICHIGAN STATE PHARMACEUTICAL ASSOCIATION.

President—A. H. WEBBER, Cadillac.
Secretary—CHAS. MANN, Detroit.
Treasurer—JOHN D. MUIR, Grand Rapids.

"We Can Get It for You."

How often does a druggist offer to procure for an applicant an article that he does not carry in stock? How often after the usual statement, "No, we haven't it," does he add, "But we can get it for you?"

To answer this question by a practical experiment, I visited stores to the number of a score in a certain metropolis not a thousand miles from Greater New York, and in each enquired for a preparation for which I felt sure they had had no previous demand, but which I knew was in the hands of the local jobbers to accommodate the trade in adjacent towns where the product had a moderate sale. Among those twenty druggists there were but two whose sagacity prompted them to enquire if they might get the desired article for me. The preparation chosen for this experiment was one of the few on which the druggist can realize a fair profit—a particular brand of a much-used product.

When the diversity of the stock carried by my preceptor proved inadequate to fill some demand, he invariably taxed every resource to remedy the deficiency in this way: When a call was received for something we did not have, the customer was told that while we were without the article in question, if it could be had in the neighborhood we would get it for him in a few minutes and send it to his home, and thus save him the trouble of further search. This offer usually met with an affirmative reply, and I was detailed to find the article. If my efforts in this line proved futile, the failure was communicated to the applicant with a request to permit us to order from our local jobber, and permission was most eagerly given. And the article was ordered and delivered on arrival.

By this means the store not only won favor with the neighboring residents, but its fame for supplying one with what he wanted spread past the stores of competitors, that felt the effect, but apparently knew not the cause. People would come into the store, and after asking for something foreign to our stock and being told of our willingness to accommodate them at the earliest moment with what we did not then have, they would say, "Well, if you didn't have it I intended asking you to get it for me, as I have tried in several stores to do so without success," or some words to the same effect.

This "system" proved an effectual advertisement and brought to the store many a patron that might otherwise have continued dealing where they were less observant of the wants of those who

supported them. This, then, is the profit my preceptor won and prized by a simple method that we so seldom see observed—strictly observed.

But a short time ago I did find a druggist who was shrewd in this respect, which this incident will illustrate: A lady enquired for a certain cough remedy which he did not have and promptly admitted it. His fair customer as quickly responded that she could get it from Mr. Brown, who was his nearest competitor. The druggist pondered a moment and then ventured to remark that if she would sit but a minute he would look over his stock, as it was just possible that he had been a little hasty in his reply and had misjudged the extent of same. Then to the time of clinking bottles he charged his clerk to hasten to Brown's by the rear way and buy a bottle of "that stuff." Five minutes later he was handing it over the counter to the unsuspecting and thoroughly contented patron. JOSEPH F. HOSTELLEY.

Regarding the Admission of Doses into the Pharmacopoeia.

Much has been and is being said and written concerning the admission of doses as a part of the text of the Pharmacopoeia. In the writer's opinion this should immediately be done, not only under each article, but in a separate table as well. The doses of many remedies are variously stated by different authorities, and the ranges of dose given by them differ widely also. A physician may often be at a loss to know what the proper dose of a substance is, and the pharmacist, too, has no absolute standard upon which to rely as to what constitutes a proper dose of many of the remedies he may be called upon any moment to dispense. There is no valid reason why the Pharmacopoeia should not be made such a standard. Since it is always the legal standard of what its drugs ought to be, so far as purity and fitness are concerned, it should state how much of such pure and fit drugs, whose standard it fixes, should be the proper dose. Both single and daily maximum doses should also be given.

The introduction of doses would tend to prevent overdosing, yet need not prevent a physician from prescribing a large dose should such, in his judgment, be desirable or necessary. He need but indicate his intentionally large dose by a sign (!) placed after the dose, to be thoroughly understood by the dispenser, and he would thereby relieve the pharmacist of a very grave responsibility at a time when minutes may cost a life—when the delay caused by a search for the physician in order to verify the dose might have most serious consequences.

It would be well, also, to state the therapeutic properties of each substance, as well as the affections, so far as possible, in which it is usually given. Those additions would make the Pharmacopoeia much more popular among physicians, the great majority of whom, as we all know, rarely, if ever possess a copy of it. Their lack of interest in the volume as it exists at present is easily accounted for: there is nothing of direct interest in it to them; they do not care very much for dry working formulas or descriptions of crude drugs; nor do the lists of reagents or tables of the various specific gravities attract them much. These things have absolutely no practical value for them, and this being so, they believe it

to be a waste of good money to buy such a book, put it on their shelves, and then never look at it. Were the suggestions as above made carried out, however, the work would have a distinct value for them, and the majority would buy it, to the everlasting benefit of pharmacy, because then they would be much more likely to prescribe the official compounds instead of the numberless proprietary preparations that are gotten up "for physicians to prescribe," and with samples of which their offices are deluged. ALBERT I. COHN.

The Drug Market.

Opium—Has advanced in Eastern markets, but is still 10@20c below the cost of importation. The damage to the growing crop has been confirmed and higher prices will no doubt rule.

Morphine—Is as yet unchanged, but an advance is expected daily.

Quinine—The market is quiet at the decline at unchanged prices.

Insect Powder—On account of large stocks of flowers and also on account of strong competition, the price has declined.

Essential Oils—A further advance has taken place in bergamot. Cajuput is slightly lower. Croton has advanced, with higher prices looked for.

Gums—Arabic and tragacanth, as predicted in a former issue, have advanced, on account of new classification under the tariff.

Sulphur and Brimstone—Are tending higher, on account of an advance in crude.

Camphor—Is in active demand and the price is firm.

Linseed Oil—Is steady.

Turpentine—Has declined.

Taking the Chances.

From Harper's Round Table.

He walked into the apothecary shop with a hesitating step, and glanced nervously at the rows of bottles with a scared look in his pale blue eyes. After fidgeting about uncertainly for some time, he at last caught the eye of the clerk, and, beckoning mysteriously, led

the way to a secluded corner by the cigar case, where the clerk was surprised by finding a trembling forefinger hooked tenaciously into one of his buttonholes and an eager face thrust suddenly almost against his.

"What's the matter?" asked the clerk.

"I s'pose you can lay your hand right on the morphine bottle, can't you?" said the stranger, in an anxious whisper.

"Yes, sir. Certainly," replied the astonished salesman.

"An' I reckon if you was pushed you could find the strychnine in a minute or two?"

"Of course."

"Mebbe the arsenic hasn't got lost or mislaid clear beyond findin', if you just had to have it?"

"Assuredly not."

"An' the sugar-of-lead bottle couldn't get away from you if it tried?"

"No, indeed."

"An' chasin' up the vitriol to its lair would be just play for you?"

"My dear sir, of course I am familiar with all the drugs here."

"But s'posin' some of the other fellers had been changin' them around, just as a joke, you know?"

"What do you mean?"

"Suppose the bottles got mixed?"

"Impossible. Besides, everything is plainly labeled."

"And there ain't no chance of your palmin' off prussic acid for peppermint?"

"Not the slightest."

"Well, I've—half—a notion—to—risk—it. Yes, you may give me two ounces of peppermint, young man."

Men are like chickens: they always want to get on the highest roost.

Cutler's Carbolate of Iodine Pocket Inhaler
IS GUARANTEED TO CURE
All druggists \$1.
W. H. SMITH & CO., Props.,
Buffalo, N. Y. **CATARH**

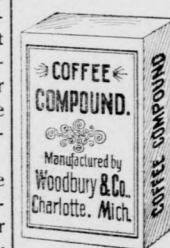
PIMPLES blackheads, boils, blotches, freckles, eruptions caused by ingrowing hair, skin that is soft and wrinkly, or rough or swarthy, in fact, all complexion difficulties should be treated with **SCHROUDER'S LOTION**, a scientific preparation for keeping the skin smooth, firm and clear—it produces and preserves a healthy glow to the complexion; perfectly harmless. At drug stores 25c per bottle; by mail 35c. B. Schrouder, Pharmacist, Grand Rapids, Mich.

FOLDING PAPER BOXES Printed and plain for Patent Medicines, Extracts, Cereals, Crackers and Sweet Goods, Candy, Cough Drops, Tobacco Clippings, Condition Powders, Etc. Bottle and Box Labels and Cigar Box Labels our specialties. Ask or write us for prices.

GRAND RAPIDS PAPER BOX CO.

PHONE 850.

81, 83 AND 85 CAMPAU ST., GRAND RAPIDS, MICH.



RICH DRINK

of choice coffee with palatable cereals and other wholesome ingredients. Far superior to all "cereal" drinks. 12 prizes in each and every pound package. Retail for 13c a package, affording retailer big profit. Pleases customers. Order trial case and see how quickly it sells.

WOODBURY & CO., MFGERS.
CHARLOTTE, MICH.

The Cheapest Enameled Playing Card

ON THE MARKET IS THE

NO. 20 ROVERS

Has a handsome assortment of set designs printed in different colors—Red, Blue, Green and Brown; highly finished, enameled, and is the best card in the market for the money. Each pack in a handsome enameled tuck box. Put up in one dozen assorted designs and colors. A good seller. List price \$20 per gross. We make a full line from cheapest to highest grades, and can meet your wants in every way. If you are handling playing cards for profit get our samples and prices before placing your order. They may help you.

THE AMERICAN PLAYING CARD CO.,
KALAMAZOO, MICH.

WHOLESALE PRICE CURRENT.

Advanced—Turpentine. Declined—Linseed Oil.

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

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

CIGAR DEPARTMENT. We have added the following Cigars and solicit a trial order. Wedding Boquet. A superb ten cent cigar in three sizes. Conchas at \$55.00. Puritanos at 60.00. Perfecto at 65.00. The Dollar. The best 5 cent cigar on the market at \$35.00. One box of 25 cigars free with each purchase of 250. The Challenge. A good 5 cent cigar at \$33.00. One box of 25 cigars free with each purchase of 250. The Fumado. Equal to any cigar on the market for the price at \$30.00. Send us a sample order. Hazeltine & Perkins Drug Co. Grand Rapids, Mich.

GROCERY PRICE CURRENT.

The prices quoted in this list are for the trade only, in such quantities as are usually purchased by retail dealers. They are prepared just before going to press and are an accurate index of the local market.

Table containing sections for AXLE GREASE, BAKING POWDER, CLOTHES LINES, COCOA SHELLS, CREAM TARTAR, COFFEE, and JERSEY CREAM.

Table containing sections for BATH BRICK, BLUEING, and JAXON brand products.

Table containing sections for BATH BRICK, BLUEING, and JAXON brand products.

Table containing sections for BLUEING, CONDENSED PEARL, and BLUING.

Table containing sections for BROOMS, CARPETS, and CHEERFULS.

Table containing sections for CANNED GOODS, MANITOWOC PEAS, and CATSUP.

Table containing sections for CANNED GOODS, MANITOWOC PEAS, and CATSUP.

Table containing sections for CHEESE, CHOCOLATE, and COUPON BOOKS.

Table containing sections for CHEESE, CHOCOLATE, and COUPON BOOKS.

Table containing sections for CHEESE, CHOCOLATE, and COUPON BOOKS.

Table containing sections for COUPON PASS BOOKS, CREDIT CHECKS, DRIED FRUITS, and CALIFORNIA FRUITS.

Table containing sections for CREDIT CHECKS, DRIED FRUITS, and CALIFORNIA FRUITS.

Table containing sections for CALIFORNIA FRUITS, RAISINS, and FOREIGN CURRANTS.

Table containing sections for RAISINS, FOREIGN CURRANTS, and PEEL.

Table containing sections for PEEL, FARINACEOUS GOODS, and FARINA.

Table containing sections for FARINACEOUS GOODS, FARINA, and GRENDA.

Table containing sections for FARINACEOUS GOODS, FARINA, and GRENDA.

Table containing sections for GRENDA, PEAS, and ROLLED OATS.

Table containing sections for PEAS, ROLLED OATS, and SAGO.

Table containing sections for ROLLED OATS, SAGO, and WHEAT.

Table containing sections for FISH, COD, HALIBUT, HERRING, MACKEREL, SARDINES, and TROUT.

Table containing sections for FISH, COD, HALIBUT, HERRING, MACKEREL, SARDINES, and TROUT.

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Table containing sections for HERBS, INDIGO, JELLY, KRAUT, and LYE.

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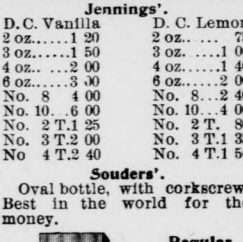
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Hardware

Silent Salesmen of the Hardware Dealer.

Silent Salesmen! Those inanimate aids to business which yet speak louder than the men who make use of them, and make or mar the merchant's prosperity, according as they are controlled; that work night and day, week days, Sundays and holidays, rain or shine; that don't go to funerals in the baseball season, don't throw business to the winds every time a brass band comes up the street, nor try to flirt with lady customers; exacting in their requirements as a tax gatherer, yet yielding faithfully good returns for fair treatment.

The name of the first is the store front. It stands to an establishment as the face to a man, and the wayfarer is attracted or repelled by the first impression of the outside of a place just as he is by the first sight of a person's countenance. One does not associate thrift with an unpainted building any more than with an unwashed face, nor does he expect courteous, intelligent, satisfactory service when he enters a store the very outside of which proclaims a man indifferent to appearance. A dingy, weather-beaten sign, second story windows rendered light-proof with dirt, a broken step or badly arranged entrance, old worthless samples displayed outside, ashes dumped into the road before the door—each and all betoken a laxity that will in all probability find further expression within, and cause a prospective purchaser to seek further.

Nor should the merchant go to the other extreme. A door front can be made to assume a too smart appearance that is as fatal to confidence as slovenliness. A book could be written on individuality in store fronts. The dude, the smark aleck, the sluggard, the solid citizen and the pretentious humbug find their exponents in the fronts of different hardware stores, just as certain types of femininity are exhibited in others in other lines of trade. The store front should be made inviting in appearance, and in general effect set forth the character and magnitude of the business done within—or perhaps carry an impression a little in advance of the real truth, just as the proprietor's ideal is above the reality.

Next in order, and equal in importance, come the show windows, the eyes in the store's face, through which the business looks forth at the buyer, ogling and cajoling him, captivating his errant fancy and creating hot desire, or repulsing by indifference to his opinion, even as is the way of a maid with a man. There is a general recognition of the importance of having the show windows well and frequently dressed, and yet one does see lamentable cases of neglect and ill judgment in this regard—where the goods from a dozen different lines are arranged in a jumble that fails to make any impression whatever upon the casual observer, or where the same articles are displayed week after week without change. The average hardware dealer has a consuming desire for dollars, and is not wont to be sparing of exertion where anything is to be gained. So it is pretty safe to say that when his show windows are not all they ought to be it is through lack of proper knowledge or taste. The former he can remedy when he discovers his need, but if the fault lie in the latter he will do well to cast among his clerks for latent talent or call in outsiders to

help him, for the show windows, commanding the attention of the people more surely and constantly than any other one thing he can devise, can be made his very best salesman.

Window trimming. Bottles of ink have been spilled and reams of paper wasted in the endeavor to tell the merchant how his windows should be trimmed, but there is one thing that the self-styled experts all seem to miss, and that is, that the window should show forth the merchant's personality. Give Jones, Brown and Smith the same assortment of cutlery for the windows and the three displays will be widely different—and they should be, with a difference founded in the peculiar quirks of the make-up of each, although to get the best results all must observe a very few—two or three—plain rules that form about all there is to three-fourths of the articles that are written concerning window display:

Cleanliness, neatness and light.

But one line of goods at a time.

Frequent changes.

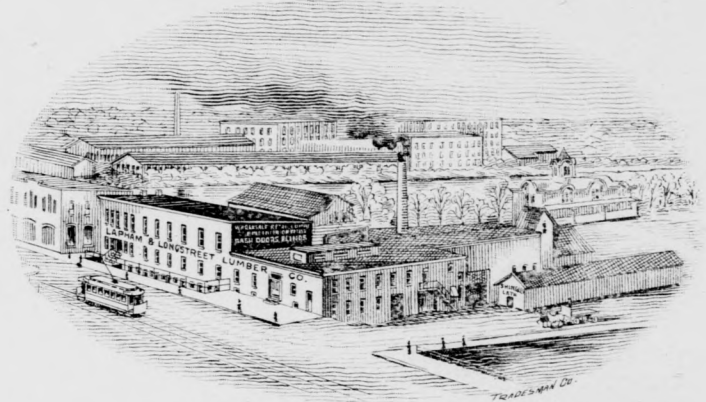
The third of the silent salesmen is the advertisement, whose work lies outside the store, going to the homes and business places of the purchasing public and soliciting favors for the merchant, with accounts of bargain sales, dear to the heart of the good housewife, tools for the artisan, implements for the farmer, hammocks and bicycles for the summer girl, sporting goods for the swaggering youth and all sorts of things for the head of the family. It catches its victims when they are in a receptive mood, seeking for new impressions and devouring what is set before them in their paper. It silently tells its tale, and if it fails to interest the first time, it retires with honors and comes again and again with new temptations until it makes a customer for its sender.

This is the age of printers' ink. Great are the "advertisement," the "write up," the "free puff," the "reading notice" and the "fake" scheme, and thrice blessed is that ironmonger who knows how to employ them to get the maximum of results with the minimum of expense. The advertising manager of one of the great monthlies says in a burst of confidence that only about 10 per cent. of his patrons make it pay to advertise, but of the purely local advertisers it is probable that less than 10 per cent. find that it does not pay. A merchant must advertise, or spiders will spread their nets across his doorway. The public expects it of him and goes to buy at stores the proprietors of which pronounce them as the best and largest, with finest stocks and lowest prices—and if the proprietor doesn't know, who does?

If a fellow will tell us a thing often enough and forcibly enough, we will in time accept it as truth and finally announce it as a fact we ourselves evolved, with additions and enlargements according to the scope of our imagination. In this fact lies the power of the press to mould public opinion, and it also furnishes the wise advertiser a powerful lever for advancement if he will claim for himself and his business every advantage he truthfully can (truthfully, mind!), do it persistently and forcibly, and see to it that the people whom his advertisements draw to his store do not go away disappointed. "He that bloweth not his own horn the same shall not be blown," and it behooves the wise blower to see that his neighbor's trombone does not drown the sound of his own penny whistle.

SACRIFICE SALE!

PLANT OF THE LANSING LUMBER CO.



THIS property is one of the finest equipped plants of its kind in the State. It is fitted with the latest improved and best kinds of woodworking machinery, centrally located on one of the principal avenues of the city and everything is complete for any first-class business adapted to such a plant. The property must be sold to settle an estate. For further particulars address,

Horace Lapham, or Chas. C. Longstreet,

Lansing, Michigan.

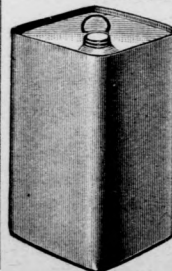
Novelty Blue Flame

The Very
Best
Blue Flame
Oil
Stove
on the
Market.



We quote
Factory
Prices.
Send for
Circular
and
Discount.

Foster, Stevens & Co. Grand Rapids, Mich.



SYRUP CANS

Round and Square Sap Pails and Sap Pans

Write for prices,

Wm. Brummeler & Sons, Manufacturers,
Grand Rapids, Mich.

Factory and Salesrooms 260 S. Ionia St.

Fourth comes good stationery, and it is surprising how little value is often placed upon this valuable assistant to a good impression. It is recognized that the largest firms in the country all use good stationery, and the appearance of the letter alone will generally determine the commercial importance of the writer. It costs very little if any more for good, well-arranged letter heads, bill heads, statement blanks and envelopes than for poor ones, and the increased effect produced upon a prospective customer is tremendously cheap at the price, and will at times alone suffice to turn the scale of a wavering buyer's favor.

Fifth is punctuality, promptness in delivering goods, sending bills and collecting accounts. The customer who gets his goods quickly is pleased. He wants his bill at once, to see that all is right regarding the price, and if payment is exacted when due he is apt to remain the merchant's friend. It is the fellow to whom extended credit is given, and who let his bills stand until they are long past due, who falls out with the merchant, leaves him for a competitor and repays his kindness by making slurring comments to his injury.

And still the force of silent salesmen increases. The dodger, labor savers, full stocks, convenient stores, all deserve due credit for the good work they do in aiding the merchant to increase his sales. His "silent salesmen" form a longer list than that which is found upon his pay-roll, and the wise hardware man will see that they are all employed and doing their best to help him in his race for supremacy in his field of endeavor.

JOHN HABERMAN.

The Hardware Market.

Trade for March is very satisfactory, as dealers in the surrounding towns are finding quite a revival in business. There is but little change to note in prices and of what the future will bring forth it is hard to form an idea.

Wire Nails—Wire nails are quiet and it is now believed there is no prospect of the large consolidation of all the wire and nail mills going into effect. Prices, however, remain firm and it is not believed there will be any material advances just for the present. We quote \$1.50 at mill, but if a carload buyer was in the market, this price could probably be shaded.

Barbed Wire—Conditions controlling the prices of nails are those governing the wire and prices remain as quoted in our last report. The demand continues good and it is believed there will be a large trade on wire the coming spring.

Window Glass—All indications point to an advance in window glass, which, if it takes place, will undoubtedly put a stop to the excessive cutting that has been going on of late between various jobbers of window glass.

Rope—Prices are firm and with an advancing tendency on all kinds of cordage. This is caused by great scarcity of the fiber which goes into the manufacture of rope and which has been steadily advancing during the past sixty days. Those who are conversant with the inside facts prophesy that prices will be fully maintained during the spring months.

Reports from other markets are as follows:

St. Louis: Hardware trade continues to show daily improvement.

Chicago: Jobbers report trade decidedly active.

Omaha: The movement of all kinds of hardware from this point has been very heavy and very satisfactory to the jobbing fraternity.

Louisville: There is active demand for most articles of hardware, particularly those pertaining to agricultural use.

San Francisco: Trade continues to show encouraging improvement and prospects point to a very good year.

St. Paul: Trade in the Northwest has begun a month earlier this year than usual and is starting in with a great deal of vigor.

New Orleans: Business continues fairly active in this section.

Cleveland: The movement in hardware has been excellent since our last writing.

Electricity Necessary to Keep the Human Dynamo Vigorous.

Next to the welfare of the human soul one of the most important things in life is the sole of the foot. To this generally overlooked and disregarded part of human anatomy may be attributed a large number of the ills which flesh is heir to.

Physicians will tell us that the sole of the foot is a network of nerves that radiate like telegraph wires to different portions of the body. A disturbance of the nerves of the feet will therefore cause hygienic troubles that may become serious.

Who knows but that Napoleon might have conquered Russia if he had kept the soles of his feet and the feet of his soldiers warm?

Up to recent years physicians have never given a thought to the possibility of hygienic connection between the soles of the feet and the eyes.

Yet it is often the case that where a man with perspiring feet uses a powder to stop the trouble he is at once attacked by a wonderful running of water from the eyes and loss of sight.

Rubbers constantly worn will often cause a similar trouble. The latest advances of science concede the fact that the nervous system is to all intents and purposes the electrical system of the body.

It is necessary, physicians say, that this system should have direct connection with the earth, more especially through the soles of the feet, as this is the most highly organized nerve surface of any in our bodies.

This is why we cannot bear tickling on our feet with a straw or feather.

Disturb the natural currents between the feet and the earth in any way and the consequences are inevitable. One person will be stricken with blindness, another deafness, another baldness, or cancer or consumption or heart failure, or indeed any other unnatural or diseased state of the body.

Diseases caused by neglected soles affect different subjects in divers ways simply because some are weak in one place and some in another, the particular location being determined entirely by the idiosyncrasies of constitution.

From certain physiological causes the eyes are perhaps in all cases the first organs plainly damaged by the insulation of the feet. But although they are more directly injured they are not more damaged than other organs are in time from the same cause.

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 50
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.....	60&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&10
KNOBBS—New List	
Door, mineral, jap. trimmings.....	70
Door, porcelain, jap. trimmings.....	80
MATTOCKS	
Adze Eye.....	\$16 00, dis 60&10
Hunt Eye.....	\$15 00, dis 60&10
Hunt's.....	\$18 50, dis 20&10
NAILS	
Advance over base, on both Steel and Wire.....	
Steel nails, base.....	1 65
Wire nails, base.....	1 75
10 to 15 advance.....	Base
8 advance.....	05
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 3/4 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.....	80
Sandusky Tool Co.'s, fancy.....	@50
Bench, first quality.....	@50
Stanley Rule and Level Co.'s wood.....	60
PANS	
Fry, Acme.....	60&10&10
Common, polished.....	70& 5
RIVETS	
Iron and Tinned.....	60
Copper Rivets and Burs.....	60
PATENT PLANISHED IRON	
"A" Wood's patent planished, Nos. 24 to 27 10 20	
"B" Wood's patent planished, Nos. 25 to 27 9 20	
Broken packages 1/4c per pound extra.	
HAMMERS	
Maydole & Co.'s, new list.....	dis 35
Kip's.....	dis 25
Yerkes & Plumb's.....	dis 40&10
Mason's Solid Cast Steel.....	30c list, 70
Blacksmith's Solid Cast Steel Hand 30c list, 40&10	

HOUSE FURNISHING GOODS	
Stamped Tin Ware.....	new list 75&10
Japaned Tin Ware.....	20&10
Granite Iron Ware.....	new list 40&10
HOLLOW WARE	
Pots.....	60&1
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.....	10
Hook's.....	10
Gate Hooks and Eyes.....	50
LEVELS	
Stanley Rule and Level Co.'s.....	dis 70
ROPES	
Sisal, 1/4 inch and larger.....	6 1/2
Manilla.....	8
SQUARES	
Steel and Iron.....	
Try and Bevels.....	
Mitre.....	
SHEET IRON	
Nos. 10 to 14.....	com. smooth. com. \$2 70 \$2 40
Nos. 15 to 17.....	2 70 2 40
Nos. 18 to 21.....	2 80 2 45
Nos. 22 to 24.....	3 00 2 55
Nos. 25 to 26.....	3 10 2 65
No. 27.....	3 20 2 75
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra.	
SAND PAPER	
List acct. 19, '86.....	dis 50
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	
Mouse, choker.....	per doz 15
Mouse, delusion.....	per doz 1 25
WIRE	
Bright Market.....	75
Annealed Market.....	75
Coppered Market.....	70&10
Canned Market.....	62 1/2
Coppered Spring Steel.....	50
Barbed Fence, galvanized.....	2 15
Barbed Fence, painted.....	1 85
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@3/4.....	12 1/2
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
TIN—Melyn Grade	
10x14 IC, Charcoal.....	\$ 5 75
14x20 IC, Charcoal.....	5 75
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, }	

FOR SALE

Broom Factory complete, with capacity of 60 to 75 dozen brooms per day. Steam sewers and all necessary machinery for operating same. Factory now in operation with established trade. Best reasons for selling. Address "Broom Factory," care of Michigan Tradesman.

Perfect Success

.....Quick Meal Blue Flame Stoves

D. E. VANDERVEEN,
STATE AGENT,
106 Monroe St. Grand Rapids, Mich.

The Grocery Market.

Sugar—The expected decline in refined sugar did not materialize Monday. Some people reported a somewhat better demand, but the aggregate business for the day was not very considerable, as buyers evidently think that lower prices will come very soon. This expectation, however, may not be realized, as it is very often the unexpected that happens in the sugar market.

Tea—The tea trade seems to be opening up rather better, and as soon as the war scare subsides will probably fulfill all expectations. A feature of the trade of the past week was the good demand for good grades.

Canned Goods—Tomatoes are dull and prices are normal. Corn is in light request at unchanged prices and the market is fairly steady. Peas are selling in a very small way and prices are unchanged. Peaches are also quiet and the sales are confined to a few California extra standards and Maryland seconds. Prices are unchanged.

Dried Fruits—The movement of all kinds is about normal for this season of the year and quite in advance of the movement in this market a year ago. Reports from the West Coast show the stocks of prime loose muscatel raisins very light, but in spite of this the market conditions are unfavorable for the holder because of the large stock of rain-damaged goods to be disposed of. Holders of this class of goods are reported to have been attempting to force sales at low prices and this is making the market in the better grades very weak. There is little stock of dried fruits aside from raisins left on the Coast, except that peaches are in fair supply.

Cheese—Strictly fancy cheese is held fairly well, but cheese less than strictly fancy is being offered at comparatively low prices. It is hard to account for the dulness in the cheese market, as prices are extremely low compared with other seasons, and also with other food products. Nothing in the food line seems to be sold as relatively low as cheese. There seems to be ample cheese to supply the demand. It is hard to predict the future of the market, as the low prices may delay the opening of the factories for the new season.

Corn Syrup (New York Commercial)—It looks as if the much-talked-of opposition to the Glucose Sugar Refining Co., through the United States Sugar Refinery, would not develop into a matter of fact. The latest information is that United States Sugar Refinery stockholders are more inclined to sell their plant than they are to make glucose. It appears that the stockholders held a meeting recently at Waukegon, Ill., for the purpose of submitting to a vote of its stockholders a proposition to authorize the increase of the capital stock of the corporation by an additional issue of 15,000 shares of stock at a par value of \$100 each, and to ratify the action of the Board of Directors authorizing the sale of 1,000,000 first mortgage bonds of the corporation. This was to enable it to carry out plans for remodeling and enlarging its plant and obtaining working capital for its operating etc., and for the purpose of submitting to vote of its stockholders a proposition to authorize a lease of its plant to others for a term of years. This is supposed to mean that the stockholders wanted to pay off the debt of the corporation and lease or sell the plant to the Glucose Sugar Refining Co., or any other buyer that would come in the market. The

stockholders of the Waukegon glucose plant are said to be at sixes and sevens, and it is thought, in the trade, that the Waukegon plant will never take its place as a competitor of the Glucose Sugar Refining Co. If this be so, it leaves the Glucose Sugar Refining Co. in possession of almost the entire field.

Provisions—There have been but few changes during the week, and none of these have been really important. Lard, both pure and compound, remains unchanged, but the feeling is a little easier, especially at Western packing points.

Fish—John Pew & Son (Gloucester) write the Tradesman as follows: The Grand Bank cod fleet are getting ready to sail to the Banks. One vessel has already sailed. About thirty five vessels will comprise that fleet from this port, about the same number as last year. The early spring fleet of mackerel catchers are also commencing to fit out for the Southern waters and will probably consist of about thirty vessels, which may be increased according to the prospect of the catch. Our hand-line Georges cod fishing fleet continues a small one and at present there is a scarcity of those choice fish. The weather thus far this month has been fine and a large amount of fresh fish has been landed at our port. Our market is the largest one in the United States for fish kinds, and with an average catch of mackerel this year, the receipts at this port would be probably all of two hundred million pounds, and would make it the largest fishing port of the world in the quantity landed.

Provisions—There have been but few changes during the week, and none of these have been really important. Lard, both pure and compound, remains unchanged, but the feeling is a little easier, especially at Western packing points.

Getting Down to Business.
Saginaw, March 21.—At the last meeting of the Retail Merchants' Association, the special committee on the proposed street fair presented a report, recommending that when the membership in the Association reaches 175 the matter be taken up and pushed and that at the present time the merchants be asked to commence to advertise the coming affair in a systematic manner in their correspondence. It was also suggested that an organizer be secured to work among the merchants with a view to increasing the membership to the desired point. Further, the committee advised that a special committee of five be appointed to push arrangements for the fair. These suggestions were adopted and the committee was discharged. The new committee will be appointed in a few days.

The matter of the retention of Little Jake's clock in this city was then taken up. The committee which had been appointed to interview Col. Jeffers on the matter was discharged without reporting. It has been ascertained that Col. Jeffers has absolutely nothing to do about the matter. According to the papers which he signed with Little Jake, he has no control over that tower and is obliged to give access to it at any time. The facts in the matter are that Little Jake gave the clock to Mrs. Joseph Seligman and she holds all of the papers. The committee from the Association called on Mrs. Seligman and asked her at what figure she would sell. She named a price which the committee announced at once would not be paid. Later she made another proposition to the Association which was taken under consideration and will be acted upon at the next regular meeting in one week.

The committee on street sprinkling was given one week longer in which to report and so was the committee appointed to formulate plans for association work. A communication was received from the '08 committee of the Y. P. S. C. E. asking the Association to endorse the plans for the committee for decoration and other things in connection with the coming convention and it was unanimously adopted and the sanction of the Association given.

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—ONE OF THE BEST BAZAAR stocks in Southern Michigan. Located in a good live town with excellent country roundabout and a good established trade. A good chance for the right person. If you wish it write soon to Lock Box 111, Cassopolis, Mich. 555

TO EXCHANGE—FOR CLOTHING, DRY goods or shoes, very nice well rented Grand Rapids property. Address No. 552, care Michigan Tradesman. 552

TO EXCHANGE—FARMS AND OTHER property for dry goods, clothing and shoes. Address P. Medaile, Mancelona, Mich. 553

FOR SALE (NO TRADE)—ONE OF THE finest and best suburban drug stores in this city. Satisfactory reasons for desiring to sell. Address Druggist, 1169 Wealthy Ave., Grand Rapids, Mich. 551

WANTED—CASH AND GOOD SECURITY for well-located, good-paying general merchandise stock; or will trade stock, store room and good residence property for good small farm in Indiana or Southern Michigan. A bargain. Call or address Box 21, Bryant, Ind. 550

WANTED—1,000 CASES FRESH EGGS, daily. Write for prices. F. W. Brown, Ithaca, Mich. 556

WANTED—CLEAN GROCERY STOCK in good town with good trade. Give full particulars at once. Cash deal. Address Box 110, Hart, Mich. 557

FOR SALE—STOCK OF STAPLE AND fancy groceries, crockery, etc., in one of the best towns in Michigan. Will sell for cash only. Stock will invoice about \$2,500, average sales \$75 daily. Located in one of the liveliest towns in Michigan. For full particulars address No. 558, care Michigan Tradesman. 558

WANTED—TO SELL WHOLE OR ONE-half interest in my large general store; trade large and profitable. Best of reasons for selling. \$10,000 capital; can easily do \$5,000 of business. Write for particulars. M. S. Keeler, Middleville, Mich. 543

WANTED—STOCK OF MERCHANDISE for 24 acre farm, 20 acres good timber, 40 acres winter wheat, 4 acres orchard, balance all tillable; 3 good barns, house; all fenced; one mile from Bangor, Mich.; \$12,000, clear. F. Fredenhagen, 177 LaSalle St., Chicago, Ill. 544

TO EXCHANGE—STORE BUILDING AND general stock of merchandise for good farming lands. Address Lock Box 254, Wolcottville, Ind. 545

FOR SALE—STOCK DRUGS AND FIXTURES in a town of 5,000 population with only four drug stores. Terms to suit, with a small payment down. Address W. W. Hunt, under City National Bank, Grand Rapids, Mich. 536

FOR EXCHANGE FOR GROCERY OR MERCHANDISE stock—Choice section land near Jamestown, North Dakota. Dakota lands in great demand for farming or stock raising. Carl Dice, Monroe, Mich. 534

WANTED—TO EXCHANGE FARM OF 40 acres, two miles from Bangor, Mich., or houses and lots in city of Benton Harbor, Mich., for a stock of goods. Benton Harbor has 7,500 population—best town in Southern Michigan. Address W. L. Hogue, 146 Bronson Ave., Benton Harbor, Mich. 537

FOR SALE—SECOND-HAND MATHEWS' soda fountain, six syrups, removable glass cans, one 10 gallon copper tank, retinned in 1907, 1 five foot counter slab of pink Tennessee marble, six tumbler holders. Price and terms easy. Write L. A. Phelps, Douglas, Mich. 549

WANTED—RESPONSIBLE AGENTS TO sell the celebrated Bullington Acetylene Gas Machine in Michigan and Ohio. Apply to Sproul & McGurrin local agents for Kent, Allegan and Ottawa counties, or Michigan Acetylene Gas Company, Jackson, Mich. 549

FOR SALE—MY 60 BBL. STEAM ROLLER mill, modern machinery, everything first-class. Good house, barns, etc., located in live town in Southern Michigan. Might take small Michigan farm as part payment or desirable Grand Rapids property. For full descriptions and particulars address Grain Dealer, care Michigan Tradesman. 548

SODA FOUNTAIN, LARGE, ELEGANT, FOR sale cheap; good condition; complete outfit. Write Crozier Bros., Grand Rapids, Mich. 535

I HAVE SEVERAL GOOD FARMS NEAR Grand Rapids, from 5 to 110 acres each. Not desiring to rent, will sell at prices that cannot fail to suit. Part exchange. G. H. Kirtland, 1159 South Division St., Grand Rapids, in dry goods store. 547

WANTED TO EXCHANGE—40 ACRES OF good unimproved land, situated on the banks of a beautiful lake, two miles from railroad, west and north of Pierson, for small stock of drugs, medicines or general merchandise; or will trade for other goods or property. Address No. 524, care Michigan Tradesman. 528

FOR SALE—80 ACRES GOOD LAND, 35 clear ed, house and barn, 12 acres full grain. Will sell cheap and on easy terms. John C. McGowan, West Branch, Ogemaw Co., Mich. 552

WANTED—POSITION IN STORE AFTER March 15. Large experience in general store. Good references furnished. Address No. 526, care Michigan Tradesman. 526

THE BEST BUSINESS CHANCE ON THIS PAGE—On account of the death of my husband, I will sell my stock of general merchandise, invoicing from \$7,000 to \$8,000. Best cash trade in Frankfort, Michigan, county seat town of about 2,000 population. Enquire quick if you wish it. Terms, cash or bankable paper. Address Mrs. M. B. Grisier. 533

FOR EXCHANGE—RESIDENCE LOTS, FREE from all incumbrance, for hardwood timber lands or improved farm. Address T, Lock Box 56, Monroe, Mich. 524

WANTED—A PRACTICAL MILL MAN, with \$1,000 capital, to take a one-half or full interest in a stove, heading and planing mill, 3,000 contract, with stock to fill it. All goes. Five years' cut in sight. Side track to mill. Good reasons for selling. Address Stave Mill, care Michigan Tradesman. 546

FOR SALE—STOCK OF DRY GOODS, GROCERIES and shoes. Will sell or rent building. Reason for selling, poor health. Address L. Schrock, Clarksville, Mich. 491

FOR SALE—BUILDING AND GENERAL stock; best farming section in Michigan. No trades. W. H. Pardee, Freeport, Mich. 500

WANT ALL KINDS OF GRAIN IN CAR lots. Name price or ask for bids. Rhodes Co., Grain Brokers, Granger, Ind. 479

I HAVE A PARTY WANTING GROCERY OR general stock. Must be a bargain. I have buyers for any line of merchandise. W. H. Gilbert, 109 Ottawa St., Grand Rapids. 449

WANTED—FIRST-CLASS BUTTER FOR retail trade. Cash paid. Correspond with Caulkett & Co., Traverse City, Mich. 381

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

PATENT SOLICITORS.

PATENT ATTORNEYS, 20 YEARS' PRACTICE. Ideas developed. Drawings a specialty. Reasonable rates. Dennis Rogers, Grand Rapids. 544

FREE—OUR NEW HANDBOOK ON PATENTS. Cibley & Allger, Patent Attorneys, Grand Rapids, Mich. 339

MISCELLANEOUS.

EXPERIENCED TRAVELING SALESMAN, first class references, desires a position. Address 1013 Michigan Ave., E., Lansing, Mich. 541

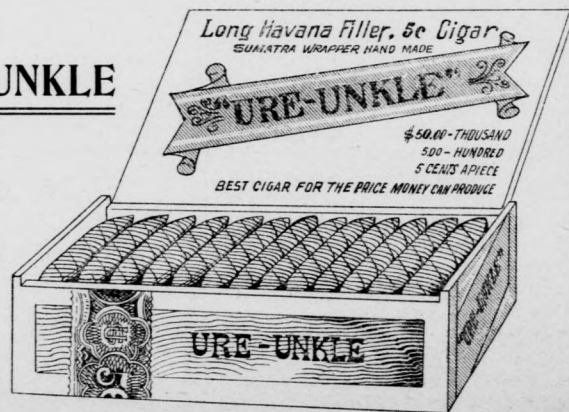
WANTED—A REGISTERED PHARMACIST of experience, references required. A permanent position offered. Address No. 538, care Michigan Tradesman. 538

WANTED—CLERK FOR GENERAL STORE in country. Must have experience and up-to-date, one who speaks German preferred. Address Lock Box 4, Hopkins Station, Mich. 539

SITUATION WANTED—REGISTERED PHARMACIST, married, 27 years of age, registered 8 years, country and city experience. Best of references given. Address F. S. Tuxbury, Elk Rapids, Mich. 530

WANTED—BY MAN OF NINE YEARS' experience, position as manager of general store. Have had experience in all lines; can also do book-keeping of any kind and would do same with other work. Address No. 519, care Michigan Tradesman. 519

URE....
...UNKLE
100. Cigar
For 5c.
Michigan
Cigar
Co.
Big Rapids,
Mich.



Travelers' Time Tables.

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

Chicago.
Lv. G. Rapids..... 8:45am 1:25pm *11:30pm
Ar. Chicago..... 3:10pm 6:50pm 6:40am
Lv. Chicago..... 7:20am 5:15pm *11:30pm
Ar. G'd Rapids..... 1:25pm 10:35pm * 6:27am

Traverse City, Charlevoix and Potoskey.
Lv. G'd Rapids..... 7:30am 5:30pm
Parlor and Sleeping Cars on afternoon and night trains to and from Chicago.
*Every day. Others week days only.

DETROIT, Grand Rapids & Western.
Nov 21, 1897.

Detroit.
Lv. Grand Rapids..... 7:00am 1:35pm 5:35pm
Ar. Detroit..... 11:40am 5:45pm 10:20pm
Lv. Detroit..... 8:00am 1:10pm 6:10pm
Ar. Grand Rapids..... 12:55pm 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 January 19, 1898)

EAST.
Leave Arrive
+ 6:45am Sag., Detroit, Buffalo & N Y. + 9:55pm
+ 10:10am ... Detroit and East. ... + 5:07pm
+ 3:30pm ... Sag., Det., N. Y. & Boston. + 12:45pm
* 10:45pm ... Detroit, East and Canada. ... + 6:35am
+ 11:10am ... Mixed to Durand. ... + 3:15pm

WEST
* 7:00am ... Gd. Haven and Int. Pts. ... + 10:15pm
+ 12:55pm Gd. Haven and Intermediate. + 3:22pm
+ 5:12pm ... Gd. Haven Mil. and Chi. ... + 10:05am
+ 10:00pm ... Gd. Haven and Mil. ...

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.,
C. A. JUSTIN, City Pass. Agent.
No. 23 Monroe St

GRAND Rapids & Indiana Railway
Dec. 5, 1897.

Northern Div. Leave Arrive
Trav. Cy, Potoskey & Mack... + 7:45am + 5:15pm
Trav. Cy, Potoskey & Mack... + 2:15pm + 6:35am
Trav. Cy, Potoskey & Mack... + 10:50pm
Cadillac... + 5:25pm + 11:15am
Train leaving at 7:45 a. m. has parlor car, and train leaving at 2:15 p. m. has sleeping car to Mackinaw.

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

Muskegon Trains.
GOING WEST.
Lv G'd Rapids..... + 7:35am + 1:00pm + 5:40pm
Ar Muskegon..... 9:00am 2:10pm 7:05pm
GOING EAST.
Lv Muskegon..... + 8:10am + 11:45am + 4:00pm
Ar G'd Rapids..... 9:30am 12:55pm 5:20pm
†Except Sunday. *Daily. †Saturday only.
C. L. LOCKWOOD,
Gen'l Passr. and Ticket Agent.

DULUTH, South Shore and Atlantic
Railway.

WEST BOUND.
Lv. Grand Rapids (G. R. & L.) + 11:10pm + 7:45am
Lv. Mackinaw City..... 7:35am 4:20pm
Ar. St. Ignace..... 9:00am 5:20pm
Ar. Sault Ste. Marie..... 12:30pm 9:50pm
Ar. Marquette..... 2:50pm 10:40pm
Ar. Nestoria..... 5:20pm 12:45am
Ar. Duluth..... 8:30am

EAST BOUND.
Lv. Duluth..... + 6:30pm
Ar. Nestoria..... + 11:15am 2:45am
Ar. Marquette..... 1:30pm 4:30am
Lv. Sault Ste. Marie..... 3:30pm
Ar. Mackinaw City..... 8:40pm 11:00am
G. W. HIBBARD, Gen. Pass. Agt., Marquette.
E. C. Oviatt, Trav. Pass. Agt., Grand Rapids

TRAVEL
VIA
F. & P. M. R. R.
AND STEAMSHIP LINES
TO ALL POINTS IN MICHIGAN
H. F. MOELLER, A. G. P. A.

POOR ECONOMY

It is poor economy to handle cheap flour. It is never reliable. You cannot guarantee it. You do not know whether it will make good bread or not. If it should not make good bread—and poor flour never does—your customer will be displeased and avoid you afterwards. You can guarantee . . .

"Lily White" Flour

We authorize you to do so. It makes good bread every time. One sack sold to-day will bring customers for two sacks later on. Order some NOW.

Valley City Milling Co.
Grand Rapids, Mich.

MONEY IN IT

It pays any dealer to have the reputation of keeping pure goods.

It pays any dealer to keep the Seymour Cracker.

There's a large and growing section of the public who will have the best, and with whom the matter of a cent or so a pound makes no impression. It's not HOW CHEAP with them; it's HOW GOOD.

For this class of people the Seymour Cracker is made.

Discriminating housewives recognize its superior

FLAVOR, PURITY, DELICIOUSNESS

and will have it.

If you, Mr. Dealer, want the trade of particular people, keep the Seymour Cracker. Made by

National Biscuit Company,
Grand Rapids, Mich.

Michigan Bark & Lumber Co.,

527 and 528
Widdicomb Building,
Grand Rapids, Mich.

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

We are now ready to make contracts for bark for the season of 1898. Correspondence solicited.



For Sale by Leading Jobbers.

The Leader of all Bond Papers

Made from New Rag Stock,
Free from Adulteration,
Perfectly Sized, Long Fiber

Magna Charta Bond

A paper that will withstand the ravages of Time.

Carried in stock in all the standard sizes and weights by

TRADESMAN COMPANY

Manufacturer's Agent,
GRAND RAPIDS.

CANNED FRUITS

CANNED VEGETABLES

Owing to the shortage of fruit in our State last season, we are having an unprecedented sale on all kinds of Canned Goods.

Musselman Grocer Company

Grand Rapids, Mich.

Don't let your stock get low. Look out for higher prices on Tomatoes. Ask our salesmen about those Nunley, Hines & Co.'s

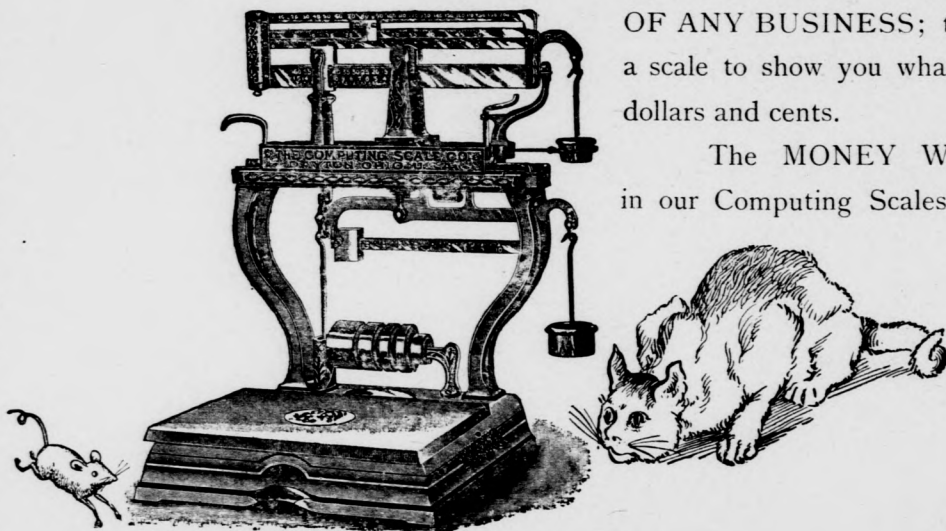
CANNED FISH

CANNED MEATS

Yellow Peaches.

Like a Cat Watches for a Rat

We watch for the leaks and overweights. **OVERWEIGHTS ARE THE RUINATION OF ANY BUSINESS;** they are avoidable if you have a scale to show you what an overweight amounts to in dollars and cents.



The **MONEY WEIGHT SYSTEM** embodied in our Computing Scales shows you the Money Value of all weighings, thus making you more cautious. No mistakes in calculations. Reliable, Accurate, Systematic.

Address . . .

The Computing Scale Co., Dayton, Ohio, U. S. A.

FOUR REASONS



why grocers should sell a brand of Stove Polish which, above all others, consumers want, and for which grocers can offer no substitute without injury to their trade.

Enameline

The Modern STOVE POLISH

First: It is Superior to all others in Quality. Second: It gives Perfect Satisfaction to consumers. Third: It is Thoroughly Advertised and sells itself. Fourth: No other Stove Polish on earth Has so Large a Sale.

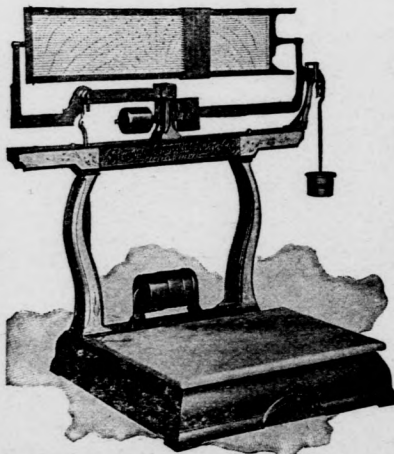
Owosso, Mich., Nov. 3, 1897.

Stimpson Computing Scale Co., Elkhart, Ind.

Gentlemen: After using the Stimpson Computing Scale going on three years, think it pays for itself every six months. Consider it superior to all Computing Scales and would not part with it unless I could purchase another.

Yours very truly,

E. L. DEVEREAUX.



**Stimpson
Computing
Scale
Co.,**

Elkhart, Ind.