

MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS. \$1 PER YEAR

Volume XV.

GRAND RAPIDS, WEDNESDAY, MAY 4, 1898.

Number 763

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.

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.

Everything in the Plumbing Line

Everything in the Heating Line

Be it Steam, Hot Water or Hot Air. Mantels, Grates and Tiling. Galvanized Work of Every Description. Largest Concern in the State.

WEATHERLY & PULTE, 99 Pearl St., Grand Rapids

THE ONLY WAY...

To learn the real value of a trade or class paper is to find out how the men in whose interest it is published value it. Ask the merchants of Michigan what they think of the...

MICHIGAN TRADESMAN

We are willing to abide by their decision.

We can save you money on

WALL PAPER

We are the only wholesalers in the State. Write us for samples.

HARVEY & HEYSTEK COMPANY

GRAND RAPIDS, MICH.

Our Stock of

Wall Paper and Paints

Is New and Fresh from the Factory.

Every Wall Paper Design is of 1898 make. Picture Frames made to order.

C. L. Harvey & Company,
59 Monroe St., Grand Rapids.

[We are not connected with any other firm using our name.]

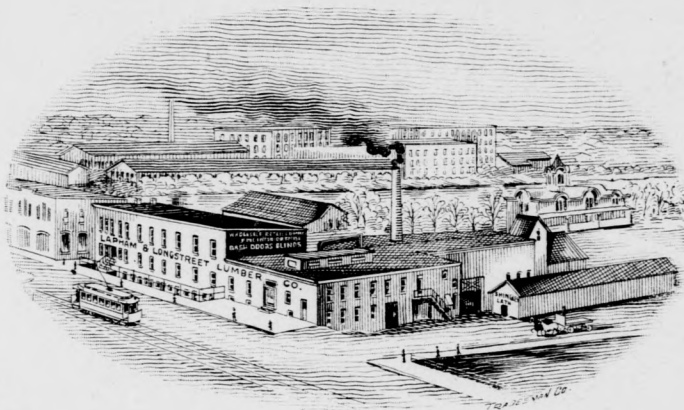
Yankee VS. Deutscher

For several years the Tradesman Company has handled lines of fans and picture cards manufactured in Germany. This year we have added to our assortment a line of goods made in this country, and a comparison of the two lines demonstrates that the Yankee has distanced the Deutscher in point of originality and artistic execution. We sell the American goods at the same prices as the German and shall be pleased to send samples of either or both to contemplating purchasers.

Tradesman Company, Grand Rapids.

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.

URE....

....UNKLE

100. Cigar

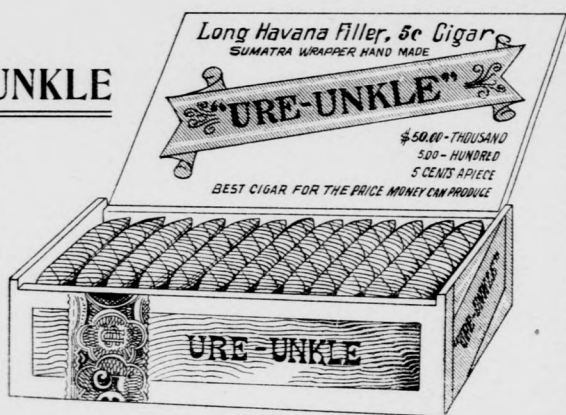
For 5c.

Michigan

Cigar

Co.

Big Rapids,
Mich.



J. A. MURPHY, General Manager.

FLOWERS, MAY & MOLONEY, Counsel

The Michigan Mercantile Agency

Special Reports.

Law and Collections.

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

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

Personal service given all claims. Judgments obtained without expense to subscribers

LOOMIS & GASSENMEIER...

MANUFACTURERS OF

SHOW CASES

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

612 Michigan Avenue, East

Lansing, Michigan

FOR A SUMMER CRUISE TAKE THE COAST LINE

To Mackinac

NEW STEEL

PASSENGER

STEAMERS



COMFORT,

SPEED

and SAFETY

The Greatest Perfection yet attained in Boat Construction — Luxurious
Equipment, Artistic Furnishing, Decoration and Efficient Service.

To Detroit, Mackinac, Georgian Bay, Petoskey, Chicago

No other Line offers a panorama of 460 miles of equal variety and interest.

FOUR TRIPS PER WEEK BETWEEN

Toledo, Detroit and Mackinac

PETOSKEY, "THE SOO" MARQUETTE
AND DULUTH.

LOW RATES to Picturesque Mackinac
and Return, including Meals and Berths.
Approximate Cost from Cleveland, \$17;
from Toledo, \$14; from Detroit, \$12.50.

DAY AND NIGHT SERVICE BETWEEN

DETROIT AND CLEVELAND

Fare, \$1.50 Each Direction.

Berths, 75c. \$1. Stateroom, \$1.75.

Connections are made at Cleveland with
Earliest Trains for all points East, South
and Southwest, and at Detroit for all
points North and Northwest.

Sunday Trips June, July, Aug., Sept. Oct. Only

EVERY DAY AND NIGHT BETWEEN

CLEVELAND, PUT-IN-BAY AND TOLEDO.

Send for Illustrated Pamphlet. Address
A. A. SCHANTZ, C. P. A., DETROIT, MICH.

Detroit and Cleveland Navigation Company.

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.

MICHIGAN TRADESMAN

Volume XV.

GRAND RAPIDS, WEDNESDAY, MAY 4, 1898.

Number 763

COMMERCIAL CREDIT CO., LIMITED, of Grand Rapids, Mich.

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

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

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

THE MERCANTILE AGENCY

Established 1841.

R. G. DUN & CO.

Widdicomb Bld'g, Grand Rapids, Mich.

Books arranged with trade classification of names. Collections made everywhere. Write for particulars.
L. P. WITZLEBEN, Manager.

Rare Chance for Small Capital.

A plant equipped for planing, resawing, turning, inside finishing, etc., costing originally over \$10,000, offered for about one-third that. Good condition. Now in operation. Just taken on debt by present owners who have other business. Growing city, 8,000 population. Fine surrounding country. Good opening for lumber yard. Certainly a SNAP. Easy terms. Lock Box 7, Traverse City, Mich.

Prices, styles, fit and make guaranteed by

KOLB & SON,

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

See our \$1 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, from Thursday, May 12 to Monday, May 16 inclusive. He has been with us 16 years and will use you right. Customers' expenses allowed.

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.

PREFERRED BANKERS LIFE ASSURANCE COMPANY OF DETROIT, MICHIGAN.

Commenced Business September 1, 1893.

Insurance in force.....	\$2,746,000.00
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.....	40,061.00
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.....	\$25

FRANK E. ROBSON, PRES.
TRUMAN B. GOODSPEED, Sec'y.

Save Trouble
Save Losses
Save Dollars

TRADESMAN COUPONS

SELLING BY SAMPLE.

How Furniture Orders Were Secured Thirty Years Ago.

The furniture salesman on the road does not have a lot of sample cases to worry about and the demands of the baggage master for excess charges have no terrors for him. He travels "light" and can carry all his "samples" in a small bundle under his arm, although he usually has a neat leather case for them. The furniture salesman's "samples" are not the real things. He does not tote around with him a \$500 bedroom suit or a \$300 outfit for a dining-room to show his customers. He does better. He has all the furniture that his house has to sell carefully reproduced with the aid of the photographer's camera and can carry a hundred or a thousand of them around the country with less trouble than he could handle a single chiffonier life size. A large proportion of the furniture sold is sold by photograph; and what is true of furniture is equally true of coffins, baby carriages, willow ware, some kinds of machinery and various other lines. The clothing, dry goods, shoe and grocery salesmen must go armed with samples and sample cases and their progress through the country is marked with physical and moral wreckage, but the furniture salesman is fully equipped for business when he has his photograph album under his arm.

The use of the photograph in selling goods is a modern development. Who first thought of it is not recorded in history, but its history dates back scarcely thirty years. When the Grand Rapids manufacturers sought distant markets for their wares after the war, they loaded a couple of freight cars with furniture and sent them out in charge of a salesman. The dealers along the route to be taken were notified when the cars would reach them and they were expected to come down to the sidetrack where the cars were located to look over the stock. The buyers selected such stock as they wanted and then the cars were hitched to the next passing freight train, to be taken to the next stopping place. Several times a boat was loaded with furniture in the same way and made the round of the lake ports. In the early days considerable furniture was sold in this manner in Milwaukee, Chicago and other points. This method of doing business was slow, cumbersome and unsatisfactory, but it was the best, if not the only way, to do it in the early days of the furniture industry. One other way was practiced on a small scale, and that was to make up the goods in miniature and carry the "baby" sets around as samples, but this was almost as unsatisfactory as the freight train process, although not so cumbersome or slow.

One of the Grand Rapids furniture salesmen—it is said to have been Julius Berkey—was off on a trip about thirty years ago and, having to wait at some railroad station for connections, he chatted with the representative of a baby carriage house. The baby carriage man had solved the sample problem. He had photographs of his goods

and proudly showed how convenient and efficient they were for the purposes intended. Mr. Berkey returned home and it is said he put in several days of hard hinking and then he had some furniture photographed. The result was very satisfactory and from that day to this furniture has been sold by photograph. It took study and time to bring the furniture photographs up to the required degree of excellency, but the difficulties were speedily surmounted. The gloss of the finished goods spoiled the first efforts and this was overcome by photographing in the white, and the trouble of getting a satisfactory picture of the mirror was avoided by leaving the mirror out.

O. W. Horton was the first furniture photographer in the city, and he did it as a side issue to his regular photographic business. About twenty-three years ago James Bayne began doing furniture photographing in connection with his business and he moved his gallery to the first floor of a block on Fountain street to save the trouble and difficulty of carrying the goods upstairs to be "taken." Mr. Bayne continued making furniture a side issue for several years, but the furniture business increased to such an extent that he finally decided to make a specialty of it, and for this purpose erected a gallery on North Front street.

Three or four of the furniture manufacturers have their own galleries and operators and do their own work in this line. Several have galleries, but when there is work to be done call in an experienced operator to do it. Many manufacturers send their goods to the gallery to be operated upon. The skill of the Grand Rapids artists has become so widely known that goods are shipped here from a dozen different states hundreds of miles away. The qualities of a good photograph are its clearness of detail and the lights and shadows, and the difference of a fraction of a second in the exposure may make all the difference in the world in the excellency of the work.

For many years wood cuts were used exclusively in catalogue work and the Grand Rapids wood engravers won a high reputation for their talent in this line. Various processes were tried for reproducing the photographs and experiments were tried with zinc etchings, but for catalogue work wood cuts held their own against all competitors until the halftone process was discovered and applied. To-day halftones are used very largely, although both wood and zinc engravings still occupy a considerable place, and high grade work in halftone is only a little inferior to the photographs themselves. The halftones or other kinds of engraving, however, do not displace the photographs, but increase the demand for the latter. As many photographs are printed as before the halftones were invented and many pieces which were not photographed before are now placed before the camera, that the halftones may be made later.

Examine yourself and you won't boast. Brag indicates shallowness.

Advantages of Frequent Buying.

Some merchants make a practice of buying goods in large quantities, and with the exception of "sorting up," do not buy oftener than two or three times a year. The merchant who follows this plan of buying does so because he considers it the most expedient, arguing that he saves in freights and secures better services on account of buying in large quantities. Good argument, but every question has at least two sides. The merchant who buys in large quantities at long intervals is as certain to have stale goods on hand as the day of payment is to arrive—excepting, of course, in the most staple articles. Large bills are harder to pay than small ones, and the cash discount will be less frequently taken advantage of.

The merchant who buys often and in smaller lots has the advantage of always having fresh goods in stock. He is able to have the latest. His stock looks inviting, and this of itself is a great factor in selling goods; fresh goods sell readily at a margin where shop-worn articles go begging for buyers, although offered at cost or less. The bills are smaller, and the wide-awake merchant, such as the one just described, will take the cash discount on each bill.

Another feature of frequent buying is that it is a good advertisement. To be unpacking new goods every week impresses people with the idea that you are doing a good business, and they will trade with you. There is no scripture more true than that which, as quoted by a certain old lady, says: "Them as has, gits." People do not as a rule spend much time hunting for a store where few other people trade, in order to make their purchases undisturbed by the crowd, or as a matter of charity to assist some antediluvian to remain in business. When people want moss they go to the woods for it; when they buy goods they want the latest, and they follow the crowds.

The merchant that buys often and pays the cash, even although individual orders are small, will buy more goods, and sell more during the year than if he bought in large quantities at longer intervals. His trade will be sought after by the wholesaler, and it's dollars to doughnuts that he will get as good or better prices than his neighbor who buys but three or four times a year.

The Spanish moss hanging to trees in this country for existence seems to be a little more drooping than usual.

An army officer on dress parade is a thing of beauty; but when he goes into battle he is dressed to kill.

Spain will not issue lettes of marque immediately. She does not know where to make her mark.

The Spanish fleet has sailed so often from Cape Verde islands that it must be nearly worn out.

After people have grown old they commence to hunt ways and means for keeping young.

Hardware

Prosperous Outlook for the Retail Trade.

The business outlook at present is most encouraging. Not since '92 has the spring trade opened up with so large a volume, and so variegated a demand for staples and specialties. Things in other trade channels, cognate and non-cognate to ours, are not generally satisfactory, probably due to the unusually mild winter, but as regards the hardware trade there is no room for complaint.

The opening of navigation will further influence activity at all the great lake centers, from Chicago down to Buffalo. If present rates are a criterion, then we shall certainly have a busy navigation season. The war scare, or war possibilities, may place a temporary embargo on certain transactions; at least, such is the attitude now. But there cannot be a depression, conditions now developing in the market precluding such a contingency. Country merchants are buying freely in anticipation of big crops at good prices. Farmers are very confident, and the war contingency is only strengthening this feeling.

The bicycle trade is opening brightly. Shipments made thus far are 25 per cent. larger than for the same period last year. Both the \$50 and \$75 grades are well represented in these shipments. The only bad feature is the surplus of old-style wheels with which many dealers are loaded down, and to move which ruinous concessions are sometimes made. Not until these wheels are well bought up will there be a marked demand for '98 makes.

Dealers report an unusual demand for painters' materials. This augurs well; the incipient demand being so pronounced, only the best of results may be anticipated, the season once being well advanced. There has been a lull in this line for years, and country dealers have, therefore, bought sparingly. Such a casualty is therefore remote this season.

The windows of up-to-date dealers are now filled with the season's goods. Such displays include everything, from the carpet stretcher to the lawn mower, from the household refrigerator to the "bike." In fact, this is the season for variegated and effective displays, and every dealer ought to be intent upon bringing out the best results. A unique display coming to my notice embraced a window transformed into a lawn. Soil had been spread and this had been sown to grass. The grass, which had grown a foot high, had been cut one width of the mower, and it was a clean cut, to be sure. Any prospective mower buyer would have certainly preferred this make to any other. The mower was the background attraction of this improvised lawn; the catcher attached to it was yet filled with the mown grass. A notice in the window guaranteed a limited quantity of the seed from which the "display" grass had been grown, gratis to any buyer of the mower. The mower was decorated with a banner, inscribed with the text, "Don't be cruel to the grass; it looks so green and fresh."

Here's how an enterprising country dealer words his announcement: "A mild winter is generally productive of a busy fly season, and, according to old farmers, that's the outlook this year. I am prepared for it, and having the welfare of my fellow citizens at

heart, I am also prepared for them. My line of fly nets and screens is now complete. Buy early, and avoid the flies."

Here's another: "Don't be a tool in another's hand. Own your tools, be they garden tools or field tools. We shall make it an object to you to own them, if the money problem stands in the way."

A dealer who specializes corrugated iron ware has his window transformed into an interior aspect of a miniature storeroom. Sidings, ceiling, roof, in fact, every evolution of the line had been employed in the construction. Colored prints, showing the picturesque and artistic effects which may be obtained by using this material were scattered about. Simple as it was, the display was the wonderment of thousands.

This is an advertisement, too: "The coming war with Spain will create war prices in powder, ammunition and arms. Having a large stock on hand, we are yet enabled to quote old prices. Remember, the sporting season isn't far off, and the money saved in buying now may pay your way home in a palace car."

Efforts tending to organization of retail hardwaremen's associations are being made everywhere. Most cities already have such associations. County associations, embracing the country merchants, are the object of the latest efforts. These are a great desideratum, for they will aid in educating the country trade and acquaint them with the progressive ideas and features of the age, to a degree, for discussion of mutual interests will always lead to good. Besides, the former dead-beat list has grown so large that organization seems the only solution.—J. B. Rindfleisch in Hardware.

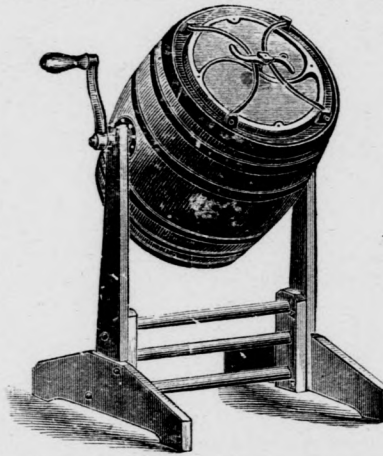
German Millionaires.

From the Wilmington Morning News.

The differences in the unit of money in different countries make a considerable difference in the practical meaning of the word "millionaire." Webster's Dictionary defines a millionaire as "one whose wealth is counted by millions." In popular use one who has a million is regarded as a millionaire. In the United States it would be \$1,000,000. In England it would be £1,000,000. But as the pound sterling is worth \$4.86 and a fraction of our money, the Englishman would require nearly five times as much actual capital as the American before the Englishman could take rank in the noble army of martyrs known as "millionaires."

In Germany, where the unit of value is the mark, which is worth 23 cents and a fraction in our money, much less actual capital is required to make a man a millionaire than in the United States. I had this fact impressed upon me by reading in a German newspaper that, according to the Statistical Year Book of Berlin, that city of over 1,000,000 inhabitants contains 2,092 millionaires—"each person who has an income of more than 36,000 marks being reckoned as a millionaire." Thirty-six thousand marks is less than \$9,000—and \$9,000 a year seemed to me to be a rather small "millionaire" income. I found, however, by a rapid computation, that 36,000 marks is a little more than 3½ per centum on 1,000,000 marks (about \$240,000)—and there you have your millionaire according to the German unit value. According to the same authority there are 477 "thaler millionaires" in Berlin—a thaler being three marks, so that each of this variety of millionaire has a capital of 3,000,000 marks, or about \$720,000. The wealthiest man in Berlin has an income of 1,720,000 marks, or, roughly, \$400,000. Only seven Berliners have an income of more than 1,000,000 marks—\$240,000.

The Favorite Churn



Exclusive agents for Western Michigan.

FOSTER, STEVENS & CO., Grand Rapids.

Clark=Rutka=Jewell Co.

Ionia Street,
Grand Rapids, Mich.

Opposite Union Depot.

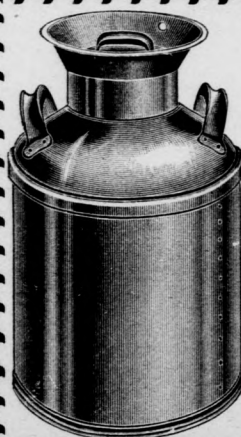
New Wholesale Hardware House

New House, New Goods, New Prices.

Call and see us when in the city.

Write us for prices.

Clark=Rutka=Jewell Co.



Wm. Brummeler & Sons

Grand Rapids, Mich.

Manufacturers and Jobbers of

Tinware and House

Furnishing Goods

New Illustrated Catalogue sent to dealers if they drop us a card. Every dealer should have it.

Rapid Introduction of Acetylene Gas Appliances.

In the great majority of the towns and villages of the country there is almost an imperative demand for an illuminating medium which shall rescue the average stores, hotels and other places of business and manufacture from the unpleasant and depressing gloom to which they are now condemned in all but daylight hours. In such towns there has been no adequate means of lighting procurable at any cost. Even in those localities among the smaller towns where electric plants are maintained for lighting, the service is distressingly poor—the incandescent bulbs might about as well be supplied with fireflies and the flickering and sputtering arcs are of little more efficiency. Thus in a vast number of business places there was, and is, the imperative need of some medium which should furnish sufficient illumination at reasonable cost.

Since the discovery of the illuminating power and quality of acetylene gas a vast amount of effort has been expended in devising means for its utilization. At the first, attempts were made to handle the liquefied substance, but it soon became demonstrated that it was practically impossible to do this and guard against the formation of explosive mixtures with air, and so it was not long before the material was decided to be too dangerous for practical use. The great number of accidents attending the use of this form finally created a prejudice against it, which has been hard to overcome.

The practical use of acetylene seemed possible and easy as soon as its manufacture in the form of carbide was found to be feasible. Experiment demonstrated that this substance is among the most inert and indestructible as long as it is kept from moisture. It is a material twice as heavy as soft coal, and considerably heavier than the hardest, and is so refractory that it requires the strongest crushing machinery to reduce it to a suitable fineness for transportation and use. At the first when this form made its appearance, the problem of its use seemed sufficiently easy. It was only necessary to construct an apparatus which should bring enough moisture into contact with the material to generate the gas and then collect and burn the latter; but in actual practice this was not found to be so easy after all. At the first the efforts were failures, because the burners used were not suitable. It was a considerable time before it was found that the gas must be burned in exceedingly small quantities to secure proper combustion, and a suitable burner was constructed which has an orifice which is a small fraction of that used in an ordinary gas burner.

After this improvement had been made it was found that, while the simple and crude apparatus so easily devised by almost any tinsmith would produce the light, and possibly answer the purpose of lantern exhibitions or other temporary uses, there were difficulties which at one time seemed almost insurmountable in the way of making a permanently effective generator. The continued use of such apparatus would clog and get it out of order and the gas would be saturated with moisture to an extent which nearly destroyed its light-giving value. The outcome of such experiments was discouraging, and it was not until the problem was undertaken scientifically that its promise of practicality showed signs of realization.

Recently there have been a number of generators, or gas machines, devised which meet all the requirements of practicality and durability, with little tax upon attention. While the best of these are comparatively simple, there are yet enough of scientific problems involved to require the most careful work of the inventor. The fact that the material had been given so bad a name, on account of the attempts to utilize it in the wrong forms, or to employ unsuitable appliances, made the insurance underwriters especially careful about granting the permits for such machines, and only those which conform to the most rigid standards and stand the most exacting tests are thus favored.

Stimulated by the desire to secure a portion of the orders which are being placed for generators, numerous tinsmiths in country towns have undertaken the manufacture of machines, without the necessary experience, material or tools to produce satisfactory results. Aside from the menace these generators are to the users by invalidating their insurance policies, they are also dangerous by reason of their liability to explode and thus cause loss of life as well as destruction of property.

Since perfected generators have become available, the demand is shown by the fact that they are "going like hot cakes." The manufacturers of the approved machines report that they are not able to keep up with the demand, and that orders are coming not only from towns where there is no public lighting, but also from many supposed to be well provided in this regard. There is also a considerable demand from summer resorts and from the better class of farm dwellings and other country residences. The rate of increase in the use of such machines is such as to show that it is only beginning. It is interesting to conjecture to what proportions it will grow. The material for the lights in the form of calcium carbide is now so cheap that it competes with any other form of artificial light; but if the ratio of increase in its use continues very long there is little doubt that it will result in increased cheapness.

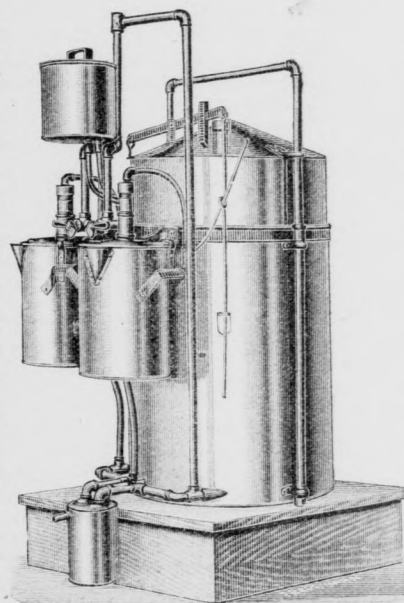
Heated Hat racks.

In England heated hat racks have been installed in several schools. This is a heated hat and coat rack for public buildings, and is particularly valuable for schools attended by small children. The device is made entirely of iron tubing, the horizontal bars supporting the hat and coat pegs, while the upright tubes are connected with a supply of hot air which is allowed to circulate through the tubing. The advantage of this apparatus is apparent, as on wet days the clothes are dried as they are hanging on the pegs, and the heat from the tubes also warms the cloak room in which the stand is placed. When the weather is dry or there is no necessity for the heat the supply can be cut off as in any other heater.

Profit Sharing in Sioux City.

A profit-sharing plan has been decided upon by the firm of Davidson Brothers, Sioux City, Iowa, and they will proceed to reorganize their business at once. The plan is to form a stock company, with a capital of \$150,000, of which \$80,000 will be retained by the firm, \$20,000 for the employees, and \$50,000 will be offered to the public in \$100 shares, not more than one share being sold to each family. This latter stock will be a preferred claim upon all company property, it will draw 6 per cent. interest, and if the holder is dissatisfied it will be bought in by the company after twelve months.

We Are the People



Our new Acetylene Gas Generator, which has been before the Board of Underwriters for several weeks, has received the approval of that organization and we are now prepared to execute orders for all sizes promptly. We claim for our generator superior strength, simplicity of construction, durability, economy in operation and elasticity of capacity, and candidly believe that an inspection of our machine and a comparison with the

generators of other manufacturers, will result in the selection of our generator. Illustrated catalogue and price list furnished on application. All enquiries promptly and carefully answered.

M. B. Wheeler Electric Co., Grand Rapids.

Michigan Acetylene Gas Co., Ltd.

Jackson, Mich.

The following letter from a noted patent expert is self explanatory:

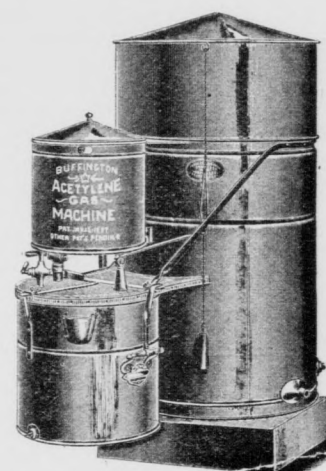
Detroit, April 20—I have just returned from Washington, and while there in connection with my patents, I had occasion to go through the files and examine patents pertaining to the generation and control of Acetylene Gas. With me was an expert from the office of R. G. Dyer & Co., late commissioner of patents. It may be a source of some satisfaction to you to know that he pronounced the "Bullington" generator the best thing of the kind on the market, and we examined over a dozen different generators pertaining to this industry.

E. C. NORRIS, Electrician.

Sproul & McGurrian,

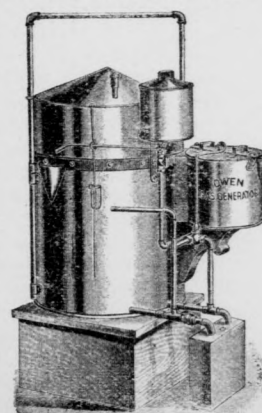
General Agents for Western Michigan.

DISPLAY ROOMS, 10 E. FULTON ST., GRAND RAPIDS, MICH.



THE OWEN

ACETYLENE GAS GENERATOR



- Absolutely automatic Re-
- quires no more care than a
- small hand lamp. The only
- generator manufactured in
- Michigan that has been granted
- a permit by the UNDERWRIT-
- ERS' INSURANCE ASSOCIATION.
- For full information and prices
- address the manufacturers.

Geo. F. Owen & Co. Grand Rapids Michigan.

Around the State

Movements of Merchants.

Morenci—G. A. Acker has opened a dry goods store.

Empire—R. Gidley has sold his drug stock to Dr. Burke.

Crystal City—Fitts & Rotger succeed C. B. Fitts in general trade.

Woodland—Leonard & Warner succeed F. A. Ferris in the meat business.

Borland—Eli Lyons, of Altona, will open his new general store here May 5.

Hillsdale—E. T. Beckhard has sold his grocery stock to L. F. Beckhard & Co.

Crystal—J. H. Orcutt & Co. have sold their meat business to Nighbaum & Finney.

Ferry—P. F. Ernst has sold his drug stock to J. E. Converse, who will continue the business.

Lansing—L. A. Driscoll & Co., cigar dealers, have dissolved. L. A. Driscoll continues the business.

Hopkins Station—W. Tiefenthal and W. Nicholai will shortly open a general store at this place.

Battle Creek—Hodge & Hoagland succeed Hodge & McCoy in the wholesale fruit and produce business.

Saugatuck—Russell Taylor has purchased the grocery stock of W. L. Dole and added same to his general stock.

Dexter—C. L. Bowman has purchased a building which will be refitted and used for a bean and wheat elevator.

Hopkins Station—Fred Rockwell, meat dealer, has commenced the stone foundation for his new brick store building.

Muskegon—S. Cohen & Co. are preparing to open a new dry goods and clothing store next door to Christie's grocery.

Advance—A. B. Steele has purchased the general stock of the estate of the late Wm. Gardner, of Boyne City, and will remove to that place.

Charlotte—R. L. Carl, furniture dealer and undertaker at Edmore, will shortly open a furniture store at this place, with W. G. Wisner in charge.

Big Rapids—The J. H. Megargle grocery stock has been purchased by C. H. Mynering & Co., who will continue the business at the same location.

Battle Creek—The meat firm of L. A. Woods & Co. has been dissolved. The business will hereafter be conducted under the management of W. A. Cowles.

Traverse City—E. G. Cherryman, formerly engaged in the undertaking business at Grand Rapids, has opened a general store on North Manitou Island.

Manton—M. J. Compton and Reynold Swanson have formed a copartnership and will engage in general trade under the style of Compton & Swanson.

Cadillac—The meat market firm of Gardner & Wagar has been succeeded by Ruehmann & Wagar, Mr. Ruehmann having purchased the interest of J. B. Gardner.

St. Johns—C. A. Putt has sold his grocery stock to Jos. Simmons. Guy Longcor, who has been an efficient clerk for Mr. Putt, will continue with Mr. Simmons.

North Lansing—John Eichle has sold his stock of groceries to the Banner Grocery Co. and the latter will take possession of Mr. Eichle's old stand about May 10.

Freeport—Geo. Simpson is now proprietor of the Freeport meat market, having purchased the interest of Messrs. Whitford and Kelley in the firm of Kelley, Simpson & Co.

Torch Lake—Messrs. Van Ailsburg and Beckman have merged their meat markets into one and will hereafter continue the business under the style of Van Ailsburg & Beckman.

Delray—The Delray Hardware Co. succeeds E. M. Alexander & Son in the hardware business. A. Harshaw, for the past twenty-five years a hardware merchant of Alpena, will manage the store.

Bad Axe—The copartnership existing between Byron E. Butler and Mrs. Frances E. Carpenter, under the style of B. E. Butler & Co., has been dissolved. The general store will be continued by Mr. Butler.

Hillsdale—C. H. Chapman and W. W. Chapman, who have conducted a shoe store at this place under the style of C. H. Chapman & Co., have dissolved partnership. C. H. Chapman will continue the business.

Detroit—The Standard Clothing Co. has filed articles of incorporation. The capital stock is \$5,000, of which \$1,000 is paid in. The shareholders are David King, 89 shares; Jacob King, 5 shares; William Wolffsky, 6 shares.

Manufacturing Matters.

Leland—Wilbur F. Gill has been appointed receiver of the Leland Lumber Co.

Kalamazoo—W. L. Root is now the owner of the Kalamazoo Electric Soap Co.

Sylvan—Manley & Raymond are shipping their stock of lumber to Saginaw and their sawmill will be started this week.

Bay City—Campbell & Brown have contracted for a large quantity of hardwood logs and their sawmill will be fairly supplied.

Benton Harbor—Manager Portman, of the Bangor box and basket factory, has leased a building and opened a fruit package depot.

Roscommon—The Hodgman Manufacturing Co.'s plant was sold last week for the sum of \$8,000 and was bid in for the bondholders.

Saginaw—A. E. Robertson & Co., who recently embarked in the manufacture of waists and skirts, are now employing thirty-five hands.

Clare—Wm. Callam, of Saginaw, has entered into an agreement to have a seventy barrel flouring mill in operation here inside of ninety days.

Sault Ste. Marie—G. J. Griffith, of Pickford, is erecting a woolen mill at this place, which he expects to have in operation sometime in June.

White Pigeon—The White Pigeon Creamery Co., which is owned by forty-eight citizens of this place and vicinity, began operations May 2.

Marquette—The Marquette County Telephone Co. has begun the work of extending its line to Humboldt, Republic, Champion and Michigamme.

Mears—J. W. Jipson has purchased a third interest in the furniture manufacturing establishment of Riddell & Bennett. The new firm will be known as R. W. Riddell & Co.

Saginaw—The O'Donnell, Spencer & Co. planing mill concern is going through the process of reorganization and there is a reasonable prospect that the industry will be continued in operation.

Delray—W. F. Hurd and P. A. Wagnitz have formed a copartnership under the style of the W. F. Hurd Co. for the purpose of continuing the planing mill business heretofore conducted by the Delta Lumber Co.

Carson City—Frank A. Rockafellow has acquired the grain elevators formerly owned by the F. A. Rockafellow Mercantile Co. and will continue the business under the style of the Rockafellow Grain Co., Limited.

Detroit—The Wheel Trueing Brake Shoe Co. has been organized with a capital stock of \$60,000, all paid in. The object of the new company is the manufacture of a patent brake shoe, which is used for the purpose of trueing up flat wheels, a test of which was recently made by the Rapid Railway and found to be entirely successful in removing all flat surfaces from the car wheels while the cars were in actual use. The new shoe will be manufactured in Detroit.

Upper Peninsula Patriotism.

Marquette, May 2—In no part of this great country of ours is it possible for the people to be more patriotic and deeply interested than in this Peninsula. Although the population is mixed, nearly all nationalities being represented, yet in the present crisis they are as one—all true and loyal Americans, willing to face the worst, if need be, to uphold the dignity of the nation and protect the flag.

Around the bulletin boards gather all classes, all ages and both sexes. Marbles and base ball are of secondary interest to the school boy, who, with books in hand, on his way to school, will stop to read the latest news. Beside him can be seen the tottering old man, devouring the reports and living again the stirring times of '61. Political and industrial strife are lost sight of. All parties and creeds elbow each other in quest of information. All thoughts are centered at Washington and all wishes are for a speedy settlement of the difficulty—one that will be an everlasting honor to our country, freedom to the Cubans and deserved chastisement to the most barbarous and cruel kingdom on the face of the globe.

War is a terrible thing and it was brought home to the people in full force when six companies of State militia left the Upper Peninsula to rendezvous at Island Lake. When the time came for the boys to leave their home towns, business was suspended and everybody turned out en masse to bid the boys good-bye. 'Mid the martial music and the cheers of the people, it was agonizing to see—and with misty eyes at that—fond parents, sweethearts, wives and children taking farewell of their loved ones, knowing full well that all the boys will never return. The boys choked down the lumps that arose in their throats and, with a forced smile, waved a parting adieu as the trains steamed away, leaving those behind to the full realization of an important role in life's drama—that of soldier—and in future years to be haunted by the last scene in the play "A Soldier's Farewell." From the time the brave boys go to the front the anxiety of those at home will be increased, and to whose lot shall fall the sorrow caused by the death of those near and dear while in the service of their country. Consolation must come from the fact that the loved ones who answer the final call helped to shatter the sceptre of a most tyrannical government, helped to break the Spanish shackles that have been fastened upon Cuba for many a generation, and helped to liberate an oppressed people who will find life worth living and whose last prayers will be for the brave American boys who responded to our country's call to arms.

QUIX.

On Its Last Legs

Albion, May 3—The trading stamp swindle is finding it up-hill business trying to secure another lease of life in this vicinity. The merchants do not seem inclined to divide what little profit there is in business with people who have nothing invested.

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

Claims He Was Not Violating the Law Knowingly.

Allegan, April 29—In regard to the item in the Tradesman relative to my arrest for handling impure goods, will say the Extra Honey Drips purchased of W. M. Hoyt Co. we handle in gallon and half gallon cans. The cases in which they were shipped were properly labeled. Soon after we received the syrup one of the Food Inspectors called on us and he said to us: "If you mark the cans 'Glucose' with a pencil, that will be all that is necessary," which we did at once. On March 4 another Inspector called and, after looking over my stock of goods, said he would like a sample of the syrup, which he claimed was not properly labeled, although we had carried out the instructions of the other Inspector. The analysis of the sample is the one you refer to in your item.

During my conversation with the inspector we mentioned French peas and he said he would like a can to send in to Lansing to have analyzed, which I was perfectly willing he should do. He gave me a receipt for both the syrup and the can of peas, showing that he purchased them for that purpose. On April 9 I received notice from them that the peas were colored with copper salts and that to expose or offer for sale would be considered a violation of the law. As soon as I read the notice, we went through our canned goods and packed up every can that could be found and did not expose or offer for sale a can after receiving their notice and had not the slightest intention of ever selling another can. On April 13 the State Commissioner, with Inspector, came here and got out a warrant for me for selling the Inspector the can of peas which we let him have on March 4 to be analyzed.

I have always tried to comply with every law and have never broken a law in my life knowingly and this is the first warrant I ever had served on me and I can not understand why they should do as they have done, as I think there is not a grocer in Michigan who would not be subject to perhaps a dozen warrants on as good a ground as the one they issued for me, as I had not the slightest thought that the peas were colored with copper. F. H. GREEN.

So far as the low grade corn syrup purchased of the W. M. Hoyt Co. is concerned, the Tradesman has already expressed its opinion. The goods were not properly labeled—according to the rules of the Department—and the analysis disclosed the fact that they were a miserable mixture so labeled as to deceive the public into believing that they were getting something besides a compound containing only a small percentage of cane syrup.

Mr. Green's contention that he did not know that French peas were colored with copper salts does not comport with his intelligence and business acumen. He is very generally regarded as one of the shrewdest merchants in the State and has made money—and plenty of it—where others have failed to succeed. When the food laws went into effect, it was conceded by all who are familiar with the subject that French peas must be banished from the shelves of retail grocers. Grand Rapids grocers either shipped the goods in stock back to the house from which they were purchased or transferred them to their own homes for their own consumption. The Bulletin of the Department has uttered frequent warnings and every inspector ever put in the field by the Department has warned grocers that the sale of French peas is a violation of the law. How Mr. Green can reconcile his assumption of innocence or ignorance with these facts is more than the Tradesman can understand.

Be both smart and steady if you can, but be steady anyhow.

Grand Rapids Gossip

C. H. Weeks succeeds Weeks & Lawrence in the flour and feed business at 194 Stocking street.

M. E. Scott has opened a grocery store at 127 Canal street. The Lemon & Wheeler Company furnished the stock.

The report that VanderVeen Bros., grocers at 500 West Leonard street, have dissolved partnership, is denied by both partners constituting the firm.

Sidney F. Stevens (Foster, Stevens & Co.) and wife have returned from a ten days' absence at Old Point Comfort and Washington, where they met Commodore Schley, Senator Hanna, President McKinley and other noted Government officials and statesmen.

W. D. Reynolds has engaged in the grocery business at Coopersville. The stock was furnished by the Clark-Jewell-Wells Co. Mr. Reynolds has conducted grocery stores at Coopersville, Lake Odessa, Ionia and Greenville, and now returns to the town where he scored his first success as a merchant.

The annual meeting of the Michigan Wholesale Grocers' Association will be held at Detroit next week, the initial session opening at 2 o'clock Tuesday afternoon. It is expected that the proceedings will occupy two or three days, as matters of vital importance to the members are coming up for discussion and action.

The new book of the Citizens Telephone Co. shows total telephone connections of 2,326, being 1,600 business phones and 726 residence connections. Thirteen hundred and seven of the patrons of the Citizens company have no other telephone service. The Bell exchange has now about 1,150 phones, about three-quarters of which are free and the other quarter are taken at any price the users are willing to pay, there being no regular schedule observed and all sorts of inducements and conditions being made to keep the phones in use.

It is expected that at the special meeting of the stockholders of the Citizens Telephone Co., to be held next Thursday evening, the capital stock will be increased from \$100,000 to \$200,000; that the surplus, which amounts to about \$25,000, will be divided among the present stockholders in the shape of a 25 per cent. stock dividend, and that additional stock will be sold from time to time as the necessities of the company require. The net earnings of the company are not only sufficient to pay the regular 2 per cent. quarterly dividend on the present capital stock, but also on the increased capital now under contemplation.

The able paper on Profit Sharing, published elsewhere in this week's issue, is worthy of careful perusal by all who are interested in economic subjects. The writer, Mr. Wm. Widdicomb, speaks from a business experience of nearly forty years, over half of which time was devoted to manufacturing. As the President of the Widdicomb Furniture Co. up to fifteen years ago, Mr. Widdicomb came to be regarded as one of the ablest authorities in the country on all subjects pertaining to the manufacturing business. Having given especial attention to the study of profit sharing, he is excellently fitted to discuss the subject understandingly; and

all who take pains to read the treatise will agree with the Tradesman in the statement that Mr. Widdicomb has covered the ground fully and fairly, in a masterly manner.

The Produce Market.

Asparagus—75c@\$1 per doz. for Southern stock.

Bananas—The movement of this fruit continues to be large, in expectation of an advance because of the war. Prices are unchanged, as they must be when so large stocks are coming. They are moving out very well, however. No. 1 stock is firm at \$1.50@1.60.

Beans—Hand picked stock advanced 35c in ten days, but declined 2c Monday. The advance is attributed to the rapid advance of grain and potatoes and to the increased demand incident to the war. Local dealers hold city picked at \$1.20 per bu. in carlots and \$1.30 in smaller quantity, including bags.

Beets—Old, 30c per bu. New, 75c per doz. bunches.

Butter—Dairy and creamery are both weaker, in consequence of the increased supply. Fancy dairy commands 12c and extra fancy fetches 13c. Factory creamery is in moderate demand at 16c.

Cucumbers—\$1.25 per doz. for Southern grown.

Eggs—Local handlers are now paying 9c on track, having paid as high as 10c the latter part of last week, on account of strong competition on the part of Michigan buyers. The quality of the receipt's is excellent, the proportion of spoiled eggs being next to nothing.

Green Onions—10c per doz.

Green Peas—\$1.50 for 3/4 bu. crate.

Honey—Dark ranges from 9@10c. Light stock commands 12c.

Lemons—Prices are advanced a trifle on Messina stock and are firmer on California fruit. The movement is good for this season of the year.

Lettuce—8@10c per lb.

Onions—Dry continue to advance, choice stock commanding 65@75c per bu.

Oranges—An advance of 25c has occurred and the market is strong at the advance. This is the first advance in the market for nearly two months, although the quotations have been rather higher than ruling prices, especially on fairly large lots. The movement is excellent.

Parsnips—25c per bu.

Pieplant—2c per lb. for home grown.

Pineapples—Medium Floridas command \$1.75 per doz.

Potatoes—The market has continued to advance, with every indication of the price going to \$1 per bu. inside of thirty days. Buyers are now offering 70@75c, but as stocks are now pretty well concentrated and farmers are too busy with their spring work to stop to draw their supplies to market, it is difficult to obtain any considerable quantity except by offering a price above the actual market. New stock is beginning to arrive and is sold on the basis of \$2.25 per bu.

Seeds—Timothy, prime, \$1.45@1.50; Medium clover, \$3@3.25; Mammoth clover, \$3.15@3.40; Crimson clover, \$2.35; 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—Mississippi, Louisiana and Virginia stock is now coming in freely, commanding \$2.40 for 24 pints and \$4.50 for 24 quarts. Tennessee stock was expected to begin to arrive this week, but none has yet come in.

Tomatoes—\$3.50 per 6 basket crate.

Vegetable Oysters—15c per doz.

Wax Beans—\$3 per 3/4 bu. crate.

Popular Week End Excursion to Detroit.

The Michigan Central Railroad will run a special train to Detroit Saturday, May 7, leaving Union Station at 8 a. m. Tickets only \$2, good for return on regular trains up to and including morning train leaving Detroit Monday, May 9. Bicycles carried free. Phone 606.

W. C. BLAKE, Ticket Agt.

The Grocery Market.

Sugar—The market is strong, with every indication of a higher range of values. Refiners are still heavily oversold, shipments being delayed for several days on nearly all grades. In reviewing the sugar situation Czarnikow, MacDougall & Co. say: "Very little has been said so far about best sowings, but judging from the strong tone in the European markets, and the recent advances in price, and also from the much higher prices now obtainable for wheat, it seems reasonable to suppose that the beet sowings this year will show a falling off from those of the two previous years. Nearly all the sugars engaged for shipment from Cuba, whether sold to our refiners or coming on consignment, were shipped before the blockading of the ports, and consequently the receipts from Cuba last week were again large, namely, 26,000 tons. The receipts from same quarter will not be much over 12,000 tons this week, after which none can be expected unless the blockade is lifted. The customary cabled advices of receipts from the interior and of exports have not been received from Cuba, but approximately we think that the stocks now in the island are not far from 80,000 tons, and as some of the estates are still grinding, the total amount of sugar actually in Cuba by the end of May will not be much below 100,000 tons. The only open ports of any importance are Sagua and Caibarien. The latter will have no stocks of sugar after the clearing of a steamer now loading, while the stock in the former hardly amounts to 5,000 tons, the principal stocks being held in Matanzas, Cardenas and Cienfuegos, all of which are closed. The outcome of the present Hispano-American war in deciding Cuba's fate will also decide the future production of the island. On its results will depend whether Cuba will contribute to the world's supply of sugar only half a million tons per annum, or whether its contribution will gradually increase to three million tons per annum, a quantity which it is quite capable of producing under favorable conditions."

Tea—Prices have not yet had time to recede, although they will probably do so on certain grades in a short time. All grades under 20c per pound in first hands will probably ease off somewhat. Some of the duty adherents still claim to expect a duty if the war with Spain lasts six or nine months, but even if that comes, it can not affect spot stock.

Coffee—It seems that with the advent of the war the coffee war is about to end. Arbuckle has withdrawn from the fight, apparently, and the other warring concerns seem to have cooled off in their ardor to do a large business for the pleasure of it. The demand is still large for package coffees and prices are comparatively low. It is the general opinion, also, that the war will have a strong effect on this market, will cut off supplies, and perhaps tax this commodity for war purposes. For this reason the market is very strong in the face of a large crop.

Canned Goods—Tomatoes are selling somewhat better, due to an expectation that they will be higher. No advance has occurred as yet. Future tomatoes have also advanced, by reason of the reluctance of the packers to place their goods in advance. The prospects are for a large pack of tomatoes next season, with comparatively low prices. Corn is very quiet at unchanged prices. Future corn still hangs fire. Peas are

selling very slowly at unchanged prices. California peaches on spot are selling fairly well, although no futures are taken as yet.

Dried Fruits—The effect of the frost in the West is more and more certain as the season advances, and it is now certain that there will be but little shortage, if any, of any fruit except apricots. If the export demand for dried fruits shall be lessened at all because of the war it may have an effect on the market, for this has come to be a great item in the market. Trade here is very quiet for this season of the year.

Rice—The market is very strong, with an advancing tendency.

Syrups and Molasses—Compound syrups have advanced 1c during the past week and further advances are probable. One cause is the extreme scarcity and high prices of sugar syrup, necessary for mixing. Another reason is the advance in glucose, consequent upon the advance in corn. Sugar syrup is no more abundant than it has been. Molasses is in fairly good demand. Prices keep up well, and are getting higher all the time, although further actual advance will hardly come at so unfavorable a season.

Salt Fish—The advance in ocean freight and insurance, owing to the war, will make a difference of 50c a barrel in Holland herring. Of course, all other imported fish will be advanced in proportion. But half the usual mackerel fleet in the Southern coast trade has gone out this year that went out last. This is partially due to the war, but not wholly. However, there has been a large draft of men from the fisheries for the naval service, and this will make help short all the season. The trade here in salt fish is but fair for this season of the year.

Provisions—The provision market has ruled firm during the week, and has made advances along the whole line. This is probably due to the larger home demand for war purposes, and also to the better export demand. Barreled pork has made the most advance, and salted meats have also advanced during the week.

Hides, Pelts, Furs, Tallow and Wool.

Hides have recovered in price all of the late decline. They are a scarce article and the demand more than meets the supply. Prices are too high for a tanner to get a new dollar for an old one; in fact, prices are at a danger point and where tanners will decline to work only as absolutely obliged to do so. They are also higher than the leather market will warrant.

Pelts do not move. There are but few to move at any price.

Furs do not change and simply drag out the season, as the few which come must be carried over by someone.

Tallow is low and in light demand, with no future prospects in sight.

Wool drags in Eastern markets, with not enough sales to make prices quotable. The clipping has begun West and some wool has been marketed at prices above those which Eastern markets will warrant. These prices have weakened, however, as no one in the big markets will stand behind them. It now looks to growers like last year's prices, while dealers know they must advance later, which makes a speculative price entirely.

WM. T. HESS.

J. P. Platte, 58 Monroe street, Grand Rapids, manufacturer and wholesaler umbrellas and parasols. Also covers and repairs them. Orders are filled the same day as received.

BATTLE HYMN OF THE REPUBLIC.

Mine eyes have seen the glory of the coming of the Lord;
He is tramping out the vintage where the grapes of wrath are stored;
He hath loosed the fateful lightning of His terrible swift sword;
His truth is marching on.

I have seen Him in the watch-fires of a hundred circling camps;
They have builded Him an altar in the evening dews and damps;
I can read His righteous sentence by the dim and flaring lamps;
His day is marching on.

I have read a fiery gospel writ in burnish'd rows of steel;
"As ye deal with my contemners, so with you my grace shall deal;
Let the Hero, born of woman, crush the serpent with his heel,
Since God is marching on."

He has sounded forth the trumpet that shall never call retreat;
He is sifting out the hearts of men before His judgment seat.
O, be swift, my soul, to answer Him! be jubilant, my feet!
Our God is marching on.

In the beauty of the lilies Christ was born across the sea,
With a glory in his bosom that transfigures you and me;
As he died to make men holy, let us die to make men free,
While God is marching on.

JULIA WARD HOWE.

How the Retailer Can Cope with the Department Store.

Written for the TRADESMAN.

In years that are past we were wont to declaim in our self-confidence that "Competition is the life of trade;" but we now admit—confidentially to ourselves, at least—that it is quite possible to have "too much of a good thing." We cry out against "trusts" and "syndicates," "combinations" and "department stores," and fail to see that all these are but the natural and inevitable outgrowth of "cut-throat competition;" in fact, the only harbor of refuge in sight for invested capital.

The threatening storm of competition drove the farsseeing financial mariner out upon the treacherous sea of commerce, to shelter behind the protecting breakwater of co-operation. The merchant or manufacturer who for any reason will not join the syndicate or co-operative combination, or whose capital or product is of insufficient importance to render his admission desirable, is soon forced out of business and joins the great army of the unemployed or becomes an employee of the great aggrégation.

It is said that "The big fish eat up the little ones," but the little fish, under the competitive system, bite and devour one another until a few of the wiser ones combine to form a "big fish," which immediately proceeds to swallow the whole school. So it would seem that there are at least two ways of becoming a part of a "big fish." One is to amalgamate with your fellows to form it, and have something to say about when and where the tail shall wiggle, and the other is to permit yourself to become a part of it through the process of digestion and be obliged to wiggle when and where and whether you will or not, at the dictation of the monster which has absorbed your identity. There is little practical difference in the ultimate result in being devoured by a small fish or a large one. As the poet has said,

"What's the world to a man with his wife is a widdy!"

It is useless to agitate for legislation against the inevitable trend of events. The competitive system has overreached itself and has got to go. The wheels of progress never turn backward, and he who is rash enough to oppose

their forward motion will have the opportunity to view, with remorseful spirit-eyes, his flattened anatomy in its attenuated area upon the foot spurned highway whence Enterprise has sped to the City of Success, while the Car of Progress rolls on into an eternity of greater achievements.

This is pre-eminently an age of organization and co-operation, but there is little if any fraternity or sentiment in business further than serves for advertising purposes, so that an organization for business purposes that does not include among the benefits which cement its union a strong decoction of dollars and cents usually has a short life and a slimly-attended funeral. Organization among business men for business purposes is a form of co-operation, but unless the co-operative plan results in cash dividends, local jealousies and suspicions, competitive animosities and personal prejudices will sooner or later destroy the organization.

There is, undoubtedly, a vast and practical field for remunerative co-operation among retailers if they would but lay aside prejudice long enough to unite on a feasible plan and on a large and comprehensive scale. Why retailers, who are, apparently, so bright in other matters, generally speaking, should, seemingly, be so dull to comprehend and so slow to grasp the grand possibilities which lie within their easy reach in the direction of co-operation is a conundrum which it would be worth their while to devote a little time to guessing.

In this connection I am going to suggest a possible remedy for the relief of those retailers who are cutting one another's commercial throats and having the financial daylight squeezed out of them by the big department stores. If such dealers would unite to form a stock company of their own, turning in their respective stocks of merchandise at fair inventory value, lease or erect a big building for their accommodation in the business center of their city, separate their merchandise into departments and put each stockholder in charge of a department, conduct a strictly cash business or a carefully revised credit one, strike a dividend and settle with each department every thirty days, paying dividends pro rata on the stock held by each—if they would do all this they

could meet the department stores on their own ground and at the same time make more clear money than they can possibly make fighting them in any other way. At least, they would not be at their mercy, as they are under present conditions, in which many retailers so situated are working themselves to death for nothing, and paying for the privilege besides. This co-operative plan could be followed up by uniting all these local corporations into one syndicate for the purpose of buying and for the protection of their mutual interests.

The advantages of the above plan would be:

1. A saving in running expenses and closer buying.
2. Each department would be managed by a man who would have his own capital invested, and who would naturally be more careful than an employee.
3. Every detail of the business could be so systemized that the largest available percentage of profit could be realized, and customers would receive better goods and better service than it is possible to give them under the present arrangement.
4. A cash business could be done, or at least safer credits would prevail, as all accounts would pass through the same office.

5. Just as many goods would be sold, regular hours would obtain and the merchant would enjoy more leisure, suffer less worry and make more money.

The writer does not assume to pose as an expert in such matters, but experience has taught him a few things, and observation and a little independent thinking—superinduced by compulsory leisure incident to the times—have, by gradual stages, led him to certain conclusions, for which he has no apology to offer as they have legitimately been acquired; and if these foregoing observations possess any value to awaken the retail trade to a practical repentance for past indifference to their own salvation, this humble evangelic effort will be fully repaid.

J. M. BANKER.

It is not until a man reaches 30 that he begins to wrap the small bills on the outside of the roll.

Cart Ahead of the Horse.

An Indiana inventor has patented a wagon in which the forward wheels are ahead of the horse, with a portion of the wagon box cut under to make room for the horse, the steering being done by a lever running from the driver's seat to the forward truck.

A man's curiosity never reaches the feminine standpoint until some one tells him that his name was in yesterday's paper.

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, 26 Monroe St., upstairs.

Stephen T. Bowen.

I will be at Sweet's Hotel from Friday, May 6, until Tuesday, May 10, with my entire winter line and all spring weights we have left.

The Food Commissioner

has begun an aggressive crusade against cheap vinegars which are not up to the legal standard. It will be well for the retail trade to prepare for the wrath to come by putting in goods of recognized purity and strength, and we beg leave to call the attention of the trade to the fact that

Robinson's Cider Vinegar

is always up to the standard established by the Legislature and that it is guaranteed not to contain any deleterious acids or anything that is not produced from the apple. One hundred dollars in cash stands back of this guaranty. Ask your jobber for Robinson's vinegar and insist on having no other. If your jobber will not get it for you, order direct from the manufacturer,

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who desire to give their customers the best Vinegar on the market, will buy

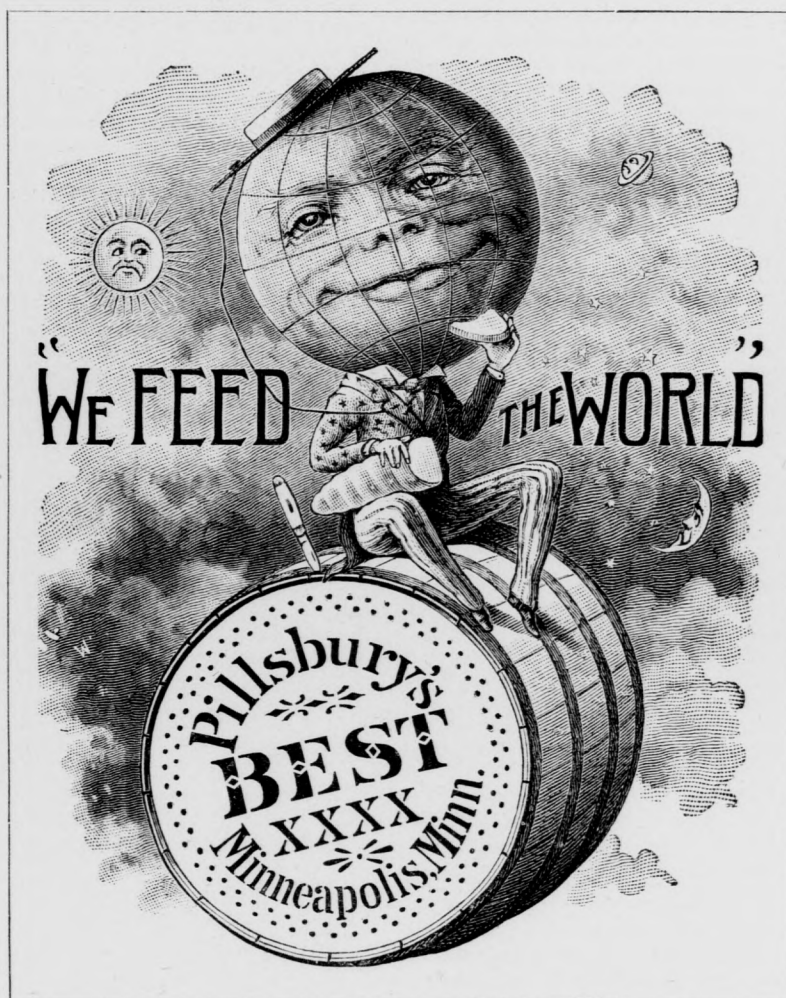
LEROUX'S PURE CIDER VINEGAR

"Red Star Brand." A trial order will convince you of the merits of these goods, and a guarantee bond goes to every purchaser protecting him in the sale of our vinegar.

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AMERICA'S FINEST FLOUR

25,000 barrels made every day. Largest production in the world. Always of uniform excellence.



A Brand That Means Something

Makes the best bread.

Makes the most bread.

Makes the whitest bread.

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E. A. STOWE, EDITOR.

WEDNESDAY, - - - MAY 4, 1898.

EUROPEAN UNCERTAINTY.

The only uncertainty about this war that is calculated to give the United States serious concern is the possible action of other European powers than Spain. With a strict and honest neutrality on the part of England, France, Germany, Russia and Italy, this country would have no occasion to feel nervous, either as to the running developments of the struggle or the final outcome.

The danger of intervention by some aggressive friend of Spain is rather remote, but it is a possibility that threatens and gives to the war its real gravity.

What does Germany's silence as to neutrality mean? What mean the naval preparations in France? The unusual and apparently uncalled-for activity in French naval yards and arsenals just now constitutes an unknown quantity in the problem that is calculated to disturb our serenity.

For several years past the French government has displayed a marked spirit of conquest. In Madagascar, in Africa and the Far East the French have been dangerously aggressive. It has been charged that these campaigns were prosecuted with a view of creating popularity at home for the army and navy and regaining some of the prestige lost in the Franco-Prussian war. At any rate, there has been great restlessness characterizing the French policies.

Germany has been building up an immense foreign commerce and has become exceedingly sensitive as to any obstacles placed in the way of its further expansion. She has been especially jealous of America as a commercial rival.

European statesmanship is not so blind as to overlook the consideration that the United States is growing stronger every day, both in naval and military resources, as well as in financial and commercial channels. Having demonstrated our fighting qualities in a war with Spain; having aroused the Nation to the necessity of building a powerful fleet and fortifying our coasts; having increased our experience in war, our defensive and offensive power and international prestige—would it not be a far greater task to undertake a struggle with us than now?

The recognition of this fact will undoubtedly have much influence upon the jealousies and prejudices of the aggressive governments of Europe. It would not be matter of surprise to see

one or more of them recklessly go to the aid of Spain.

There are two restraining considerations, however. There are still animosities between the German and French people that might give us a friend in either did the other take the initiative against us, and there is the possibility of Great Britain assisting us. Were we sure of the latter aid we might defy Europe, but there is the possibility that England might still stand aloof.

There is need for shrewd diplomacy and statesmanship at Washington at this period. The country would feel easier with a great man in the State Department, but lacking that strength, we can only await developments, placing our confidence in our matchless resources and the consciousness that we are fighting the battle of freedom, justice and humanity.

PROTECTION OF CITIZENSHIP.

The universal respect for the British flag and the confidence among Britishers that the whole power of the British government will be used for the protection of the British subject, wherever he may be on the globe, have given the latter a feeling of security abroad and a national pride that the citizens of few other nations possess.

The German government has latterly been adopting a vigorous policy in the matter of protection of its subjects abroad, that can only result in good to Germany, both in the increased respect paid to the German flag and to German commercial establishments scattered over the globe.

The city of Havana has just furnished another instance of the value of British citizenship in a time of trouble. Captain Milburn of the English ship *Myrtledene* in Havana harbor was strolling about the forts, was arrested as a spy, thrown into prison and sentenced by a drumhead court martial within an hour or so to be shot.

"Why wait an hour?" exclaimed the captain. "Shoot me now, and within twenty-four hours Havana will be blown up by a British squadron." The nationality of Captain Milburn made the "bluff work" and he was speedily released.

As said by another in comment on this incident, here was afforded a view of a national policy so universally known, so well defined, so inexorable and so certain of execution that any nation would hesitate to question it. Whether among civilized people or savages, the British citizen is ordinarily safe from mistreatment, because it is recognized that England will not stop to count trouble or dollars and will not hesitate to use the whole power of the British empire in protecting its subjects abroad.

The American has often had to deny his country and blush for his flag while he was made the victim of outrages in other lands. Petty governments and more pretentious states have insulted and abused our citizens repeatedly with impunity. An American citizen ought to be safe on every part of this globe, and it is hoped that, now that we have moved to action in the assertion of our rights and against wrongs, a new spirit will animate our policy hereafter in the protection of our citizens and our interests.

From a mercenary standpoint alone, to say nothing of justice and pride, such a policy would be worth untold millions to us in the next few decades.

MUST ESTABLISH OUTPOSTS.

The action of Great Britain in making coal contraband of war will be followed in all likelihood by the other nations and will have a far-reaching effect in shaping the policies of the great maritime powers in the future. Coal has become as great a necessity for a warship as guns, and not to be in reach of fuel is to be dangerously crippled in war.

In any war of the future in which the United States would be likely to become a party we should need to send fleets abroad. A simple defense of our coasts would be too narrow a sphere in which to restrict our operations and would cause none of that destructiveness of an enemy's interests and forces that would secure us an honorable peace. We could not, in other words, fight without adopting some offensive measures.

But to act offensively with our navy we should need coal at great distances from our coasts for our ships. We could not buy it from neutrals and we could not carry it all over the world in colliers and coal at sea. There is but one solution of the problem—the acquisition of coaling stations in the South Atlantic and in the Far East. These stations will have to be strongly fortified and equipped with adequate docks and repair shops.

This necessity is forced upon us, and upon all other maritime nations, since coal has been declared contraband of war. Nor can this necessity be trifled with or avoided. So long as we have a commerce and world-wide interests we must have a navy to protect them, and so long as we have a navy we must have coaling stations and docking facilities far from our coasts.

Such an expense is one of the penalties of greatness. We can not escape the obligations that grow upon us as we become more and more a factor in the world's progress. We may regret the necessities of our position but we will be compelled to meet them.

All the other first-class powers are better provided in the premises than the United States. England has her strong strategic stations around the globe. France has possessions in the West Indies, on the southeast coast of Africa, and in the Far East. Germany has just seized a station in China and Russia has its Eastern ports.

One of the first and most imperative duties of the hour, therefore, for us is to obtain distant coaling and dock stations. Possibly this war may give us one in the East and one in the West Indies. We shall need one in the South Atlantic and another in the South Pacific. And the sooner these outposts are acquired, equipped and fortified the better for us.

GENERAL TRADE SITUATION.

The most remarkable feature of the trade situation, as affected by the progress of actual hostilities, is that values in the stock market have shown a constant advance ever since the beginning, until values are enhanced to the amount of \$2 to \$3 on the average. The fact that the slightest "war cloud" or rumor of possible rupture between any countries, however remote or improbable, always has a decided effect in bearing stocks and securities makes the present situation phenomenal. Of course, the explanation is to be sought in the fact that all the ill effects of such a war as seemed probable were fully discounted before the actual outbreak.

It is not only in speculative circles that there has seemed to be a revival of confidence with the progress of the war, but from the first there has been but little business anxiety or excitement. The large volume of trade distribution in the Central and Western portions of the country has gone on almost without abatement, the ill effects being confined mostly to seaboard points and to the interruptions caused by the war excitement. Of course, the later reassuring reports of the success of the American arms are sufficient to account for the increasing upward tendency this week, as well as for the tendency to reaction in such values as were increased by probable war demands.

The most marked advances during the week have been in such lines as are likely to be affected by possible export interruption or in lines dependent on these. Wheat scored another advance last week, but the favorable war reports are causing a tendency to reaction, although the decline is yet slight. The advance in the cereal has been followed by corn, oats and flour, and by all kinds of provisions. Potatoes, also, are sharing in the increase and promise to continue an advance to break records of recent years.

The activity in the iron and steel industry continues without abatement. A feature of importance is the increased demand for plates and material for shipbuilding, consequent upon the taking of the ocean liners by the Government for war vessels. The tendency of Bessemer prices and production has been toward a more healthy basis, on account of better understanding among producers.

The textile situation shows little change, cotton tending to decline and its manufactures continuing dull. The woolen situation is somewhat improved by the war demands so that the reports are more favorable for the week.

The favorable conditions of foreign trade continue without any interruption on war account. Exports are as heavy as is possible with the interruption consequent upon the taking of so much tonnage by the Government. The balance of trade keeps so heavily in our favor that the inflow of gold for the week was \$9,000,000.

Bank clearings were slightly below those of the preceding week, being \$1,093,000,000. Failures were 245, twenty-one more than the week before.

The Coxy army of occupation, that wanted to encamp on the grass of the White House grounds, has not been heard from, now that soldiers are wanted. The tramp and loafer has a horror of making himself useful.

Some men are never pleased. Those who would not go to the Klondike on account of the cold are hesitating about going to Cuba on account of the heat.

Only unmarried men are wanted for soldiers. The bands can not play "The Wife and Child I Left Behind Me." They only know "The Girl."

English-speaking people must rule the world in the course of time. They will do the talking and have things their own way.

Prayers and sympathy are not contraband in neutral waters, because they give no real aid or comfort to the enemy.

Spain's honor is thought to be mostly pride.

WHY ENGLAND IS SUPREME.

The causes of the growth and decay of national greatness afford the most attractive subject of enquiry to thoughtful students of history. Minds of a philosophic cast look beyond the dramatic interest of the rise and fall of powerful states for lessons of present application, warnings to be heeded, examples to be followed, and, above all, for general principles and laws that are immutable because they are involved in the constitution of human nature itself. Many historians are especially fond of drawing parallels between existing conditions in some modern states and those they have discovered, or imagined, in the annals of this or that ancient nation. James Anthony Froude, for instance, in his "Sketch of Caesar," remarks: "To the student of political history, and to the English student above all others, the conversion of the Roman Republic into a military empire commands a peculiar interest. Notwithstanding many differences, the English and the Romans essentially resemble one another. The early Romans possessed the faculty of self-government beyond any people of whom we have historical knowledge, with the one exception of ourselves. In virtue of their temporal freedom, they became the most powerful nation in the known world; and their liberties perished only when Rome became the mistress of conquered races to whom she was unable or unwilling to extend her privileges. If England was similarly supreme, if all rival powers were eclipsed by her or laid under her feet, the imperial tendencies, which are as strongly marked in us as our love of liberty, might lead us over the same course to the same end. If there be one lesson which history clearly teaches, it is this, that free nations can not govern subject provinces. If they are unable or unwilling to admit their dependencies to share their own constitution, the constitution itself will fall in pieces from mere incompetence for its duties."

In estimating the value of such parallels it is important to remember that civilization has undergone certain changes which render a complete repetition of ancient history impossible. The statesmen of the ancient world had no conception of a balance of power, or, if they had, it was not regarded by them as a desirable consummation. The Assyrian, Median, Persian, Macedonian and Roman empires succeeded each other by force of arms and each in its turn asserted an exclusive authority. There was little or no disposition to effect compromises between conflicting

interests, or to settle disputed questions of right by diplomacy. There was no well-recognized international law, no comity or good neighborhood between rival states. In continuous pursuit of one consistent policy of world-conquest the Roman power at last achieved a supremacy so complete that all civilization was involved in its downfall. It seems now extremely improbable that so enormous a catastrophe can ever occur again. There is no nation, no empire, with so extended a sway over the world that its downfall would bend and break all the pillars of constituted authority, overturn all the muniments of law and social order, wreck and ruin the emporiums of trade or demoralize and defeat the general organization of business. In every quarter of the globe, in thousands of libraries, the printer's art, "the art preservative of all the arts," has treasured the seeds of civilization, which, wherever they are sown, will renew the world's enterprise and restore its wealth.

The spirit of military conquest is no longer cherished from mere pride or lust of power. Napoleon said that within a comparatively short time all Europe would be either "Cossack or Red;" all under the dominion of Russia, or all under some form either of socialism or of radical democracy. But Russia, notwithstanding her formidable military strength, shows no disposition to undertake the conquest of Europe. She rather aspires to share with England the commercial conquest of the East. There is probably not one nation in Europe that would not be alarmed at the prospect of a continental war under existing conditions. England has used her naval strength to extend the boundaries of her empire and to promote her trade; but she has learned the lesson stated in that maxim of Froude's, "Free nations can not govern subject provinces"—or, at all events, she has learned the importance of observing it where British colonists are concerned. She will never repeat the mistake made by George the Third and his ministers 120 years ago. Her yoke is lightly worn by her subjects in Canada, Australia and New Zealand. Those colonies are hardly more than nominally governed by the mother country. They maintain their loyalty to the crown chiefly through the influence of sentiment, the ties of race, common history, law, language and literature. No man can foresee what national and political developments the coming years may witness; but there are elements of permanence in British civilization everywhere which neither wars nor revolutions can destroy. They

may find expression under new names, or in new embodiments of organic law, but they will endure as long as civilization reposes upon the twin columns of law and liberty.

The United States has made a great deal of international law during its existence. That is because we have a way of making precedents instead of following them. And on this account the best treaties on international law are based upon our state papers. It is also true that valuable material for the international lawyer is found in the decisions of courts of arbitration. The United States has been the foremost nation for arbitration, having submitted more cases to that tribunal than any other sovereign power during the same length of time. These cases have been of great service to the international lawyer. In time of peace the decisions of these tribunals are likely to form the basis of future decisions by other tribunals, and they are universally cited by lawyers on one side or the other before boards of arbitration as justification or extenuation. Hence whenever any case arises between nations that can be referred to arbitration the lawyers, who compose the court, are likely to decide according to the views of the interpreters of international law.

The modest but notable achievements of a Connecticut widow on a farm put to shame the complaining farmers who assert that farming in New England is profitless, and who, failing to sell the farms which they have worn out, abandon them and enter into the fierce competition of a livelihood in the cities. This woman, whose story is told in the Hartford Courant, was left a widow twelve years ago, at the age of 50. She received from her husband a farm of 165 acres, having upon it one cow, a heifer, two horses and a mortgage of \$1,750. She now has a herd of cows and three horses and has paid \$1,600 on the mortgage. In other words, upon a 165-acre farm the woman seems to have made a living and saved about \$150 a year, besides current interest on the mortgage. In addition, it must be inferred that the industry and business sense which accomplished this much also improved the farm and thus increased its cash value. Few women of 50 years could do more in any occupation. Indeed, the majority of men do less.

Italy says Spain has no right to declare sulphur contraband of war. This issue will raise particular brimstone in certain regions.

A dispatch from Muncie, Ind., says that a glass firm there has received an order for 500 glass fence posts, to be the usual size and grooved for the reception of wire. It is added: "The order has caused some speculation and is probably an introduction of an important article in trade." Glass is used for many purposes and its increasing cheapness and improved methods of working are likely to bring it into still wider use. No other material invented by man can be compared with it in the service it has rendered, both in common life and in chemistry, astronomy and other sciences. Pure beyond the possibility of contamination, indestructible by any chemical agency, the right hand of science, the foundation of the telescope and the microscope, the material for thousands of utensils and ornaments, and now to be utilized for fence posts, it comes as near being the keystone of civilization as anything that can be named.

The United States Supreme Court has affirmed the constitutionality of the act of the New York Legislature of 1895, prohibiting persons who have been convicted of and punished for a crime from practicing medicine in the State. The opinion was delivered by Justice Brewer. The question arose in the case of Walker vs. the State of New York. Walker had served ten years in the State penitentiary for an offense committed in 1878, and after his release set up as a physician, and at the time the law in question was enacted was practicing that profession. The Court held that it was within the police power of the State to enact such a law. Justice Harlan delivered a dissenting opinion, saying the law in effect added to the man's punishment and was ex-post facto.

European news indicate that the use of chloroform as an anaesthetic is becoming less frequent, and that ether is supplanting it. In German and French clinics the use of ether is on the increase, as also in English hospitals. In the London hospital during 1897 chloroform was administered only 677 times out of a total of 6,657 cases where an anaesthetic was used.

The Appeal to Reason, a populist paper printed in Girard, Kan., refers to the American flag as "a painted rag on a stick," and says that it is "ridiculous, criminal and debasing to teach little children to bow down to it." In calling attention to this item, the Kansas City Journal casually observes that there is a nice horse pond in Girard.



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Shoes and Leather

How Large Shoe Stores Are Conducted—Details of Management.

To a casual observer there seems to be very little sense to the red tape that is in use in our big city shoe stores. It seems as if everything must get hopelessly mixed up, yet the big stores can easier trace a mistake or a discrepancy than the ordinary small store and its manager can tell you every morning just where his establishment stands. And perhaps in a description of the system in use in some of the stores where there are sixty or seventy employees, and anywhere from \$150,000 to \$300,000 worth of stock, some of the smaller stores can find something of interest and profit. The number of hands a shoe must go through from the time it is bought to the time it is delivered to the customer is something very few people know anything about. To understand first the general lay of the land is absolutely necessary, for unless one does he would probably know no more at the end of this chapter than now. So a brief mention of the people connected with a big store and their duties will make a beginning for my story.

The general manager in a big city shoe store is the most important man around the house. He is as much of an autocrat as a man can be in this country of ours. His word is law, and his opinion is asked on all questions of importance pertaining to the store. He must know how much the store is making or losing, how much goods to buy, and how many clerks to hire. He must be thoroughly conversant with the shoe business in all its branches. He must know every portion of the stock, must be able to shake hands and call by name all the influential customers of the house and must be able to settle all disputes fairly, alike both to the customer and the house. In short he has general supervision over all branches and parts of the business, and must understand them all.

Every large city shoe store is divided into two departments, the men's department and the women's department. Each of them has a head whose particular business is to see that everything on their side of the house goes smoothly and well. They must understand the arrangement of the stock and must be able to suggest to the general manager what could be bought with profit. They work under, and report directly to, the general manager. Each of these departments is subdivided into smaller departments, and each of these subdivisions is in charge of a head clerk, whose business it is to see that the stock in his particular division is kept in order, that when goods are sold their places are filled from the stock room, and that all customers get waited on. He must watch his stock and when he sees some particular thing that does not move, he must call the attention of his department manager to it, and suggest something that will likely make it move. Under him are the balance of the clerks in his department. Their business is to wait on customers, keep the stock straight and clean, take sizes, and do a hundred other things that fall to the lot of the ordinary clerk.

One of the most important clerks in the house is the stock clerk. He has charge of the surplus stock and must be able to tell the state of the entire stock

of the store. He receives new goods from the porter, when they come in, checks them off the bill, marks them and prepares them for the stock.

Then there is the mail order clerk. Most of our large stores do a large mail order business by means of catalogues. When the orders come in they are opened by the general manager and sent to the mail order clerk, who first numbers the order, then copies it on slips provided for the purpose, and finally files it away for future reference. The slips he sends to the proper departments to be filled. These slips contain the number of the order, the description of the article wanted, the price paid and the address of the buyer. When the orders have been filled they are sent back to the mail order clerk, who sees that the goods are properly packed and sent to the purchaser.

Sometimes there is a special man to look after the advertising department, and in other cases it is done by the general manager. In either case, however, the advertisements are written by the managers of the different departments, and sent to the general advertising manager. He has the right to alter these in any way he thinks necessary.

Then there are the cashiers, the bundle wrappers, the delivery clerk, and the porters, all of whom have a place in the system that helps to make the wheels run smoothly.

Rules as to traveling salesmen vary in our big stores. In a great many stores there is a small sign notifying salesmen that they must see the buyer before 10 o'clock in the forenoon or after 5 o'clock in the afternoon. In all stores salesmen are requested not to take the time of employees during business hours. After the salesman has made his engagement, the buyer, who is usually the general manager, will have him send his samples to the sample room that all large stores are provided with now. When the salesman is ready for him he will look over the samples and if he is pleased perhaps places his order. Sometimes he relies entirely on his own judgment as to the selection of styles, and sometimes he is assisted by the department managers.

When the goods come in they are received from the transfer man by the porters, who count the number of cases, give the transfer man his necessary receipt, and take the goods to the stock room where they are received by the stock clerk, who again counts the cases, then opens them and checks the separate items off the bill. They are now examined by the buyer to see if they are up to sample. If they are O. K. he so instructs the stock clerk, who proceeds to mark them. On each shoe is marked the size and selling price. Different firms put other marks on their shoes but all put these two on. When they are all marked as required they are entered on the stock book. This book contains first a complete description of the shoe, then the date it was received, who it was made by, the cost price, the selling price, the stock number, and all other marks on the shoe, besides the complete list of sizes and widths. When this is finished one or two pairs of each size in each width are sent to the store and put in their places on the shelves, and are ready to be sold. Each morning a list of those sizes that have



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Grand Rapids, Mich.

Herold-Bertsch Shoe Co.

5 and 7 Pearl Street

Best General Line of Footwear

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been sold the day before is taken by the clerks in the store and sent to the stock room, where these sizes are picked out and sent to fill the places of those sold. These daily takings are then entered in the stock book opposite the proper stock number, so that at any time the manager can tell just the state of his stock, and whether he must re-order on the goods, or not.

A customer comes in and buys a pair of shoes and they are sent away in a carrier basket along with the customer's money, and pretty soon the basket comes back with the shoes in a nice bundle and his correct change. But in order to effect all this, many things were necessary. When the clerk sold the shoes he first compared the shoes to see if they were properly marked. They must have had plainly marked on the bottom of each shoe the size and price in order to pass the wrapper. Then he makes out his sale check, which has on it the date, the number of pairs and description of the shoes sold, the price of the shoes, the amount of money received from the customer, and the clerk's number. This check is made in duplicate, and he tears both copies out of his book and sends them to the wrapper's desk, along with the money and the shoes. Then he enters the amount of his sale on the slip provided with his book and goes on to the next customer, all the while watching for the return of the goods so that he may deliver them at once and not keep his customer waiting. When the basket with the goods arrives at the wrapping counter, the wrapper takes out the shoes and bill and compares them to see if they are all correct. If so, he stamps the bill with a rubber stamp containing his number and the date, and sends the bill and the money off to the cashier for change while he wraps the bundle. The cashier again examines the bill for mistakes and stamps it O. K., returning one-half of it to the customer with the change, and filing the other half away on a spindle. The half sent back the customer must keep, for if she ever returns the goods she must have this bill.

If, when the customer gets the goods home, he returns them and wishes to exchange them, the clerk who serves him must show the shoes to the department manager and get from him an exchange slip to send up in the place of money, with whatever the customer picks out.

When a pair of shoes are sold and the customer wishes to wear them and have his old ones wrapped up, the

salesman must take his check to the manager and have him O. K. it before he sends it up to the wrappers. Or, if the goods are to be charged it must be O. K. in the same way. When goods are sold to be delivered C. O. D. a small deposit is frequently required. A delivery slip containing the address of the customer is then sent up with the goods and when they are wrapped up the slip is pasted to the outside of the bundle. Then the address and the value of the bundle is entered in a receipt book and when the bundle is delivered the book is signed by whoever receives it, so that if a package is lost in any way it can be told who is to blame for it.

When the doors of a big store are closed at 6 p. m. the day is nearly over for some of the employees, and for some it has just begun. On the floor the clerks first get everything in order, then each clerk adds up his day's sales, and hands his book in to his department manager, who figures the totals of all the books, getting in a few minutes the amount of business done in his department that day.

This total goes to the cashier. While he has been doing this she has been figuring up his cash, and in a few minutes her books are balanced unless there has been some mistake made somewhere. In that case it must be hunted up before she leaves. Sometimes it is a long, weary job, for in case the mistake has been made by a clerk forgetting to put down his sale, the checks filed by the cashier that day must be carefully compared with the books until the mistake is found. However, mistakes of this kind are seldom made, for in the most of the big stores a system of fines keeps the clerks in a wholesome dread of mistakes.

While the cashier has been getting a balance, up in the stock room the stock clerk has been making his daily entries in the stock book. When he has this finished, the book is sent down to the general manager's office, along with such other reports as may be necessary. In the meantime a balance sheet with the details of the day's business has arrived from the cashier, the report has come in from the mail order clerk, and the department managers have all handed in their reports, so that in a few minutes the general manager has the complete results of the day's business on his desk, ready for his examination.

By this time all the clerks have gone except one clerk in a certain department who has stayed to help the window dresser. That gentleman is hard at work now putting in a display that will make the thousands of people who

will pass by to-morrow stop and look. He has had everything prepared as far as possible in his own work-room before 6 o'clock, and is now rapidly placing them in position. The department manager has told him what kind of shoes he wants in the window, and the clerk is speedily getting them ready for him.

About this time the porter and his assistants take possession, and for the next hour or two cleaning goes merrily on. All exposed goods are covered with sheets, then the carpets and rugs come up and are taken out and beaten. While this is being done women have been scrubbing the floors, and when the carpets come back everything is bright and clean. In a few minutes the carpets are back in place, the dusting is done, brasses and bright metal parts have been polished until they are like mirrors, cases shine, and everything is in readiness for the next day's business. —Shoe and Leather Gazette.

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 & Hatha way'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.



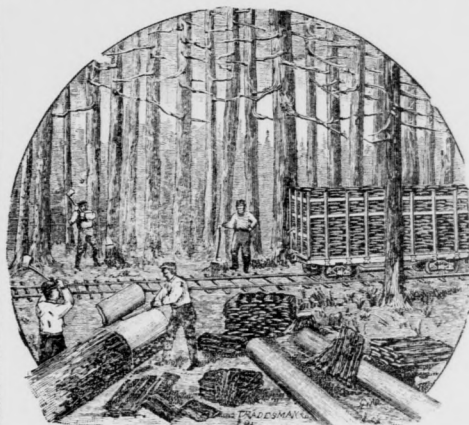
We Pay HIGHEST MARKET PRICES in SPOT CASH and Measure Bark When Loaded. Correspondence Solicited.

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.

Sell us your Bark for Cash.
We aim to please. Cor-
respondence solicited.



Michigan Shoe Company

Successor to

W. A. McGraw & Co.

Rubbers

1898-99

We carry the same large and complete assortment of the Boston Rubber Shoe Co.'s rubbers as was carried by W. A. McGraw & Co., and with a larger warehouse and more help can take better care of Rubber orders than ever. All the new styles, widths and sizes, and prompt service always. Salesmen on the road now. Wait for them.

81-83 Jefferson Avenue, Detroit, Mich.

Fruits and Produce.

Detroit's Experience With a Municipal Peddling Ordinance.

Detroit, May 2—In a recent issue of the Tradesman an attempt was made to describe at some length the workings of the \$25 peddling ordinance in Detroit. For want of space the history of the court proceedings in connection with the ordinance was deferred until the present issue. At the close of the preceding article the narration had arrived at the point where the matter was being pushed in the Recorder's Court with some show of earnestness; the docket was filled to overflowing with complaints, made by city patrolmen under the ordinance, and the judge had hitherto been rendering decisions conspicuous for their leniency, evidently hoping that the offenders would desist without making it necessary to impose heavier fines upon a class who, in the main, were not able to pay them. When it became apparent that the peddlers would not comply with the terms of the ordinance without a determined fight, and that to trifle with the matter longer meant only to consume the time of the court officials in the preparation of these petty cases, to the exclusion of all others and the infinite annoyance of the court itself, a fine of \$10 was imposed in the case, entitled "City of Detroit vs. Hotchkiss."

On the date on which the above case was tried, there were more than 100 others of exactly the same nature pending and awaiting the issue in this test case. The legal counsel which conducted the case for the defense was furnished by the peddlers' union, referred to in a previous article, and was paid out of a fund raised by levying an assessment on each of the members of that organization.

The fight in court was a stubborn one, the defense never denying the facts in the case, but rather basing its contention entirely upon the unconstitutionality of the ordinance, and asking that the defendant be discharged, not because he was innocent, but because the ordinance under which he was being tried was unjust and at variance with the spirit of the charter of the city of Detroit. The attorneys for the defense urged that, while the city charter evidently delegated power to the City Council to pass an ordinance for the purpose of licensing and regulating the business of peddling, it did not contemplate or authorize the levying of a license which would produce a revenue larger than that which would adequately meet the additional expense which would result from the proper enforcement of the ordinance itself. They also held that, inasmuch as the individuals who ordinarily engaged in the business of peddling were of exceedingly small means, the payment of \$25 for so mean and un lucrative a privilege must be regarded as the infliction of a burden entirely unwarranted, by reason of any extra expense which it might entail upon the city or by the opportunity which it afforded the party taking out the license to live respectably upon the profits of the business.

The Corporation Counsel, who represented the city, simply urged that, inasmuch as the defendant admitted the facts in the case, he had no standing in court and must be adjudged guilty of having violated a city ordinance. The judge, taking this view of the case, found for the city, and imposed a fine, which was not paid, whereupon the offending peddler was committed until such time as the fine should be paid. An appeal was immediately taken to the Circuit Court, asking for a review of testimony, which was granted, the Circuit judge ordering that the defendant be released from jail until a decision was rendered. In the Circuit Court the line of argument pursued by the attorneys for the defendant was identical with that which had been offered in the Recorder's Court. The Corporation Counsel simply submitted the case with the statement that, in his opinion, it was not the province of the

circuit judge to decide as to the validity of the ordinance, but rather simply to review the testimony which had been offered in the trial of the case by the lower court and affirm or reverse the decision of that court. The judge before whom the case was brought evidently took a different view of the situation from that taken by the Corporation Counsel, and rendered a decision which not only reversed the finding of the lower court, but also declared the ordinance invalid and unconstitutional. The gist of this decision, as it appeared in the court news of a local daily on the morning of October 13, 1897, is given below:

"A victory was scored yesterday by the peddlers, who had combined to fight the ordinance by which their license had been raised from \$5 to \$25. Judge Hosmer rendered his decision in the case to the effect that the ordinance is invalid and unconstitutional, and ordered that all fines imposed in the Recorder's Court be remitted and all pending proceedings quashed. The judge holds that the object of the license is to secure the names and addresses of the peddlers for the purpose of regulating the trade, which could be properly done at the old rate. There had not been secured, through the new ordinance, any better inspection of the fruit and articles peddled, and the public had not been benefited, neither had the profits of the peddlers grown. The increase, therefore, was unjust and unreasonable, amounting to burdensome taxation. The license was not intended as a source of revenue to the city, and as the ordinance was passed at the request of the retail grocers and their attorneys, the court held that the Council's action in passing the same was unwarranted."

The ground taken by the judge in the above opinion, namely, that the Common Council had "passed the ordinance at the request of local retail grocers and their attorneys," caused great surprise and indignation among all classes of local retail tradesmen, who felt that the judge had defied all rules and usages of court etiquette and judicial dignity, and made use of this opportunity to deliberately insult a large number of his fellow townsmen. Nothing in any way similar to the above procedure had ever been known in the annals of local court history, and it is safe to say that the individuals who took exceptions to this decision at the time it was given, although at the time helpless to resist the attack and without any immediate means by which to retaliate or to obtain satisfaction for this covert judicial insult, will not fail to remember the hand that dealt the blow nor hesitate to take advantage of any future opportunity which they may have to even things up.

It will be noticed upon close inspection that the above decision did not claim that the ordinance was contrary to the spirit of the charter; in fact, it would seem that the judge had studiously avoided any such intimation; and not without warrant on his part, it would seem, for surely never was a charter formed which was more liberal, in this respect, than that under which the city of Detroit is operating at present. The charter expressly delegates unlimited authority to the Common Council to license and regulate hawkers and peddlers and to prescribe the sum of money to be paid for these privileges into the treasury of the corporation.

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; modern 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 Pittsburgh, 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 Want Your

EGGS

Any Quantity For

CASH

F. O. B. at Your Station

Also Butter. Quote us Prices.

Hermann C. Naumann & Co.

Main Office, 33 Woodbridge St.

Branch Store, 353 Russell St., op. Eastern Market.

Detroit, Michigan

EGGS WANTED

Will buy them in any quantity on point of shipment or delivered.

R. HIRT, JR.,

PRODUCE COMMISSION MERCHANT.

36 MARKET ST., DETROIT, MICH.

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

Butter, Eggs, Potatoes

We are in the market for the above.

N. WOHLFELDER & CO.

WHOLESALE COMMISSION MERCHANTS

399-401-403 High St., E. Detroit.

WANTED

To represent a first-class Roller and Rye Flour Mills in our market, or will buy the same on the basis of cash.

Detroit Commission & Manufacturing Co.,

27 Farmer Street, Detroit, Mich.

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.

As previously stated, the Common Council appealed the case to the Supreme Court, hoping, in this manner, to obtain information which would enlighten them and be available as a guide to future action along this line. When the first communication upon this subject was written, the writer supposed that the case would be decided during the April term, but for some unknown reason the hearing has been deferred until the June term of the Supreme Court, a fact which must, of necessity, greatly embarrass local officials, as the fiscal year will have begun in the meantime; and, as the first quarter includes nearly all of the better part of the season, it is probable that the city will be again deprived of a large part of the usual income from this source. In the meantime, the streets will be thronged as usual with an irresponsible horde of peddlers, and the business of the legitimate retailer curtailed and a confiding public imposed upon, simply that a few office-holding politicians may continue to discourse sweet music to the grand stand. H. H. MACK.

Coating Butter Tubs with Liquid Glass.

I recently saw some butter tubs that were coated inside with a substance that made them look as if they were painted, but upon closer examination I found that they had a coating of enamel on them which made them perfectly airtight; the inside surface of the tubs was smooth and hard like glass and would not rub off, and it had no smell. If it doesn't cost too much it would be an excellent method of treating tubs, as there could be no shrinkage, and even if the tubs were moldy the mold could not get through to the butter. Tubs coated in that manner would not need any soaking in water. A 60 lb. tub weighed eleven pounds. The covers were coated the same as the tubs. I found out afterwards the tubs were coated with a preparation like glass, and the material was put on while it was hot and in a liquid state. The tubs I saw were to be filled and put in cold storage to experiment with to test their keeping qualities. A possible difficulty with them may be that such tubs might not stand rough handling; the enamel might get broken and scale off and stick to the butter, but if it doesn't do that it will make a fine butter package. G. B. LAWSON.

The French Oleo Law.

France takes the lead in the stringency of her laws regulating the sale of oleomargarine. The new French law now coming into operation prohibits all coloring of margarine, requires makers of margarine to register, subjects their factories to inspection, and requires them to specify the ingredients of their products. No margarine may be sold which contains more than 10 per cent. of butter, whether obtained from churning with milk or cream, or directly added as butter. No commodity not exclusively composed of the constituents of milk or cream, with or without salt or coloring matter, is to be sold, imported or exported under the name of butter. A maker of butter must not keep margarine nor oleomargarine on his premises and these two commodities can be sold in only the special portions of markets set apart for them.

The island of Porto Rico pays Spain this year in taxes \$4,374,874, of which only \$650,000 is spent for the benefit of the native population. Of the 489,267 whites on the island only 96,867 can read and write. The illiterates aggregate 695,328. The Spaniards supported by the Porto Ricans number not less than 35,000. It is a true picture of Spanish rule in America.

When a man finds his clothes are too loose, he should either change tailors or boarding houses.

How Olives Are Imported.

The bulk of the edible olives come from Spain, the olives raised in other Mediterranean regions being used chiefly in making oil. There are imported into the United States about 5,000 casks of Spanish olives annually. They are imported in brine. The olives vary in size from about 210 to the kilo, which is 2 1-5 pounds, up to olives as large as 60 or 70 to the kilo.

A steamship bringing olives to this port is likely to include in her cargo almonds and corkwood, valuable freight. In one shipment lately received here there were several hundred casks of olives. When the casks have been hoisted out they are rolled along on the wharf, a cooper starts the bung, and a number of olives are taken from each cask for inspection. The olives are taken out with a pair of tongs a foot or more long, made of two slender strips of wood, which operate like sugar tongs.

The man who takes the samples from the casks carries in one hand a small white china platter, using the tongs with the other hand. He trusts the tongs through the bunghole into the cask and nips one or more olives at every dip until he has a platter full.

These sample olives are inspected on the spot by the representative of the importer, who sees that they correspond with the invoice and that the brine is of sufficient strength to keep them. They are then removed to the warerooms to be sold in the original packages or packed in kegs and bottles.

The Ohio Food Commissioner Meets Defeat.

The Ohio Food and Dairy Commissioner has come off second best in an encounter with a Cincinnati grocer. One of his deputies took a sample of flour from the latter, who was subsequently arrested and brought to trial on the charge of selling flour adulterated with 20 per cent. of corn product. The grocer fortunately took immediately a further sample from the package from which the official sample was drawn, and had it analyzed by a chemist of high reputation, who certified to its absolute purity, and similar testimony was given by the representative of a prominent baking concern and by the Chamber of Commerce flour inspector. The original package was also produced sealed in court, when a remarkable difference appeared between its contents and the sample exhibited by the food authority. The jury decided for the defendant.

States Eggs for Britain.

It is possible that export trade in eggs to Havana, which will be lost by the closing of the latter port by war, may be compensated by a movement to Great Britain. During the period when prices at this point were at about the lowest point some interest in our market was manifested by British importers and a number of orders were sent here which have resulted in the export of nearly 3,000 cases since the first of April. Some of the goods went forward as late as last Saturday, but late cables indicate that the recent advance here has placed our market a little above a shipping point. It is probable, however, that further movement would result should values recede a little before the advent of warm weather.

Gave Away a Family Secret.

Teacher (of juvenile class)—In the sentence, "It is greatly to his credit," what is the meaning of the word "credit?"

Member of Class—It's something you've got to have when you want to buy a pound of butter at the store.

Bad Pennies in Circulation.

Secret Service officers are endeavoring to run to earth a counterfeiting gang that is flooding the country with bad pennies. The Sub-Treasury in New York receives more than a hundred counterfeit pennies daily.

W. R. Brice.

Est. 1852.

C. M. Drake

W. R. Brice & Co.

Philadelphia's Leading Hustling Commission Merchants

REFERENCES:

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

The talk of the country is war—you hear it on all sides. We have been laying in our stock of ammunition the past eight weeks, and in that time have purchased more EGGS than any one house in Michigan; but still we want more. Write us and we will give you our prices on track at your station, eggs to be sent to our branch house in Grand Rapids.

On Fancy Creamery Butter our Philadelphia house leads the procession and they can handle your goods promptly with the best of them. Bobbie Jarrett, the Butter Salesman, knows 'how to sell goods' and get the most money out of them. W. R. Brice looks after the poultry end of it and also the finances, while C. M. Drake is hustling the Michigan hens for more fine Eggs. No idlers in this concern. Try us and you will continue your shipments every trip.

W. R. BRICE & CO.

STRAWBERRIES

from the South are now cheap and within reach of everybody.

All Green Vegetables—Tomatoes, Green Onions, Radishes, Cucumbers, Spinach, Asparagus, Pie Plant, Oranges, Lemons, Bananas.

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

Detroit Markets

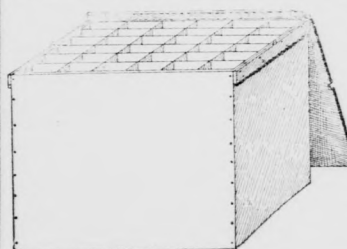
are best tested if consignments are sent to

Irwin S. Scrimger & Co.,

Wholesale Commission Merchants for Produce.

43-45 W. Woodbridge St., Detroit.

Established 1892.



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.

BEANS AND POTATOES

CARLOTS ONLY.

MILLER & TEASDALE CO.,

ST. LOUIS,

MISSOURI.

PROFIT SHARING.

Advantages and Disadvantages of the Co-operative System.*

I shall confine myself to that phase of this question which is nearest to our own interest—manufacturing—for the personal issue is always the more interesting. Theories are excellent, but misleading.

Profit-sharing and co-operation appear to me as depending for success largely upon the temperament of the people who are to adopt them in their business relations, for the possibilities of either of these methods, in the distribution of the shares, capital and management and labor shall receive from the net returns of a business depend largely upon the characteristics of the people by which the adjustment is made. In this I mean that human traits must be considered first.

There are in the Anglo-Saxon character certain elements which contribute much to the failure of co-operation, while the same traits may be made to serve the successful operation of profit-sharing. Chief among these is the sturdy dislike of being directed by one's equal or, rather, one whom we have been accustomed to associate with as an equal; and perhaps this peculiarity is the more marked among those who have had the least opportunity to train themselves in more than the labor of their own hands. This can be seen in the rapid disintegration of co-operative attempts where the co-operators are workmen who have been associated together in the same trade.

I have not examined into this to the extent I could wish, yet, up to a recent date, I could not find a permanent success in co-operation, while the wrecks within my own limited observation are indeed many, for where there has been a seeming success, a close investigation discloses that the original idea of co-operation has been lost and the business is in the hands of a few survivors and has taken to itself all the elements of a partnership, the few who displayed the higher ability or most persistency having survived and secured the whole business through the dissatisfaction or inefficiency of the great majority who dropped out. This trait is exceptionally strong in all English speaking peoples and militates much against success in purely co-operative undertakings. This trait does not interfere with trading or mercantile co-operation, for there this peculiarity does not have an opportunity to display itself; the co-operators are not brought into the close contact that must be had where a body of men are working together, as in a modern factory, so we find many fine examples in co-operation for the common benefit in societies, mercantile enterprises and savings associations, where the associated members delegate their interest to others whom they but frequently meet, giving to their representatives a respect and authority which, if granted by a body of workmen to a management of their own selection, would, doubtless, make it endure the vicissitudes of business equally as well as private enterprise.

I think the French nation is the reverse of the Anglo-Saxon in this peculiarity, so we see in France successful co-operation in manufacturing and but little successful profit-sharing effort. The French are of a temperament more sociable and gregarious, not so tenacious of their own ideas, willing to give and take and, at the same time, so thrifty and economical that they can husband their own savings without the aid of co-operation. The French are willing to waive their own individuality that they may share the profit of their labor among themselves, while they do not need the common aid to secure their share of profit from their purchases or their savings that their own thrift and economy can secure and keep.

The Anglo-Saxon will not waive his individuality, hence will not submit to the orders of those he considers his equals only, but will accept the assist-

ance of others in cheapening his purchases and securing his savings. He respects ability, be it either mental or physical, and will accept its dictation, but he must be assured by something more than mere assertion that the ability is there before he will accord to it the respect demanded in the conduct of modern manufacturing enterprise and have the confidence that inspires him to wait through much weary toil for his share in the reward. Human selfishness does not admit the complete self-abnegation of seeing a fellow workman placed in authority. Caprice or personal popularity may have influenced the selection, and the respect for such management is not given which would be readily accorded to the persons who have shown themselves equal to the demands of the position, for it must be conceded that the judgment and choice of the whole will be no better than that of each individual; and business judgment is not acquired in a day, but rather through the experience of years.

I dwell upon this because I think that these race characteristics have a very important bearing upon the relative success of profit-sharing and co-operation. The ideal, I grant, is a pure co-operation, all having equal share in the venture and actuated by the common interest, each giving his best efforts to attain the success every decent man hopes for, but, like so many of our ideals, is seemingly very Utopian and difficult to secure.

Profit-sharing depends upon a management that has, through past success, shown itself equal to the demands of the business. This management must be honorable and just and willing to share on some equitable basis a portion of the profits with the men who have performed the labor through which the profits were secured, and depends equally upon a body of workmen who are self-respecting, industrious and honest, who are each willing to do faithful work for the common success. The existing relation must be one of mutual confidence; the management must respect the men employed, and the men must grant that confidence to the management which inspires them to accept, without question, the statements as to the condition of the business and amount of profit or loss, for it is apparent to all that the books of the business can not be open to the examination of the workmen. There are certain matters in all business enterprises that must be held as private. The more able the management the more it may have depended upon certain methods that should not be uncovered. There may be valuable business secrets and confidential relations with customers that can not be disclosed. Many reasons can be advanced for maintaining the privacy of the management, so the confidence of the men must be of an unquestioning character. Profit-sharing permits all to have this personal interest in the results without disturbance in the management or interference in the relation which must exist between the employer and workman—the one directing, the other accepting the direction in the confident assurance that the interests of all are being conserved.

Giddings, in his little pamphlet on "The Relation of Recent Economic Theory to Profit-Sharing," says: "It systematically develops whatever ability the wages class may have to wait for future rewards while working for future results;" and again he says: "As the economic well-being, the education and thrift of the laboring classes improve, their ability to save increases, and this is equivalent to ability to wait for the full realization of the results of their efforts." But profit-sharing does not oblige or enable the workman to wait for the whole of his reward.

Why should profit-sharing be granted? I would exclude all altruism from the relation, for it should be commended from the simple standpoint of a business relation only. Profit-sharing should govern a business enterprise because it pays, because through its influence the profits of the business have increased sufficiently to permit this share of the profits being distributed without depriv-

ing the capital and management of its equally just return. Capital must have its return from the profits of a business or it will withdraw from the enterprise. You may think it can not retire after once incorporated in the business. Let me assure you that no business can stand still. It must either show life enough to gather in a profit for the capital invested or, because of its inherently weak management, be weeded out by competition. The "survival of the fittest" is an inexorable business law from which none can escape, and a business which can not pay must and should die. There is no reason for its life. Natural law says that which has lost its usefulness shall die, and a business that lacks the strength to live profitably should die, too.

In an address before the Y. M. C. A., three or four years ago, I said, "The manager holds the vital position in a manufacturing establishment;" and every man should appreciate that fact, and whether the manager be owner or not, his share in the returns of the business should be in proportion to the success he attains. That the prosperity of the business depends largely upon him can not be disputed. Evidence of this can be seen every day and everywhere. From this it follows that it is both unjust and unreasonable to assume that the managing share of the returns from the business is secured by depriving the workman of his just portion. A recent writer has said: "A good manager benefits the workman as well as himself. The attempt to get along without him would not only prevent the manager's share from coming into being, but also a portion of what the workman himself is accustomed to receive." Hence, in considering the question of profit-sharing, the workman must not think the seemingly large share paid to the management is excessive or taken from the portion that should be distributed by profit-sharing. The profit for general sharing is that remaining after the capital and management have had their just reward.

Profit-sharing must show its advantages if it is to have its place in business. I have said it can not exist if it is to be conducted as a charity or even a gift from capital to workman. The men should have it as the share they have made through the opportunity or inducement profit-sharing offers.

I will explain some of the points that present themselves to me as making for profit-sharing:

Harmony in the relation between capital and labor. The antagonistic element is eliminated. Labor gets the share to which it is entitled. The inducement to strike is gone, as the workman will have his share in proportion to profit earned and, knowing that, is ready for mutual consideration and adjustment of disputed points, for profit-sharing will not bring the millennium and differences will arise, which the friendly relation existing assists in equitably adjusting. In support of my position, I shall frequently quote from the experiences of the Bourne Mills, a large cotton corporation at Fall River, which has conducted its business upon the profit sharing principle for the past nine years.

George E. Chace, the treasurer and manager, writes me, in kindly response to my letter for information, that where labor unions are in control profit-sharing does not prevent strikes, but it has made the way easy for the equitable adjustment of all differences in their corporation.

The manly self-respect produced by profit-sharing is to me one of its most important benefits. Self-respecting workmen are good citizens, good husbands, fathers, brothers, and not only do they respect themselves but each other. Respect for themselves means also respect for the employing corporation and its management. This is a most important element in profitable manufacturing and should not be ignored. It has been one of my theories that willing labor is the only profitable labor, and harmonious relations between employer and workmen are essential to success. Men with self-respect and a

management accorded the respect it deserves produce just the willing conditions through which a maximum profit can be had.

Again, we must not forget that the effect of all this is to produce steady men, men who, knowing justice is done them, have no inducement or desire to roam from one shop to another. Whole families can be found in one establishment. I recall an instance of this kind in an Eastern factory, which was a model in its way, with two generations of successful management in the same family that shared the profits by encouraging its men to own shares of its stock, where grandfather, father and grandson were working on the same floor. Many families were represented by two or three members. So long as all of us must earn our bread by the sweat of our brows, a spectacle like this is enough to encourage the hope that the millennium is not so very far distant.

Another advantage in the profit to be shared with the workmen is the limitation of the item of waste. No person not in immediate contact with manufacturing can form an adequate comprehension of the magnitude of the waste that may occur in the processes of manufacturing—waste of time and material—not intentional, but the waste that has its source in lack of interest, dissatisfaction in the wage received, no living desire to become perfect in the part the workman has in the production of the whole.

Again I will quote from the Bourne Mills report. First, let me explain that the product of this mill is the print cloth used for the manufacture of calicoes and that the goods must be of a certain well-defined standard in quality. All pieces showing defects are graded down as seconds and quoted at a lower price in the market, and you can understand the effect upon profits if the proportion of these seconds is large. Mr. Chace writes me that, in his report to the shareholders and workmen, July 1, 1897, he called attention to the important fact that the seconds of the Bourne Mills in 1897 were in relative quantity to the whole product, only 20 per cent. of the amount of the seconds in the product of 1887. He alludes to the universal industry prevailing in the mills and says the looms were held up to their full capacity; and also mentioned that, if the belts of a cotton mill are on the loose pulleys only three minutes per hour, 5 per cent. of the productive capacity of the mill is lost. A little fact like this brought home to the manufacturers of this city will make them realize how small an amount of lost time can sweep away the present slight margin of profit they have in their goods, and this factor of labor cost in furniture product is, no doubt, the most difficult of estimate in all computations that enter into the cost of goods. Not long ago, the principal owner, who was also the manager, of a large business, said to me, when talking upon that subject, that labor was the one item he could never compute with certainty when making bids for large contract work. Could this employer have based his estimate of cost of labor upon experience with a body of men of the character this Bourne Mills corporation had, much of the doubt might have been eliminated and his bids for contracts been shorn of the uncertainty he complained of.

The standard of product is greatly improved under the profit-sharing system. When every man knows his share of the profit is increased by good workmanship and diminished by poor work, not only is he vigilant in his own work, but equally watchful in the work done by others. This acts and reacts upon the whole force until the highest possible standard is attained, for goods of perfect quality always command the market and secure the highest prices.

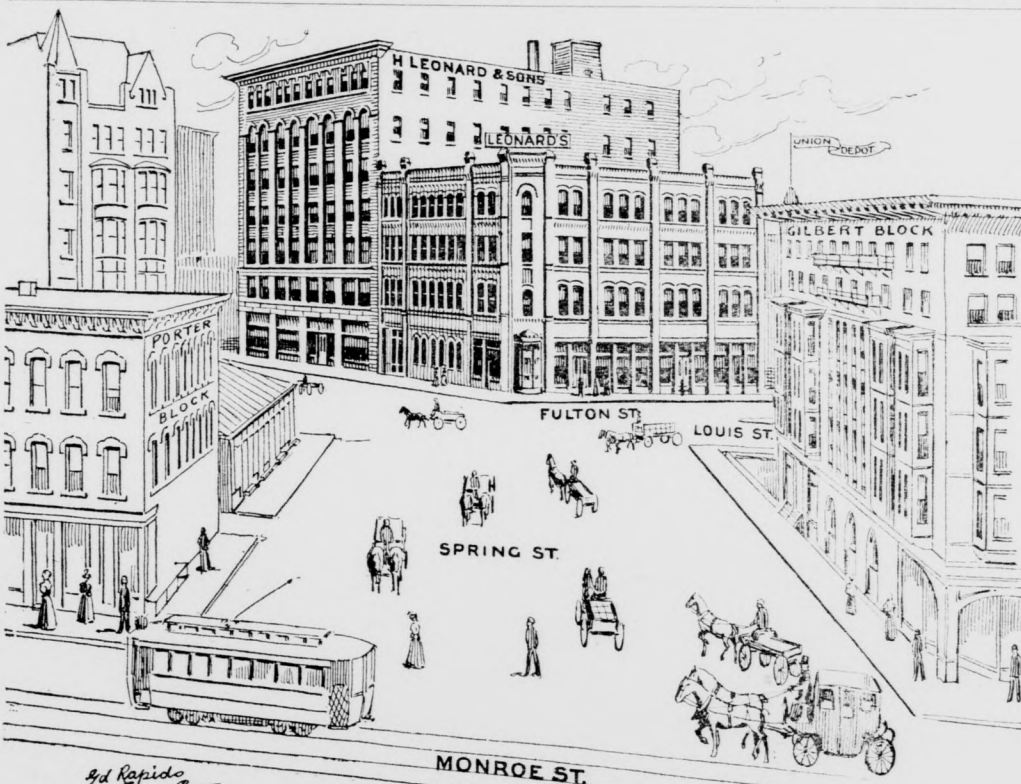
Profit-sharing increases wages. This may seem incompatible and inconsistent. Again let the report of the Treasurer of Bourne Mills tell the story: The Treasurer says when profit-sharing was inaugurated about ten years ago, the average wage of the 500 employees—men, women and boys—was \$6 per

*Paper read before Unity Club of Grand Rapids by Mr. Wm. Widdicombe.

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Challenge Assortment White Granite Ware

factory in the United States, is of guaranteed quality and warranted never to craze. Every piece black stamped "Warranted Iron Stone China," which is a guarantee of its excellence. Shipped from factory and sold only in this assortment at these prices. Don't delay but drop us a postal for one cask "Challenge Assortment." The investment is small and is sure to bring you a handsome profit.

Please Note the Special Price on our selected assortment of White Granite Crockery, on which we are having a remarkably large sale. Any dealer will readily see the advantage in buying this assortment as it contains only staple salable goods in small quantities that are called for daily. The ware is made by the largest and oldest

A Set of Teas consists of 6 Cups and 6 Saucers. A Set of Plates consists of 6 Plates.

ARTICLES	Cost	Total	Retail	Total
8 sets Handled Teas and Saucers.....	\$0 28	per set \$2 24	\$0 42 per set.	\$3 36
4 sets Unhandled Teas and Saucers.....	23 1/2	per set. 94	35 per set.	1 40
2 sets Handled Coffees and Saucers.....	32 1/2	per set. 65	48 per set.	66
2 sets Unhandled Coffees and Saucers.....	28	per set. 50	42 per set.	84
8 sets 5 inch Plates, full measure, 7 1/4 inch.....	10	per set. 1 28	25 per set.	2 00
4 sets 6 inch Plates, full measure, 8 inch.....	10 1/2	per set. 78	32 per set.	2 28
16 sets 7 inch Plates, full measure, 9 inch.....	24	per set. 3 08	38 per set.	6 08
2 sets 8 inch Plates, full measure, 10 inch.....	20 1/2	per set. 53	45 per set.	90
2 doz. 4 inch Fruits, full measure, 5 inch.....	27	per doz. 54	45 per doz.	60
1 doz. Individual Butters, full measure 3 inch.....	18	per doz. 18	30 per doz.	30
1/2 doz. 4 inch Round Scallops, full measure, 5 1/2 inch.....	63	per doz. 32	68 each.	18
1/2 doz. 5 inch Round Scallops, full measure, 6 1/2 inch.....	72	per doz. 30	10 each.	1 20
1/2 doz. 6 inch Round Scallops, full measure, 7 1/4 inch.....	90	per doz. 45	12 each.	72
1/2 doz. 7 inch Round Scallops, full measure, 8 1/4 inch.....	1 08	per doz. 54	15 each.	60
1/2 doz. 8 inch Round Scallops, full measure, 9 1/2 inch.....	1 62	per doz. 41	20 each.	60
1/2 doz. 9 inch Round Scallops, full measure, 10 1/2 inch.....	2 16	per doz. 54	25 each.	75
1 doz. 9 inch Meat Dishes, full measure, 11 1/2 inch.....	90	per doz. 90	15 each.	1 50
1 doz. 11 inch Meat Dishes, full measure, 13 1/4 inch.....	1 62	per doz. 1 62	25 each.	3 00
1 doz. 13 inch Meat Dishes, full measure, 15 1/4 inch.....	2 70	per doz. 1 35	35 each.	2 10
1/2 doz. 15 inch Meat Dishes, full measure, 17 1/2 inch.....	3 78	per doz. 95	50 each.	1 50
1/2 doz. 7 inch Bakers, full measure, 8 inches.....	1 60	per doz. 90	12 each.	1 44
1 doz. 8 inch Bakers, full measure, 9 inches.....	1 08	per doz. 1 08	15 each.	1 50
1 doz. 9 inch Bakers, full measure, 10 inches.....	1 62	per doz. 1 62	20 each.	2 40
1-6 doz. Sauce Boats.....	1 44	per doz. 24	20 each.	40
1-6 doz. Pickle Dishes.....	1 08	per doz. 18	15 each.	30
1-6 doz. 8 inch Covered Dishes.....	4 32	per doz. 72	60 each.	1 20
1-6 doz. 8 inch Covered Casseroles.....	4 80	per doz. 81	75 each.	1 50
1-6 doz. Covered Butters and Drainers.....	3 24	per doz. 54	42 each.	84
1/2 doz. No. 42 Pitchers, size, 1 1/4 pint.....	78	per doz. 39	10 each.	60
1/2 doz. No. 30 Pitchers, size, 2 pint.....	90	per doz. 45	12 each.	1 44
1/2 doz. No. 30 Pitchers, size, 3 pint.....	1 08	per doz. 27	15 each.	45
1/2 doz. No. 24 Pitchers, size, 4 pint.....	1 20	per doz. 32	20 each.	60
1/2 doz. No. 12 Pitchers, size, 6 pint.....	2 16	per doz. 36	25 each.	50
1-6 doz. Covered Sugars.....	2 16	per doz. 54	25 each.	75
1/2 doz. No. 30 Bowls, size, 1 pint.....	61	per doz. 31	08 each.	48
1/2 doz. No. 30 Bowls, size, 1 1/2 pint.....	72	per doz. 36	10 each.	60
1/2 doz. No. 24 Bowls, size, 2 1/4 pint.....	90	per doz. 23	15 each.	45
1/2 doz. No. 30 Oyster Bowls, footed, size, 1 pint.....	72	per doz. 30	10 each.	60
1/2 doz. Large Covered Chambers.....	4 32	per doz. 1 08	50 each.	1 50
1/2 doz. Large Washbowls and Pitchers.....	0 84	per doz. 1 71	75 each.	2 25
Package.....		2 00		
		\$33 29	Retail \$51 47	
			Cost dealer 33 29	

A net profit to the dealer of 54 per cent. or.....\$17 88

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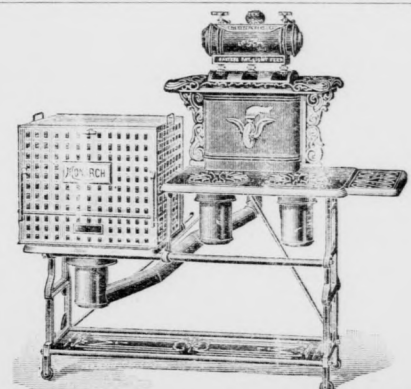
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week. In 1897, the full force of workmen were employed at an average of \$7.50. Still, during all these years there has been a steady decline in wages everywhere. This increase in wages could be paid because of the improved character of the product and the increased quantity produced per loom and the almost absolute elimination of every kind of waste. The Treasurer of the company holds out the hope that further advances in the wage rate may be expected, for it does not follow that the utmost limit has been reached. Of course, this company has a body of working people of an exceptionally high character—self-respecting men and women who have educated themselves to a standard much beyond the average. Intemperate and irregular men have been pushed aside and their places taken by active, skilled workmen until, as mentioned above, this exceptional rate of wage and high character of product over ten years ago has been attained.

I must mention another fact quite as amazing: Through these profit-sharing years these mills have been idle but 3 per cent. of the working time, yet, during this time there were several general strikes and the idle time compelled by cessation of trade in the year following the panic.

Mr. Chace, in one of his dividend reports, alluding to this very favorable condition, before his assembled workmen, very pertinently asks, "May we not attribute our exemption to our profit-sharing?" And may I not ask you the same question?

The Bourne Mills have made seventeen consecutive profit-sharing dividends to their workmen, the last one Jan. 1, 1898; and it must not be forgotten that the dividends of the last four years have been made in the face of a continued depression in cotton spinning well known to all of you, a depression terminating in wage reductions and a general strike now disturbing nearly all the New England States. Yet, in the face of these adverse conditions, this manufacturing corporation has continued the even tenor of its way, making reasonable profits for its capital and management and sharing the balance among its workmen. This has been maintained through the harmony existing between the management and workmen, with the other causes I have mentioned.

I took the position, in the address I made before the Y. M. C. A., that profit-sharing, honestly and energetically worked out, would prove the solution of the so-called labor question. I retain that opinion still. I said then that "every man has the God-given right to toil for himself." I can realize that this is not practicable for all men, yet I can see, through a sharing of the profits in proportion to the ability of all who were engaged in producing those profits, we should approach as near as practicable to the condition that each man was toiling for himself, in that through profit-sharing he was to receive his share in the results of his labor.

We are not of equal strength, either mentally or physically. The conception that, "All men are born free and equal," is a glittering generality, a misleading declaration. We are neither free nor equal, and must be content to accept such of this world's opportunities as our ability can wrest from the chance that falls to us. Chance or fortuitous circumstance has much to do with the share we receive here below. We all confidently hope and encourage ourselves that in the better world beyond there shall be a more equitable adjustment.

Realizing that these inequalities were inevitable and bore so heavily upon the many who could not attain positions of eminence, I could see in profit-sharing a partial adjustment of this inequality, for the man of exceptional talent or peculiar ability for certain positions would devote part of his efforts to the improvement of the share of him who was not so well equipped by nature, and thus a partial solution of the strained relation that seemingly exists between capital and labor would be accomplished.

If it is conceded that profit-sharing produces all these good results, the question naturally arises, Why is it not generally adopted? And I must admit that this is the most puzzling feature to me as well. In most instances where it has been tried in this country it has produced all that was promised for it. Occasional failures have occurred, some through the generally disastrous condition of the business, as in the wool cloth industry, others through changes in management. It can not be promised for profit-sharing that it can overcome all obstacles. It must have able and intelligent management—not so selfish as to demand all the returns the business can afford above and beyond the lowest wage that can be forced upon the men. Perhaps I might say that its requisite is that the management must have a thorough technical knowledge of the business. Such management alone will be in position to enter into the spirit that should pervade a successful profit-sharing business.

Again, it has to be granted that a business, even when profit sharing, can not exempt itself from competition; and of late years in this country much of the competition has been of an unwholesome and illegitimate character. The amazing number of business enterprises that have been projected or fostered from some other motive than that there was a place in the business world that legitimately belonged to them would lead us to think that knowledge, experience and its attendant ability were no longer requisite.

If some persons or a town thought they could promote their individual or general prosperity by setting up a factory as a basis for booming the town or selling town lots, up the factory would go, whether they had or had not enough knowledge to even decide the kind of manufacturing they would engage in. Now, this kind of competition is deadly in its effects on legitimate manufacturing. Loss or failure in such enterprises is made good by appeals to local or civic pride and the cut-throat competition goes on, with sometimes even a state treasury to support it. Under such conditions, the inducement to offer profit-sharing, when a state itself is robbing the business of a prospect for profit, requires a hopeful temperament in both employers and workmen.

The day is not far distant when this kind of competition will be exterminated, yet, during its continuance, the conditions are discouraging for all. I am compelled to make the foregoing disparaging allusion, for profit-sharing is impossible without able management, and able management and town lot booming are inconsistent and not found combined in the same man.

Profit-sharing not only requires consistent and continuous management, but needs abundant capital to support the business itself. No business can offer to share its profits when it has debts, for such liability should take precedence of everything. Payment of the debt is preservation of the business life and, at the present date, the idea that considers a national debt a national blessing is not confined to public affairs. So many enterprises are conceived in debt, living through their short lives struggling under an incubus of liability that finally crushes them.

The theory is for profit-sharing, not loss-sharing. We can realize that it is difficult to persuade the average business man that he can share his profits with others and, when losses come, bear them alone.

The workman can not be asked or expected to share the loss. He has done his part and, if the loss comes, should not be held responsible; and a degree of generosity must be had by the employer to take upon himself all the risk of the business and yet share his profits while assuming all the losses, although the periods of loss are less frequent under profit-sharing than without it. And just here is where one advantage of profit-sharing, as compared with co-operation, appears, for the workman should not be asked to risk his small savings in the hazard of the business. The little he gathers from his wage as

protection for his old age should never be exposed to any risk. It is his all and as such should be protected, for, with advancing years, he loses his skill and strength and must have this fund to supplement his diminished earnings.

I have mentioned the Bourne Mills corporation of Fall River, yet many others can be given. I selected them as they are exposed to a very severe competition, just such competition as our own manufacturing has to meet, that is, except that from the boom town and state establishments; yet these Bourne Mills have steadily made profits in the face of this competition and depressed business conditions.

I do not refer to Proctor & Gamble, although they are the finest example to be cited. That establishment is protected, to a degree, from undue competition by its patterns and copyright in name and trade marks, although any person wishing to be well informed on this subject should study the methods and experiences of the Proctor & Gamble Co.

Other institutions can be mentioned which assist their workmen to purchase their stock and allow it to be paid for out of dividends from the profits. I can not esteem this as highly as direct profit-sharing, for it holds the workman's share subject to the vicissitudes of the business.

Now appears the question, What proportion of the profit shall be shared and by what method? No universal practice can be had. Each business and each management must adopt that best suited to the exigencies of the particular business. The division is generally based upon the total wages for each workman for the year. After capital and management have had their reasonable share, the capital and total wages for the year are combined and the amount set apart for profit-sharing for the year is divided equally with each dollar of the gross sum. Under this arrangement the Bourne Mills have made seventeen semi-annual dividends, ranging from $2\frac{1}{2}$ to 7 per cent.; that is, the semi-annual amount of each man's wages has been increased by from $2\frac{1}{2}$ to 7 per cent., an average of 7 per cent. per annum, or upon a wage of \$10 per week a dividend would be paid of 70 cents per week—a very generous increase, conceded by the mill to be gained through the economy and industry of the workmen themselves.

WM. WIDDICOMB.

More Money to Spend This Year.

Your customers are, no doubt, better fixed financially this year than they were last. They are spending more money. Now, if your methods and your merchandise had improved as much as your sales, you would probably have made many more new customers and your sales would have been even larger.

Never imagine that you have reached "top notch" in sales until you have achieved perfection in merchandising, or captured every customer within reach and sold them all they could or would buy.

Selling is the all-important point in keeping store. Good buying is its twin brother. Do you buy right?

How are your styles and assortments? Do you see every new and desirable line that comes your way? Read up, post yourself; you will then anticipate the newest lines and be prepared to pass intelligent opinion upon them.

Every merchant gets hold of the wrong thing occasionally. Put in the knife and let the unfortunate deal out. Hanging on will only make the first mistake more serious.

Because you have been stuck, don't try to even things up by sticking a customer.

The successful merchant of to-day is the one who turns his stock quickly. Sales are not the only trade barometer.

Unanswerable Argument.

"This honey doesn't look to be pure," said the cautious grocer.

"But, man," earnestly replied the apiarist, "it has to be pure. You wouldn't expect a man in the bee line to be crooked; now, would you?"

Good Character More Important than Capital.

Did you ever examine and consider the blank issued by the Mercantile Agency—R. G. Dun & Co.—for the purpose of obtaining information as to the responsibility of merchants? Do you know the nature of these questions and how they are arranged?

The first questions are such as any one would ask in prosecuting an enquiry of the kind indicated: The name of the firm, the nature of the business, the full names of the partners, whether they are married or single, their ages, how long they have been in the business, whom they succeeded, where they came from, and their former occupation.

After this routine has been gone through one would naturally expect that the next and most important questions would be: How much capital is invested? How much of it is borrowed? What amount of stock is carried? What is the amount of the outstanding accounts? Are there any chattel mortgages or judgments? What real estate is owned by the firm? Whose name is it in? And so on.

But, no. The first question asked is not as to the possessions of the firm, but as to the character, habits and ability of its members. And the first of these is character. That is to say—before money, before ability and before everything else, this mercantile agency, after years of experience in arriving at the assets of a concern, places character. And still before capital comes ability. Character and ability are, therefore, decided by the best judges to be the chief factors in a merchant's success.

This fact should offer the greatest encouragement, not only to merchants who may be fighting a hard fight, but to the clerk who, as he regards his weekly salary, is apt to feel it impossible that he shall ever get into a position where he can have a business of his own. But let him just think, "It is not so much money, it is not so much ability that is necessary, but character," and hope can but revive in his faint heart. "The acquisition of money seems impossible," he can say to himself. "Ability? Well, I have my share, but I do not believe I have enough of it to set the world on fire. But character is within my grasp, and as it appears that character is the first essential to the obtaining of credit, why, let me cultivate character."

And he will find if he cultivates character, ability will come with it, for there is no man of character who is not diligent—the sticking-everlastingly-at-it is, in ninety-nine cases out of a hundred, equal to all the ability in the world.

First build up your character. That will bring you ability; and ability and character will bring you credit; and do not forget that practically all the great businesses of to-day were begun on the smallest possible scale and many of them with borrowed capital.

Special Market Reports.

Coffee "weak."
Onions "strong."
Molasses "slow."
Eggs "dropped."
Hops "fairly active."
Cheese "much animated."
"Rapid rise" in baking powders.
Bread-stuffs "fell two points."
"A stringent market" in pickles.
"Tongues" maintain an easy tone.
Lead "exhibits marked heaviness."

The successful man always sticks to one thing until he gets there. So does the postage stamp.

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450 Men's wool cheviot suits, black, blue and
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BANKING REFORM.

Review of the Present and Proposed Systems.

The national reserve notes to be substituted for the greenbacks are to be a legal tender and will possess all the functional qualities of the latter. So far as their general use is concerned, they will be but greenbacks with another name. So long as we have to carry a public debt it may be somewhat desirable to incidentally dovetail that debt into the currency system, but it should be done only on condition that the banks be made to do the work of shielding the Government reserves so long as they are capable of doing it. The proposed law will ultimately give us but three kinds of credit notes—national reserve, silver certificates and bank notes—thus simplifying our currency, which is now made up of greenbacks, silver certificates, gold certificates, coin certificates, and treasury and national bank notes. The great danger attendant on the greenbacks does not attach to their functions in everyday transactions, but is a fundamental one, reaching beyond small transactions and threatening the entire monetary system in times of panic or other emergencies by placing the Government at the mercy of the brokers and international clearance houses. Under the operation of the present law the banks are simply the mediums through which the Government is compelled to do the work of redeeming all the credit notes. The proposed law would require the banks to keep their redemption fund in gold, and this fund must meet all demands for redemption save only where a bank has passed into the hands of a receiver, in which case the Government assumes the burden.

No note redeemed in gold by the Government will be paid out again, except for gold, unless the Secretary of the Treasury deems it necessary that they be paid out for United States bonds. This last provision is calculated to allow the substitution of non-interest bearing obligations for those bearing interest whenever an opportunity for such an exchange arises. Bonds purchased in exchange for such notes shall be held subject to use by the department in case of an emergency. When the amount of national reserve notes outstanding becomes insufficient to meet the demands for new banks and increased circulation, they shall cease to be required as a basis of circulation.

Standard silver dollars are to be redeemed in gold, but silver certificates are to be redeemable only in standard

silver dollars. This provision guarantees the parity of the two metals, but it seems like whipping Satan around the bush to make the silver certificate redeemable only in standard silver dollars while such dollars are redeemable in gold. Why not make these certificates directly redeemable in gold and avoid the necessity of first exchanging them for standard silver dollars and then exchanging such dollars for gold? This circuitous method may tend to keep the silver certificates in circulation after they are once used, but it makes them practically redeemable in gold. The parity of silver with gold is to be secured by a gold redemption fund, deposited in the Division of Issue and Redemption, equal to 5 per cent. of the amount of silver which has been coined. Inasmuch as but a small portion of our coined silver can be kept in circulation at any time, this fund will probably equal 20 or 25 per cent. of the silver in use among the people; and so long as the Government stands ready to give gold for it, there is but little likelihood of any large portion of it being presented for redemption. The inability of the Government to keep any considerable amount of silver in circulation, even by paying the express charges for shipping it, has demonstrated the necessity of utilizing it by proxy. This is to be done by retiring all other forms of paper money in denominations below \$10 and issuing silver certificates only in denominations of \$1, \$2 and \$5. As a large majority of our daily transactions involve an average of less than \$10 in money, this arrangement will make the silver certificates the medium for performing fully nine-tenths of our vast retail business and will assure the greatest possible utility of silver within safe limitations.

Another commendable provision of the proposed law is that requiring banks to pay a tax of one-eighth of 1 per cent. semi annually upon their capital, surplus and undivided profits. The present law requires them to pay a tax on the basis of their note circulation. This is quite unfair in its bearing on the smaller banks, as they generally issue a greater amount of notes compared with their capital than the larger banks do. Some of the largest banks in the country issue but few notes and do business almost entirely upon the notes of other banks coming into their hands as deposits. In this way they avoid payment of a just share of taxes and throw that burden on those whose notes they freely utilize. The change will place all banks on the same basis in the matter of taxation, and there is no valid

reason why their surplus and undivided profits should not be taxed in the same way as their capital, of which these are, in fact, but mere subdivisions.

The greatest innovation proposed is that of allowing national banks to establish branches under such regulations as shall be prescribed by the Secretary of the Treasury. The benefits to be derived from this provision would be many fold. It would tend to the establishment of branches in remote localities and a general leveling of interest charges. In the older and conservative localities, where the annual savings of industry exceed the new enterprises, there is always money to loan, while in the young and progressive sections, where the new industries exceed their annual savings, there are always large borrowers. The banks of one section generally have no direct communication with or interest in those of other sections save only that of settling balances, and a borrower in one section is generally forced to do business through some broker and pay two profits in order to obtain a loan when he has to seek it away from home. A central bank with many branches would bring every locality it reaches in touch with each and every one of its branches, and the borrowing demand in one locality could be met with the loanable capital of another locality. The bringing of the borrower and the lender in closer touch with each other can but work to the mutual advantage of each.

ANDREW FYFE.

The American Navy, Cuba and Hawaii.

A portfolio, in ten parts, sixteen views in each part, of the finest half-tone pictures of the American Navy, Cuba and Hawaii has just been issued by a Chicago publishing house.

The Michigan Central has made arrangements for a special edition for the benefit of its patrons, and a specimen copy can be seen at the ticket office in the depot. Single parts may be had at ten cents each; the full set, one hundred and sixty pictures, costs but one dollar. Subscriptions for the set may be left with the agent. In view of the present excitement regarding Cuba, these pictures are very timely. Call at the ticket office and see them.—765.

France consumes 12,000,000 tons more of coal than she is able to produce, and this demand is supplied by about 5,000,000 tons of British, 5,000,000 tons of Belgian and 2,000,000 tons of German coal. During the last ten years the average annual import of British coal into the port of Rouen has been 4,000,000 tons. The whole of Normandy and Brittany is largely dependent upon British coal for the working of its industries and for domestic consumption. In 1897 the imports of British coal into French ports, extending from Calais to La Rochelle, reached 3,500,000 tons.

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O. A. TURNEY, Mfr., DETROIT, MICH.

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.

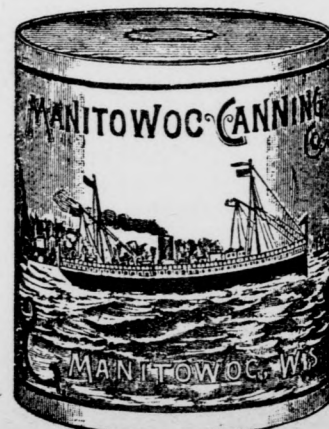


Manitowoc Lakeside Peas

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.



Carrying Leniency to Extremes Means Loss.

Those who give credit ought to know that they injure both themselves and their debtors by undue leniency. Exact fulfillment of the contract is essential to the well-being of both parties. The creditor is injured by delay, for it keeps him short of cash and makes it necessary to pay more for interest, or it causes the loss of what could be made by discounting bills. He is also injured by the increased and constantly growing risk which delay brings, and, further, by the certain and costly demoralization which follows as the consequence of all wrong methods. Business demoralization is nowhere more apparent than in connection with this cause.

The debtor is injured by the false feeling of restfulness and confidence which the leniency of his creditor engenders. By this leniency he is taught to rely upon using what really belongs to another, but which has been left in his hands through a mistaken desire to accommodate. He is wronged by the demoralization which comes to him through false 'training.' Further, he is injured by the temptation which is thus presented to be slack in pressing his own collections. Leniency upon his part toward debtors increases his business losses.

Many instances are in mind where loans and discounts have been refused simply because the bank has perceived that the applicant, instead of borrowing money, should push his collections. In some instances the would-be borrower has subsequently expressed his gratitude for the refusal, because the lesson thereby taught resulted in saving of money. I recall an instance of too easy loaning by a bank to a retail butcher which resulted in the borrower deliberately permitting customers' bills to grow until they became so large that in many instances the temptation to default was too great to be resisted. The end was what might have been expected. The butcher lost heavily and finally failed. The bank lost its claim. It had loaned thousands where hundreds would have been a reasonable limit. Had it loaned only so much as was appropriate there would have been no failure upon the part of the butcher, and no loss to the bank. A strong and firm adherence to contracts is essential to safety. Carrying leniency to extremes always means loss, and in many cases absolute ruin.

E. S. CAMPBELL.

Rapid Development of the Trade in Maple Flooring.

The East Jordan Lumber Co. has just shipped two carloads of maple flooring to England, and this is but one of a long list of shipments which have been made to the same market in the last two or three years from East Jordan, Harbor Springs, Petoskey, Traverse City and other Northern points. Maple flooring is a modern product and has been known in the markets less than a score of years. Pine flooring used to be almost the only flooring known and, when something better was demanded, oak was used. About twenty years ago Mr. Wiltse, of Chicago, discovered the merits of maple for flooring purposes. He began manufacturing on a small scale and for a decade he had almost a monopoly of the business. Now maple flooring is produced by the hundred million feet annually and scores of mills, big and little, are turning it out and the demand is equal to the supply, and both demand and supply are in-

creasing. Northern Michigan is the greatest producer of maple flooring, and the prediction that Hon. Perry Hannah was laughed at a dozen years ago for making—that the hardwood forests would bring more wealth into Michigan than pine ever did—is being verified.

The merits of maple flooring that have won it favor are the hardness of the wood, its freedom from splinters, the ease with which it can be kept clean, its adaptability to various finishes and its moderate cost. It goes into all the big business and office blocks now, where pine was formerly good enough; it is a favorite for store floors; it has won a strong place in the affections of those who build houses for themselves to live in, and for dance floors there is nothing equal to it. It is popular in the parlor, because it can be stained or polished, and there is nothing like it for the kitchen, because it is slow to wear out and can be mopped or swept without developing aggravating splinters. From Michigan maple flooring is shipped to all parts of this country and a substantial foreign trade is being worked up, and all this is the development of the last dozen years or so.

Maple flooring is in several respects unlike its pine sister. Both are used for the same purpose but there is much difference in its manufacture. The pine flooring is six inches in width, while maple is 2¼ and 3¼ inches wide, the former more common. Both are tongued and grooved, but the maple flooring has holes bored into the tongue side for the nails at intervals of four inches as a precaution against splitting. The lower side of the pine flooring is usually rough, the upper surface only being planed. The maple flooring has a "hollow" back—that is, instead of a plain surface the under side of the board is gouged out to a depth of an eighth or a quarter of an inch and to the width of 1½ inches. This "hollow" back reduces the weight and the freight rates for shipment and it has a further advantage in that the board rests on two narrow edges and always lays flat on the joists instead of developing "rocking" propensities by reason of unevenness in the board. The upper surface of the pine is simply planed, while the maple is polished. These are the most important differences, except in the price, but, considering the durability of maple, it is really cheaper than pine and it has certainly come to stay.

The Farmer Made It Square.

Rounder in Kalamazoo Telegraph.

I stepped into a grocery store the other day and accidentally caused or helped the proprietor to spill a box of strawberries on the floor.

"Oh, that's nothing," said the good-natured proprietor. "But say, I did have a funny experience several years ago, and yet it wasn't very funny after all. An old farmer came into the store and asked me if I wanted any turnips. I nodded yes and he brought in a bushel. As he started to take them down cellar he clumsily opened the faucet I had just put into a new barrel of Porto Rico molasses. Of course, he didn't notice it, and he hung about the store half an hour talkin' and chattin'. A customer came in and asked for some molasses and I was delighted to tell her that we had some new, just in."

"I went to the cellar stairs and looked down. There all over the floor was that molasses. It was the stickiest, nastiest mess I ever saw. 'Course I wasn't mad. I called the farmer back and showed him the mess as good-naturedly as possible. His reply was: 'Never mind. I'll make it square. I'll bring you another bushel of turnips.'"

"I don't believe that molasses is off that cellar floor yet."

THE BOYS AT ISLAND LAKE

Have had a foretaste of war during the past ten days and many of them have yearned for a place at the family table and a chance to partake of some of mother's biscuits, made from

QUEEN FLAKE BAKING POWDER

which is the favorite brand with thousands of Michigan housewives and is used and recommended by hundreds of cooks and chefs. If you do not carry these goods in stock, you are making a serious mistake, both from the standpoint of your customers' health and your own profit account. Manufactured only by

NORTHROP, ROBERTSON & CARRIER
LANSING, MICH.



"Stick to us"



And we will treat you right. Remember that we have the largest stock of stationery in the State and are able to accord you the most varied assortment, the best equipment, the most skillful workmanship and prices as low as are consistent with good work. We solicit an inspection of our lines and a comparison of our prices with those of our competitors, confident that such inspection and comparison will result in our receiving your orders.

Tradesman Company,

Grand Rapids, Mich.

Dry Goods

The Dry Goods Market.

Woolen Goods—The wholesale clothiers appear to take a more cheerful view of the situation than the woolen manufacturers and their confidence in the coming season is proven by their sending out their salesmen with fall and winter samples just as early as they would have done had there been no war, and most of them anticipate that their men will do a good business from the start. The retail clothiers have all enjoyed a good measure of business this spring, thus far, many of them having duplicated, and even triplicated, their original orders, which encourages the wholesale manufacturer in his belief that just because of the war the entire country can not go to the dogs. In this connection, it must be remembered that Americans have always consumed all of the woolen fabrics which were manufactured here, as none of them have been exported. Therefore, they are not in the same position because of this war, as, for instance, England would be, who has a large export trade in woolen and worsted fabrics. There is no indication that the purchasing power of the people of this country will be at all diminished on account of this war, for the present, at least, and there should be a market for nearly, if not quite, our anticipated quantity of woollens, and therefore clothing. In view of the passive attitude of the clothing manufacturers towards the woolen men, it seems to be good policy for them to stop making cloth, unless the wholesale clothier will bind himself to take the goods when they are made. As it is, the clothiers are sending their men on the road to solicit fall and winter orders, and many of them are unprepared to fill the orders which they will get. They will have to buy the woollens later, unquestionably, or get out of business. The present conditions are very favorable to those manufacturers who have courage, means and discretion, and it goes without saying that they will reap all the benefit to which their strength entitles them.

Knit Goods—There is no question, in spite of the gloomy remarks heard frequently in the market, that the knit goods industry is in a particularly strong position, and contrary to the conditions of the woolen goods market (which in past years it has seemed to follow, to some extent), there have been few, if any, large cancellations of underwear ordered for fall delivery. There are reported to be quite a number of small, and rather insignificant, cancellations, but this, of course, is natural in any season, and is not more marked now than in the past. There have been at the same time a number of revisions of orders, but these are always expected to a certain extent, and have not been extended enough to cause any uneasiness.

Linens—The manufacturers of towels and table covers are doing a moderate business, and will increase their business as they find facilities more convenient for bleaching and finishing linen goods. In linen suitings and dress goods, there is a limited business, which will increase as general business conditions improve.

Lace Curtains—There has continued to be a fair business done in this line, and while not so active as was expected, there has been a very fair business. Each season finds the domestic manufacturer producing much finer lines of

goods, which are fast supplanting the imported.

Prints and Print Cloths—The market, as a whole, is a little firmer than a week ago, sellers holding odds for future delivery at a slight advance. The demand for bunting and other prints in which the National emblem is used continues to be the only feature of the market. Everything in this line, from 2½¢ upward, sells rapidly. There are but small stocks at present but printers can flood the market with such goods in two weeks.

Staple Cottons—Manufacturers of bleached goods will evidently be compelled to curtail production for a short time. If this can not be done, there is a possibility that the delayed demand that must soon come forward will be sufficiently large to absorb the bulk of stocks on hand. It is certain, however, that these goods can not be moved at higher prices than rule to-day. In brown and colored goods a far different condition of things exists. There are no accumulations of consequence to be moved, and demand is steadily increasing. There is only one direction for prices to move, and an advance may come sooner than some buyers anticipate.

Carpets—Manufacturers of the finer grades of carpetings, such as Brussels, Axminsters, Wiltons, velvets, moquettes and tapestries, have experienced a most unsatisfactory season. Overproduction, or a production far in excess of the legitimate demand of consumers for this class of goods, is the cause of most of the ills that this part of the market is suffering from. Cheap ingrain, tapestries, rugs and matting have secured the bulk of the business that has been done during the last two years, and this has been at the expense of trade in higher priced lines of floor coverings. Advances that were made at the opening of the present season were not maintained, and this induced careful buying on the part of the trade. Stocks in the hands of retailers have been greatly depleted, as a result of their conservative purchasing, and, as a result, the trade may take auction goods at much better prices than many anticipate. Business in cheap tapestries and ingrain has been the opposite of that experienced in fine goods. Prices have not been all that could be desired by sellers, but they have done a very large business, so large, in fact, that manufacturers have felt warranted in increasing the plants and putting up many new tapestry mills.

The Lawyer Met His Match.

An eminent lawyer, noted for his success in cross-examination, found his match at a recent trial, when he asked a long-suffering witness how long he had worked at his business of tin roofing. The answer was: "I have worked at it off and on, but have worked at it steady for the past twelve years."

"How long off and on have you worked at it?"

"Sixty-five years."

"How old are you?"

"Sixty-five."

"Then you have been a tin roofer from birth?"

"No, sir; of course I haven't."

"Then why do you say that you have worked at your trade for sixty-five years?"

"Because you asked how long off and on I had worked at it. I have worked at it off and on sixty-five—twenty years on and forty-five off."

There was a roar of laughter in the court room, and his inquisitor, in great confusion, hurriedly finished his examination.

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.

Linings

Silesias, Satine, Black back Fancies, Taffetas in black and colored, Percale, Moreen, Hair Cloth, Cambrics, Canvas, Buckram; also a complete line of Velveteen and Corduroy Dress Binding all colors and widths; Feder's Pompadour Brush binding. We are headquarters for these goods. Write for samples.

P. STEKETEE & SONS, WHOLESALE DRY GOODS, Grand Rapids, Mich.

To Arms! To Arms!



Many thousands have responded to the call, and in their honor Old Glory ought to be unfurled from every housetop in the land.

Your supply may be exhausted. If so, phone or write us. We have a big stock and can furnish you with any size from three to twenty feet in length. If in need of Tricolor Bunting, or Flags by the dozen, remember that we are headquarters.

Voigt, Herpolsheimer & Co.,

Wholesale Dry Goods.

Grand Rapids, Mich.

Special Sales Events for Country Stores.

As soon as I get in my spring and fall goods, I arrange them as attractively as possible and cover the country for miles around with bills and posters, announcing Craig's opening event, and a few days before the date set for the commencement of the event I bill the town even more thoroughly than the country. This sale lasts a week, and always proves to be a great success in point of attendance, financial profit, and in the advertising that it gives my store.

I spare no pains or reasonable expense to make these opening sales draw crowds. The goods are displayed to the greatest advantage, and they are priced so that I have no fear of competition from stores in my own town or in neighboring towns and cities. I provide some sort of an entertainment in the way of music to make things lively, and, as an additional attraction, I serve light refreshments, usually tea or coffee with wafers or sandwiches. For the opening that I am now preparing for I have a new scheme, in which I have great confidence. I shall have the minister of each of the four churches appoint two young ladies from their respective congregations to clerk for me during that week, and for their pay I will divide 5 per cent. of the gross receipts of the sales equally among the churches.

In serving the refreshments I take occasion always to advertise some particular brand of goods. For instance, at the last opening I served a well-known brand of coffee, which I handle largely and advertised it as such.

As may be imagined, I believe thoroughly in special sales. It means lower prices, but the goods are sold for cash, and small profits are very acceptable in view of the fact that sales are increased many fold, and much good advertising results from the event.

During March I made a special cut in prices, advertising it heavily, and the results were surprising. My cash sales were far ahead of the same month last year.

It is extremely important during these sales, as well as at all other times, that strict honesty characterizes all advertising announcements, and that every customer be given entire satisfaction, even if money is lost on that particular transaction. One of the prime motives of a special sale is to get new customers, and if they are not treated in a way that gains their confidence and holds their trade, the sale is a partial failure at least. I believe that it is necessary

for country merchants to adopt the methods of city merchants so far as possible, omitting their objectionable features.

I am enthusiastic on the possibilities of window dressing, and I give my display windows a great deal of attention. My store has a fine plate glass front and the windows are large and deep, giving good opportunity for display. I am convinced that this is an exceedingly valuable form of advertising, and in our case makes up largely for the lack of a daily paper. W. H. CRAIG.

White Duck Perferable to Dark Stripes for Awnings.

Written for the TRADESMAN.

Let me say right here that I am not in the awning business, neither are any of my friends, so that I feel that I can talk awnings without being suspected of advertising my own goods or those of my friends.

This is the season of the year when the up-to-date store-keeper sees to his awnings. You don't catch him waiting until the hot sun of June has faded his goods and caused him expense enough to have bought a new awning.

We have, for several years, been using the blue and drab striped awnings, and many are the complaints we have heard from our customers in regard to the poor light in our store when these same awnings were down. Our store is on a corner and we have as many side windows as we have front ones. As a consequence, we get the sun for the greater part of the day. By reason of the many complaints about the poor light we had upon our wool goods and silks, we have been led to try the unbleached duck awning cloth, and so far the result has been most gratifying. The white cloth serves to keep the bright sunshine off of the goods displayed in the windows and, while it mellows the light inside the store, does not darken it as the old blue and drab affairs did.

If any of my readers are thinking of replacing their old awnings with new ones, let me urge them to try the unbleached duck. MAC ALLAN.

What Boys Are Good For

Some time ago a gentleman, in addressing a company of boys, said: "Can any one of you tell me what a boy is good for?"

One of them put up his hand, and began to snap his fingers.

Said the speaker, "What is it?"

The boy replied, "A boy is a good thing to make a man out of."

More good will be sure to come if we are grateful for the good that has already come.



The Gem Union Suit

is the only combination suit in the market that has given perfect satisfaction. Being double breasted, and elastic in every portion, it affords comfort and convenience to wearer that are not obtained in any other make. We are the sole manufacturers and patentees and are prepared to supply the trade with a great variety of qualities and sizes. Special attention given to mail orders.

Globe Knitting Works, Grand Rapids.



AN OPPORTUNITY FOR MEN WHO ARE NOT LAZY

4,000 agents are now canvassing with our line of samples, earning from \$50 to \$200 per month. We want 4,000 more active, reliable men to take the places not yet filled.

Many concerns advertise themselves as "tailors to the trade," but we are the original and only manufacturers on a large scale of "ready-to-wear" clothing exclusively for consumers. We don't wholesale! We don't retail! There is but one small profit between the first cost of our garments and the men and boys who wear them. We run our own plant and the samples we send out are cut from the cloths we make up in our factory. We cut suits a thousand at a time. Hence the low prices we offer. These goods bear the trade mark,

WHITE HORSE BRAND.

A superb outfit and advertising matter furnished free to our agents. Do you not think with all these advantages you could interest your friends and secure their orders for clothing? The workmanship and trimmings are the very best on every garment.

Men's Suits \$4 to \$15. Boys' Suits \$3 to \$9. Men's Trousers 75c to \$4.

We also operate one of the largest Custom Departments where garments are actually cut and made-to-measure by the most skillful workmen. The trade mark for this department is

WHITE CITY BRAND.

We furnish our agents with a fine line of samples and all necessary blanks from this department without charge. The prices for suits are \$12 to \$25. With the two outfits you can meet the taste and purse of every man and boy in your community. We pay our agents a liberal commission. Don't miss this chance. Write for particulars to Dept. G. R.

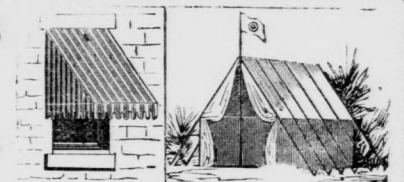
WHITE CITY TAILORS, 222-226 ADAMS STREET, CHICAGO.

Awnings and Tents

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

CHAS. A. COYE,

11 PEARL STREET.



\$500 Reward!

To any person who can find any adulterations in our Pure Flavoring Extracts.

For over a year our business has grown surprisingly, with slight effort of ours, simply upon the widening appreciation of the superior quality of our goods. And some of our older competitors are cowardly trying to misrepresent our goods when they have displaced their own. Our new and larger laboratory and salesrooms at 16 and 18 S. Ionia street welcome you April 25th.

DE BOE, KING & CO.,
Grand Rapids, Mich.



TANGLEFOOT

Sealed Sticky Fly Paper

ONE OF THE MOST PROFITABLE THINGS YOU SELL.

Popular aversion to flies is growing, and Fly Destroyers are coming into greater use. Of all means for their destruction Tanglefoot is the most practical and the best on account of its greater efficacy, cleanliness, endurance and cheapness. This is why the sale of Tanglefoot increases yearly.

To increase your sales of Tanglefoot let your customers see it in actual use in your store, in the Holder; They will follow your example. Every customer to whom you sell a box of Tanglefoot will remember it with pleasure every day of the summer.

PRICE, 30 CENTS A BOX.—\$2.55 A CASE.



YOUR
WHOLESALE
SELLS
TANGLEFOOT.

Woman's World

Modern Progress Due to Woman's Love of Change.

One of the most significant phases of the woman question is the curious unrest that seems to pervade the entire sex. They are in a state of violent evolution that keeps one continually guessing and that has made every woman one knows, almost, a lightning change artist, with as many different characters as there are days in the week. One looks in vain for the quiet, restful woman of the past—the woman with settled beliefs and convictions that were just as immovable as the Rock of Ages; who had "found herself" and was what she was and what she expected to continue to be.

That species seems as extinct as the Dodo. What a woman was yesterday she is not to-day. What she will be tomorrow is beyond the bounds of prophecy to conjecture. She is continually striving after something new and different in herself and her surroundings, and if there is very little rest in her, she adds immeasurably to the interest of life. She is the sauce piquant that flavors commonplace existence.

This mania for change, which women call progress, is a distinctly feminine trait. With rare exceptions, men like old things and old customs best, which in a way explains why it has taken so many hundreds of years for humanity to arrive at its present degree of perfection. If the world had been composed entirely of women, they would have tried all the experiments a thousand years ago and been on the lookout for something new long before now. A man grows slowly from one belief to another; a woman takes a leap from one profound conviction to another and is always open to a new argument if she can be convinced it is in the line of advancement.

In nothing else is the difference in character between men and women more marked than in this attitude towards new things. A man will cling to an old coat until it is shabby; he prefers the old battered volume where his fingers unconsciously fit themselves to the dog-eared leaves to an edition de luxe; he would not exchange the old chair whose very faults have grown dear through association and habit for one ten times as fine.

A woman, on the other hand, sees no pathos in parting with anything, provided she gets something better in its place. It is no uncommon thing to see one bundle up all her household belongings and send them off to the auction room to make place for fine new furniture for her new house. There are the things she bought with tremulous hopes and fears when as a bride she set up her first household altar; there is the chair in which she sat as she rocked her babies to sleep; there is the little bed by whose side she taught them to lisp, "Our Father;" there are a hundred articles one might think sacred with associations. It makes no difference. She parts with them without a pang, that she may have an Empire parlor, or a Chippendale diningroom, or be altogether Louis Quinze, or consistently Early English, or whatever the furniture fad of the moment happens to be. It is progress. It is a step up in the world and she isn't going to let any silly sentimentality stand in the way.

Of course, the furniture marks one phase of a woman's progress and that

period when the plush album and the etching fought for supremacy is so apparent that she who runs may read, but there are plenty of other evidences of its being the woman's hand which guides the family destiny in its onward path, instead of letting things stay at a standstill.

There is no greater marvel than the ease with which a woman can evolve into a butterfly of fashion from a common, hardworking grub or fit herself to fortune when it happens to be in the ascending scale. This talent is also essentially feminine. It takes a man years to adapt himself to the fortune he makes in a lucky deal, and even then he is apt to rattle around, a perpetual misfit in his big position. Not so his wife and daughters. Just give them time to emigrate from the kitchen to the parlor and they can forget that such a thing as a cooking stove ever existed. Who can imagine an American man demeaning himself with grace with a bought title? Yet a dozen American girls who are miladys and duchesses are said to be far more exclusive and aristocratic than the people who have made a business of being aristocrats for generations. In the charming comedy of "The Henrietta," Bertie, after studying and vainly trying to imitate the vacuous stare of his noble British relative, exclaims with despair, "We can never learn to do this sort of thing." No girl would ever have made such a remark. She would have picked up the trick in about two minutes and have seen the British maiden and gone her one better at her own game.

This readiness to change for anything and everything that has a sound of progress about it is distinctive of the modern woman movement. The woman of the past realized her limitations and contended herself in them. She reconciled herself to the fact that, as a general thing, she was neither literary nor artistic or in any way a genius. She believed that her home furnished her sufficient scope for her talents; that her husband was an incarnate Solomon and her children wonders, and that satisfied her. It was all she was and all she ever expected to be. Not so the modern woman. She is forever on the onward march. You may have believed that Mrs. A. was a simple, untutored soul whose aspirations never rose higher than her yeast cakes. Heretofore she has confined her conversation to homely domestic topics and you have only thought of her as an authority on onion syrup for croup and the best way to put up figs. To-day, when you go to see her, she is raving over Browning and Ibsen and neck-deep in the muddy waters of problem novels. You are not surprised. She has simply started on a kind of literary evolution, and the next thing you hear she will be reading papers and expounding mysticism to other women who are also on the upgrade, intellectually speaking, and who are just as much in the dark as she is.

The woman who is in a state of social evolution is another familiar figure. We have all known her and watched with awe her progress through the various intermediate states that lie between a three-story back in a boarding-house and a fine house on the avenue, and how at each step she rids herself of undesirable acquaintances and friends. Generally the church where she was active in religious circles marked the first stratum. Then came the philanthropic, when she served on committees and made herself useful at raffle tables.

Then came the literary, and by the aid of the encyclopedia and her bank book she graduated into society.

There is at least a breadth of view and a lack of conceit that should bar criticism in the way in which women are ready to seize on new things that they believe to be better than the old. Take, for instance, the matter of pronunciation. For years we have heard about the sharp American voice, and the dreadful American accent. American men will probably go along talking that way to the end, but just observe the progressive American woman. She is in the act of changing. She is acquiring a British accent that is the real thing, and any company resounds now with "arsk," "awnsr," "arfternoon," and all the rest. Of course, every now and then a sharp American "A" will drop into the conversation and in times of agitation her new pronunciation is liable to fail her, but this but adds to the excitement and exhilaration of the situation. She knows very well that her audience is sympathetic. Life is full of pitfalls and none of us can tell when our vowels are going to play us false.

We have all laughed at the girl who has gone off to boarding school as plain Mary Jane Smith and come home as Marie Jeanne Smythe. It was a crude way of expressing the fact that she had taken a step in advance of her family, and we all know what happened when she got home. She opened up the shut-up parlor, and hauled down the hair flowers and tissue paper ornaments and substituted art muslin drapery for crocheted tidies. She overhauled her mother's gowns and scrubbed her little brothers' faces and pompadoored her sister's hair and generally moved things up to date. She bought new books and subscribed for magazines and the whole family turned over a new leaf. She had seen new things and better things and she knew them when she saw them and appropriated them for her own.

In reality the world is largely indebted to women's love of change for its boasted modern progress. The woman of to-day, with her brain teeming with new ideas and theories, may not be as restful as the woman of the past, but she has accomplished more. Progress is never restful. It isn't made that way.

DOROTHY DIX.

Something to Cure the Mopers.

"The worst possible thing for a man to do when cares oppress him," says the New York Sun, "is to mope; to sit down and think it over. If there is anything on earth that will mildew a man and make him good for nothing, that's it. What he wants is activity; to keep moving. If he can't work, or thinks he can't, let him get out and take a walk and start his circulation. It's amazing what a little fresh air and exercise will do for a man. Keep moving and the first thing you know you'll find yourself whistling or humming a tune, and then you laugh to yourself a little and go back and go to work."

All the Details.

Teacher—What do you know about George Washington?

Scholar—His last words were, "Let me die in peace."

Teacher—Quite right; and what else do you know about him?

Scholar—He married a widow.

Why She Loved Him.

"Do you suppose Mrs. Manywed really loves her lawyer admirer?"

"In a way, yes. You see, he secured all her divorces for her, and he's a sort of a connecting link with the past."

Boys and Girls in the Same Family.

The theory of co-education is one of the broad ones that must always have its fierce partisans and bitter opponents, since there is so much that can be urged on both sides of the question, but there can be no debating the advantage it is to both boys and girls to be brought up together in the same family. We are in the way of thinking that in such cases the advantage lies chiefly with the boys, but in reality the girl who is reared without brothers is more unfortunate than the boy who never has the advantage of a sister's influence.

One knows at a glance the boy who has sisters. The one whose acquaintance with girls of his own age is slight is apt to be awkward and self-conscious. He knows nothing of the little politenesses of life and is set down as a boor because he does not open a door or pick up a handkerchief, when in reality he has never been taught such things and, never having breathed a feminine atmosphere, is simply ignorant of the niceties of the occasion. More than that, in the inevitable family encounters of wit he is apt to have his opinion of the feminine intellect strengthened. Mary can work sums that he can't. Sally helps him with his Latin. Susie didn't cry when she nearly got her foot mashed off. These are object lessons that are forced upon him and he never makes the mistake of underrating women, because he knows them.

On the other hand, the girl derives even greater benefit from the association. It is said that no man is a hero to his valet. No man is a demi-god to a girl who has been raised with brothers. She leaves that to the girl who can idealize some plain, commonplace fellow into a romantic hero. She knows better. She isn't going to expect the impossible from her husband. She knows that a man can be tenderhearted and sympathetic and generous and yet scatter his clothes all over the house and not want to be interrupted while he is reading the papers or to have anybody interfere with his pipe.

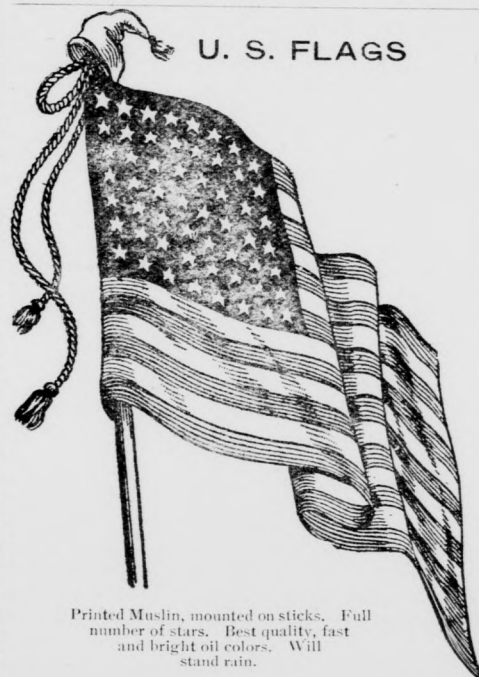
It is the girl who has brothers who is wary in giving her photograph to men acquaintances and in writing gushing letters. She sees that Tom, good fellow and gentleman that he is, scatters other girls' pictures and letters all over the place, and she reflects how she would like some other man's sisters, and his cousins, and his aunts, to say nothing of his masculine friends, to sit in judgment on her. And she gets a lot of good advice. Sometimes it is couched in queer language that little befits a sermon and is no more than a slangy word or two, but the girl knows what it means and heeds it. She may think mother is old-fashioned, and father behind the times, but Tom is of her day and generation, and he knows what the men she wants to please think. A girl is unfortunate, indeed, to whom Providence refuses the inestimable blessing of a brother, and the worst part of it is she can only partially make good her deficiency by being a sister to the nicest fellow she knows.

The Pennsylvania Railroad officials are experimenting with a machine which is a combination of a telegraph instrument and a typewriter. It has a keyboard similar to the Remington typewriter. A knowledge of telegraphy is unnecessary to operate it. When a key is touched at one end of the line it prints the letter touched on the paper in the machine at the other end. It is known as the teletype.

LYON BROTHERS

Successors to
H. Wolf & Co.

Mr. Merchant: An opportunity for making money on Flags is now at hand. We are headquarters and carry in stock the most complete line in the country. Compare our prices with others and you will appreciate the advantages of placing your orders with us.



Width.	Length.	Doz.	Gross.
No. 1 2 x 3 inches.....			12
No. 2 2½ x 4 inches.....			16
No. 3 3½ x 6 inches.....			27
No. 4 4½ x 7½ inches.....			30
No. 5 6 x 9½ inches.....			68
No. 6 7 x 10½ inches.....		68	60
No. 7 8 x 12 inches.....		10	2 00
No. 8 10 x 14 inches.....		23	2 50
No. 9 12 x 16 inches.....		25	2 85
No. 10 14 x 18 inches.....		35	4 00
No. 11 16 x 20 inches.....		60	7 00
No. 12 18 x 24 inches.....		90	10 50
No. 13 20 x 28 inches.....		120	13 50
No. 14 24 x 36 inches.....		140	16 00
No. 15 30 x 48 inches.....		220	25 00
No. 16 36 x 48 inches.....		275	30 00

Printed muslin, mounted on sticks. Best quality, fast and bright oil colors. Will stand rain.

Length.	Per set.	Length.	Per set.
10 inches.....	25	23 inches.....	70
15 inches.....	30	30 inches.....	90
18 inches.....	35		

Length.	Per set.	Length.	Per set.
18 inches.....	70	30 inches.....	1 75
23 inches.....	1 40		

Length.	Per set.	Length.	Per set.
23 inches.....	3 50	30 inches.....	4 50

SEWED BUNTING FLAGS
Standard grade. All wool.
These Bunting Flags are superior to any in the market. Sewed throughout and finished in a first-class manner, the best of workmanship guaranteed. Small sizes with canvas heading and grommets. Large sizes, from 15 feet, with ropes and strong canvas heading.

Length.	Each.	Length.	Each.	Length.	Each.
3 feet.....	60	11 feet.....	3 75	22 feet.....	11 50
4 feet.....	75	12 feet.....	3 80	24 feet.....	12 50
5 feet.....	1 20	14 feet.....	4 75	25 feet.....	13 50
6 feet.....	1 30	15 feet.....	5 50	30 feet.....	17 75
7 feet.....	1 55	16 feet.....	5 75	36 feet.....	24 50
8 feet.....	1 90	18 feet.....	7 25	40 feet.....	32 75
9 feet.....	2 45	20 feet.....	8 50	50 feet.....	52 50
10 feet.....	2 80				

COTTON BUNTING U. S. FLAGS
Imitation bunting.
Soft finish. Fast colors. Mounted on staff with ornament.
Bayonet style, length 17 inches..... 75
Battery style, length 35 inches..... 1 50
Garrison style, length 48 inches..... 3 00

COTTON BUNTING—Warranted Fast Colors.

The material is strong and well suited for the purpose. It is soft, waves prettily, and for decoration is superior to anything made at as low a price. They resemble bunting flags when in use, and the colors are fast, and will stand rain.

	Unmounted	Mounted on staffs with ornament
2 feet in length, per doz.....	1 35	1 50
3 feet in length, per doz.....	2 50	2 75
4 feet in length, per doz.....	4 20	4 50
5 feet in length, per doz.....	5 50	6 00
6 feet in length, per doz.....	7 50	9 50
7 feet in length, per doz.....	8 75	12 75
8 feet in length, per doz.....	15 00	20 00
9 feet in length, per doz.....	21 00	24 00

U. S. SEWED MUSLIN FLAGS

Sewed stripes, printed union. Canvas headings and grommets. Warranted absolutely fast colors.

Width	Length	Each	Width	Length	Each
2 x 3 feet.....		35	4 x 8 feet.....		1 50
2½ x 4 feet.....		60	5 x 8 feet.....		1 05
3 x 5 feet.....		80	6 x 9 feet.....		1 85
4 x 6 feet.....		1 00	6 x 10 feet.....		2 00
4 x 7 feet.....		1 25	6 x 12 feet.....		2 40

The cheapest sewed flags in the market, that resemble silk flags when displayed.

SEWED MUSLIN FLAGS

Sewed stars and stripes. Stars sewed on both sides.

STYLE 2
These Flags are very handsome, bright in colors, sewed throughout in the same superior manner as our all wool bunting flags, and when suspended can hardly be detected from genuine silk flags. They have canvas headings with grommets.

Width	Length	Each	Width	Length	Each
2 x 3 feet.....		55	9 x 14 feet.....		3 85
2½ x 4 feet.....		75	9 x 18 feet.....		4 25
3 x 5 feet.....		1 00	10 x 12 feet.....		4 20
4 x 6 feet.....		1 30	10 x 16 feet.....		4 30
4 x 7 feet.....		1 05	10 x 18 feet.....		5 00
4 x 8 feet.....		1 85	10 x 20 feet.....		5 25
5 x 8 feet.....		2 00	12 x 18 feet.....		5 50
5 x 9 feet.....		2 25	12 x 20 feet.....		6 00
6 x 10 feet.....		2 50	12 x 22 feet.....		6 50
6 x 12 feet.....		2 75	12 x 24 feet.....		7 00
8 x 12 feet.....		3 50	13 x 25 feet.....		8 00
8 x 15 feet.....		3 75	20 x 30 feet.....		15 25

PRINTED SILK U. S. FLAGS

Width	Length	Unmounted	Mounted on staffs with ornaments
2 x 3 inches, per doz.....		30	35
4 x 6 inches, per doz.....		65	75
7 x 10 inches, per doz.....		75	1 00
8 x 12 inches, per doz.....		1 00	1 20
12 x 18 inches, per doz.....		2 00	2 40
16 x 24 inches, per doz.....		3 50	4 00
24 x 36 inches, per doz.....		7 15	8 75
32 x 48 inches, per doz.....		13 50	15 00
36 x 60 inches, per doz.....		21 00	24 00
48 x 72 inches, per doz.....		42 00	48 00

PRINTED SILK FLAGS OF FOREIGN NATIONS

Of the following Nations in stock:

China	Cuba	Denmark
Austria-Hungary	Belgium	Canada
England	France	Germany
Greece	Holland	Ireland
Italy	Japan	Mexico
Norway	Portugal	Russia
Sweden	Spain	Sweden
Switzerland	Turkey	

Width	Length	Unmounted	Mounted on staffs with ornaments
12 x 18 inches, each.....		35	40
24 x 36 inches, each.....		1 00	1 05

CUBAN FLAGS, SILK



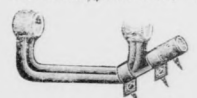
Width	Length	Unmounted	Mounted
12 x 18 inches, per doz.....		3 75	4 00
24 x 36 inches, per doz.....		11 50	12 00

FLAG POLES

Length.	Each.
8-foot Poles, tapered.....	45
10-foot Poles, tapered.....	60
12-foot Poles, tapered.....	75
14-foot Poles, tapered.....	1 00
16-foot Poles, tapered.....	1 25

GALVANIZED IRON FLAG-STAFF HOLDERS

For staffs	Doz.	For staffs	Doz.
1/2 inch.....	50	1 inch.....	1 80
3/4 inch.....	75	1 1/4 inch.....	2 40
1 inch.....	90	1 1/2 inch.....	3 00



GALVANIZED MALLEABLE IRON BRACKETS

Will not break.

No. A.	Each.	No. 3.	Each.
2 inch bore.....	75	1 1/2 inch bore.....	50
1 1/4 inch bore.....	60	1 1/4 inch bore.....	45
2 1/2 inch bore.....	55		

THE AMERICAN GALVANIZED IRON FLAG-POLE BRACKET

With movable arm.
Can be set at any angle.

No.	Each.
1. 2 inch bore, for 16-foot pole.....	85
2. 1 1/2 inch bore, for 14-foot pole.....	80
3. 1 1/4 inch bore, for 12-foot pole.....	70
4. 1 1/2 inch bore, for 10-foot pole.....	60
5. 1 1/4 inch bore, for 8-foot pole.....	50



AMERICAN SHIELDS

With mottoes.

- "Welcome."
- "Union Forever."
- "The Day We Celebrate."
- "Union is Strength."
- "God Bless Our Country."
- "Virtue, Liberty and Independence."
- "Friendship, Love and Truth."

Size, 17x26 inches, assorted..... Per Doz. \$ 85

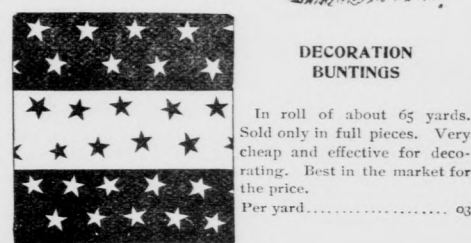
MOSS PAPER FESTOONING FOR DECORATING

For decorating halls, arches, stands, etc. Red, white and blue in one piece. Very handsome and easily put up in doors or outdoors. Will withstand rain. Put up in rolls of about 30 feet. Per roll..... 12 1/2

14 inches in diameter, in all colors of moss paper festoonings, and in combination colors. Per doz..... 75

PAPER WREATHS

Very handsome. Made in all colors and very effective.
Per doz..... 75



DECORATION BUNTINGS

In roll of about 65 yards.
Sold only in full pieces. Very cheap and effective for decorating. Best in the market for the price.
Per yard..... 03

LYON BROTHERS

SUCCESSORS TO H. WOLF & CO.

Write for our Complete Illustrated Spring and Summer Catalogue, mailed free to merchants upon application only.

246-258 E. MADISON ST., CHICAGO, ILL.
ESTABLISHED 1872.

GOTHAM GOSSIP.

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

Special Correspondence.

New York, April 30—Business conditions are interesting in this city now in all lines and especially so in grain and provisions. The rise in wheat has been an astonishing performance. Retailers are selling flour at \$7.40 and no surprise will be felt now it goes to \$8. General trade is good. Prices all along are firm and everything betokens prosperity, notwithstanding the war.

The coffee market is strong in tone and orders from interior dealers have aggregated a very respectable total. Rio No. 7 is worth 7c on the spot, with firm quotations from Brazil. No concessions were made from the 7c rate and buyers did not stand out. Not much was done in futures and the market last night closed 5 points lower. The amount afloat aggregates 993,075 bags, against 682,100 bags at the same time last year. There is a revival of the rumor that the Havemeyer-Arbuckle war is to end with a grand combination scene, each principal falling on the neck of the other and swearing he will never—or at least hardly ever—enter the war path again. This time the story is said to be "on good authority."

Sugar is strong. No other staple seems so firmly entrenched as sugar. The refineries are largely oversold, it is said, and everybody seems to be trying to purchase ahead of present wants. Those holders of raw sugars who have supplies in store are tightening their grip and are indifferent as to whether they sell or not. Orders for refined come from all sections, many by wire, and the scramble is general. The market so rapidly changes that quotations seem almost nominal. From Cuba the receipts of raws which were sent before the blockade have been large, reaching nearly 30,000 tons.

Business has been comparatively slack in the tea market. What orders have been received have been for small lots and invoice trading has been decidedly dull. Large quantities will be sold at auction next week.

Rice is active and firm. Holders are jubilant and buyers do not ask for concessions, knowing it will be useless. Primary markets are firm and both domestic and foreign here are well held. Prime to choice domestic, $5\frac{1}{2}$ @ $6\frac{1}{4}$ c; head, $6\frac{1}{2}$ @ 7 c; Java, $4\frac{3}{4}$ @ $5\frac{1}{2}$ c.

China cassia is very active. The whole range of the spice market is firm and likely to remain so. Cloves are firm at 8c.

A fairly satisfactory trade has been done during the week in molasses and holders are firm in their views. On Friday morning 400 barrels of New Orleans were quickly sold at full value. Good to prime New Orleans centrifugal, $13\frac{1}{2}$ @ 22 c. Not a large volume of business has been reported in syrups, but holders are firm and the outlook is for a steady market right along.

Except for salmon, of which there have been large sales, the canned goods

market has been rather quiet. Still the tone is firm and prices show no weakness. Purchasers, however, do not appear to be willing to take supplies ahead of current wants, evidently believing they can do better than now. Baltimore reports everything in good shape and some large transactions taking place. Offerings of tomatoes here have been light and rates are firm.

Dried fruits are quiet but, in sympathy with everything else, the situation is firm and holders are confident as to the future.

Oranges and lemons and other green fruits are about steady, but the trade has not been quite as active as last week.

Butter is firm. Buyers are keeping the market well cleaned up and the outlook is for good prices. Extra Western creamery, 17c; firsts, $16\frac{1}{2}$ @ $16\frac{1}{2}$ c; seconds, $15\frac{1}{2}$ c; imitation creamery, extras, $15\frac{1}{2}$ c; firsts, 15c; seconds, $14\frac{1}{2}$ c.

The demand for cheese is moderate, but holders are firm in their views and seem to think they are not warranted in cutting rates. Large size full cream State, $8\frac{3}{4}$ @ 9 c; small size, 9c, with perhaps a trifle more for fancy goods.

The egg market is closely sold up. Arrivals have been moderate and the demand good. Western stock of really desirable character is held firmly at $11\frac{1}{2}$ c—possibly $11\frac{3}{4}$ c. Receipts on Friday were only about 10,000 cases, while on some days they were double this amount.

The bean market has been active and choice marrows are worth \$1.75; fair to good do., \$1.30@1.70; choice pea, \$1.45@1.50.

First Excursion of the Season to Detroit via Detroit & Milwaukee Division Grand Trunk Railway System, Sunday, May 8, 1898.

To open the excursion season the Detroit & Milwaukee division of the Grand Trunk Railway System on above date will give a cheap and popular excursion to Detroit. Fare for the round trip, \$1.85. Train will leave Grand Rapids 6:45 a. m., arriving at Detroit at 11:30 a. m. Returning, leave Detroit 6:30 p. m., giving seven hours in Detroit. Bicycles and baby carriages carried free. For particulars, call at D. & M. city office, 97 Monroe St., Morton House, or at D. & M. depot. C. A. JUSTIN, C. P. A.

Patriotic Boston Grocer.

A Boston grocer displays this sign in his store window:

IN GOD WE TRUST.

All others must pay cash for groceries, Excepting the families of Marines, Sailors and Soldiers Serving under the American Flag.

Many a man who claims to be looking for work wouldn't recognize a job if it stepped up and tapped him on the shoulder.



Everything new and strictly first-class. For terms, address Egbert T. Osborn, Charlevoix-the-Beautiful, Mich.; and bear in mind that the Chicago & West Michigan and Detroit, Grand Rapids & Western Railways are the only direct lines to Charlevoix, the prettiest place in Northern Michigan.

GEO. DEHAVEN, Gen'l Passenger Agent.

WORLD'S BEST

S.C.W.

50. CIGAR. ALL JOBBERS AND
G. J. JOHNSON CIGAR CO.
GRAND RAPIDS, MICH.

Ruberoid Ready Roofing

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

H. M. REYNOLDS & SON,

Detroit Office, foot of 3d Street.

GRAND RAPIDS, MICH.

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.

FREE

Spring Seat Post

FREE

Are You Posted

On the fact that a Spring Seat Post in your wheel is better than a Pneumatic Tire? After riding a Berkey Adjustable Spring Seat Post

Properly Adjusted

You will be well posted. It relieves all jar or vibration caused by rough roads and car tracks. It can be attached to any wheel or any make of saddle. All posts made $\frac{3}{8}$ inch in diameter and a special bushing fits it to any wheel. Send us sample order. **THEY WILL SELL.**

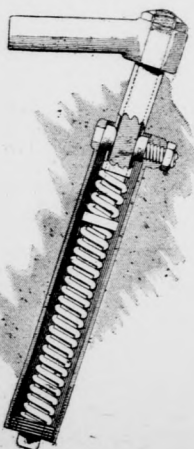
ADDRESS

Berkey Spring Seat Post Company, Grand Rapids, Mich.

Or if you will send us your weight, and size of seat post hole with \$1.00 we will send you a Berkey Spring Seat Post, express paid, on a week's trial to be returned and money refunded if not satisfactory when

Properly Adjusted

If satisfactory to you IT WILL BE TO OTHERS. Send us a sample order for six Seat Posts (if rated in Dun's or Bradstreet's). We will credit you with price of first post, thus giving you a Spring Seat Post **FREE.**



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. WIXSON, Marquette.

Gripsack Brigade.

J. H. Camp, of Toledo, is out on a six weeks' trip for the Leroux Vinegar Co. through Northern Michigan and will go as far as Marinette, Wis.

Fred L. Grote, of Toledo, is covering Southern Michigan, outside of Detroit, for the J. M. Bour Co., H. C. Marshall giving his entire attention to Detroit. The Detroit branch, recently opened on Jefferson avenue for the purpose of catering to the wants of Detroit dealers, is meeting with flattering success.

An Albany dispatch is as follows: Gov. Black has signed Senator Krum's Mileage Book bill. It provides that steamroads now issuing these books shall issue \$10 as well as \$20 books, and that the coupons need not be exchanged for a ticket, but shall be accepted by the train conductor in lieu thereof. It also provides that the member of a firm or family of the holder of a mileage book or a salesman of such firm may use the book.

H. H. Stevens and Stanley Otis, representing the Insurance Department of the State, were in the city last week and made a thorough investigation of the Michigan Commercial Travelers' Mutual Accident Association, at the conclusion of which it was announced that the investigation was entirely satisfactory and that the company is in excellent shape, financially and otherwise. The inspectors heartily commended the manner in which the accounts are kept and complimented the Secretary on the promptness with which losses are adjusted and all just obligations liquidated.

The Travelers' Protective Association has won a case which will be of great interest to the fraternity. It decides that murder is not an accident. Charles J. Langholz, a traveler for a St. Louis grocery house, was shot and killed in June, 1895, in Kane county, Texas. He carried insurance in the Travelers' Protective Association for \$5,000. His wife asked to have it paid to her, and the Association refused, contending that his death was not an accident. The United States Circuit Court in Texas, in a suit to recover the amount, gave the plaintiff a verdict. It was appealed to the United States Circuit Court of Appeals, which reversed the lower court and decided in favor of the Association.

"I got a dispatch from the house one day to go to another city and try for a big order," said the glass salesman. "I packed my collar-box and started for the scene of battle. Somehow I smelled the smoke and knew what was coming. I walked into the office as big as life. As I went in I caught sight of a competitor sitting just out of sight—

as he thought. It was one of those offices where they talk to you through a 7x9 cubby-hole; they are afraid if they let you inside you might steal the safe. After I had been waiting a while the manager put his face in the opening and asked me to quote some prices. I was hot, and suggested that it was hardly the proper thing to quote prices in so public a place. He assured me it would be all right, but I said that I would not give him a single price. I got warmer and finally told him I did not think that a very nice way of doing business—to ask a man to come a hundred miles and then not even ask him inside to take a seat. I picked up my grips and started out. Well, he wrote the house and so did I. He said that I was no gentleman, that I abused him, and a lot of more stuff. I told a pretty straight story of what happened, and told the house about what I said. They did not answer my letter, but sent me a copy of the answer they wrote him. It was a corker. They told Mr. Man that I had gone to their place on telegraph orders from the house, and to all intents and purposes I was the house and that they did not consider that I had been used fairly, inasmuch as there was the agent of a competitor sitting right where he could hear every word that passed between us. The man never has had any use for me since then; but somehow I continued to work for the house."

Movements of Lake Superior Travelers

Marquette, May 2—As a story teller, professional exaggerator and pervaricator E. R. Morrison (Standard Oil Co.) takes the cheese. He had just read of the remarkable coolheadedness of one of our navy officers, who turned in when he saw that the shots from the Spanish forts at Cuba were falling short. Mr. Morrison said that was equaled by a traveling man who was sleeping in a hotel that had caught fire. The traveler got up, dressed, put on his collar and tie and shined his shoes before putting in an appearance.

Willis Peake (Gray, Toynton & Fox) Sundayed over at Marquette.

J. D. Brown (Smith, Thorndyke, Brown Co.) is again on his territory. Family illness caused him to lay off two weeks.

C. H. Buckley (W. M. Barrett & Co.) is with us.

J. C. Buckland (Cudahy Bros. & Co.) is selling meats and drinking package coffee in the iron country.

W. A. Draper, formerly with Weggenhorn Bros., cigar manufacturers at Watertown, Wis., will represent Reid, Murdock & Co., of Chicago, in the territory around Menominee & Escanaba, which was for years covered by the late Chas. Lyon. Mr. Draper is no novice. He is well acquainted in that territory and will surely succeed.

S. A. Erickson (Edson, Keith & Co.) will work the iron country this week.

G. F. Mack (Keith Bros. & Co.) Sundayed at Escanaba.

A. J. Nessen (H. A. Newland & Co.) is with us.

A. P. Simpson (Northern Hardware Co.), one of the originators of the L. S. C. T. Club, paid Marquette a visit last week.

G. E. Smith (Wyman, Partridge & Co., Minneapolis) is favoring a few friends with a book advertising the concern he represents. The book gives a few photogravures of Minneapolis as well as of the concern. They are pretty souvenirs.

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.

THREE ADVENTURES

Graphically Told by an Ambassador of Commerce.

M. Quad in American Druggist.

We were snowed in for ten hours on a railroad train in Iowa, and it was a drug drummer from Chicago who gathered the twenty passengers in the car about him and began:

"Ladies and gentlemen: This is a simple incident of railroad travel in the winter. In a few hours we shall be steaming on our way again and this detention will be remembered only as a pleasant adventure. Three years ago business called me to Manitoba. It began snowing one day and in the course of three hours our train had come to a standstill. We were caught between stations twenty miles apart and within ten hours engine and cars were buried out of sight. There was only food enough for one meal and by noon next day the fuel had given out. We were over a hundred people and death by freezing and starvation stared us in the face."

"Seems to me I heard of that incident," said the red-headed man from Omaha.

"Of course you did—of course," replied the drummer, "as the details were published far and wide. We were in that drift for sixteen days. I have always felt sorry for the ten little children, but under such circumstances what can you do? It is a case of the survival of the fittest. Yes, the children had to go. There came a day when we had eaten the last of our shoes and gloves and we had to begin on the children."

"You don't mean that you turned cannibal!" exclaimed the mother of a four-year-old boy.

"Ah, madam! when men are dying of hunger they have no sentiment," replied the drummer. "The last of the children had disappeared when we were rescued. I am sorry—deeply sorry—but I feel myself blameless. I had eaten my shoes, gloves, hat and the velvet collar of my overcoat first. I had even tried to eat the plush-cover of the seats, but the stuff got tangled in my teeth and wouldn't go down. I knew that there were ten fat children aboard, ranging in age from one to seven years, but I was not the first to propose it. No, believe me, I was not. I had intended to keep right on and starve to death, but the others were fierce to live, and live they did. The first child selected was a beautiful little boy. Ah! I remember—"

The drummer wiped tears from his eyes with his knuckles and was overcome for a moment. When he could control his voice again he said:

"I can not go on. I refer you to the papers of that date for further particulars. I brought up the incident for its moral effect alone. Always remember, my friends, that no matter how bad things are they might be worse."

"Should you ask me," continued the drummer after a pause—"should you ask me if I believe in ghosts I should promptly answer in the affirmative. After what happened a year ago I can not help but believe. It was in Indiana. A druggist in a town ten miles from Indianapolis had telephoned me to drive over, as he wanted to place a large order. I engaged an outfit for next day and went to bed happy in the thought that I had secured a new and profitable customer. It was about midnight when I was awakened by a cold hand on my face, and as I roused up a voice close beside me whispered:

"If you would not be too late, arise and follow me!"

"In the darkness of the room I could make out a faint white object, and it is needless to say to you that I was terribly upset. While I was wondering if I had heard aright the voice continued: 'If you do not follow me you must take the consequences!'

"I sprang out of bed, partly dressed, and followed the ghostly object as it opened my door and passed down the hall. It led me to the floor above and to room No. 28. The door swung back, and we saw a man asleep in the bed.

The ghost pointed at him and whispered: "He is traveling for a St. Louis drug house. He intends to get up at daylight and drive over to Dodoville and undersell you to that druggist. He is in your power—do with him as you will!"

"And what did you do?" asked the man from Denver as the drummer paused.

"What should I have done under the circumstances?" was asked. "That drummer had sneaked into town like a shadow. He had planned in cold blood to cheat me out of a customer. He was going to cut prices in defiance of all agreements. There was but one thing to be done. It was all over in five minutes and I returned to my room unsuspected."

"You—you killed him!" gasped the woman with two children.

"But I did it as gently as possible, madam," replied the drummer. "I don't think he suffered over a minute. People who are strangled suffer very little. When they found him next day his face wore a smile and the coroner's jury said he died of heart disease. I pitied him, but he shouldn't have planned to beat me—he really shouldn't. As to the ghost, I saw it no more. When its mission had been accomplished it vanished."

Some of the passengers looked horrified, and some tried to smile in a doubtful way, and it was a painful pause as the drummer hunted in his vest pocket for a troche. As he dropped it into his mouth he said:

"I tell you the story because of the moral lesson conveyed. There are worse things than being snowed up here. For instance, we might be strangled in our beds."

"One of the resolves I made when I first started on the road was to speak the truth under all circumstances," continued the drummer when pressed for another story. "That should be the resolve of every man. The liar may get along all right for a time, but sooner or later Truth will triumph and give him the throwdown. I had been sticking close to the truth for seven long years when I one day met a beautiful heiress. She fell in love with me on sight and I must say that I was smitten with her. She asked me if I was a married man, and alas! I lied to her. The question was followed by an invitation to call on her. She lived in the suburbs of Cincinnati and one evening I started out to pay the call. Conscience was upbraiding me and a voice kept calling 'Liar! Liar!' in my ears. It thus came about that I took a wrong turn and wandered afar, and as I plunged ahead in the darkness I fell head-first into an old disused well."

"I'm glad of it!" exclaimed the woman with eye-glasses and an iron jaw.

"The water at the bottom of the well saved me," continued the drummer with a bow to her, "but I was a prisoner. I could not climb out, and although I shouted until I was hoarse, no one came to my rescue. To be brief, I was in that well for five days before a boy happened to spy me. He brought men who hauled me out, and I was hardly at the top when my wife, who had grown anxious about me and come on, had me in her arms. At the same moment the heiress drove up in her landeau and called me 'Fred' and cried out that I should never, never leave her side again. There I was, you see, and what could I do?"

"And what did you do, sir?" demanded the woman with the eye-glasses.

"Why, there was but one way to do, as I saw in an instant. I pretended to have gone crazy and ran away from both of them. In so doing I lost my wife, children and home, and also the beautiful heiress, and for years I wandered about like a lost spirit and hourly regretted my sin. Excuse these tears, but they will come. I want no sympathy, however. I told you the story for its moral lesson, which is to stick to the truth although the heavens fall."

The best manager is the self manager.

Drugs==Chemicals

MICHIGAN STATE BOARD OF PHARMACY.

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

The Drug Market.

The past week has been one of the most exciting in the drug market in many months. The breaking out of hostilities between Spain and the United States brought about a rather complicated condition of affairs in almost all lines of business, and the drug trade was no exception to the rule. Each day forced new surprises on importers and jobbers and there is still a general air of uncertainty pervading all branches of the trade, the fear being that in the shuffle something of vital interest may be overlooked. With the declaration of war came the withdrawal of practically all of the American steamers from the high seas, which has affected the rates of freight and insurance throughout the world, thus adding to the cost of future importations and, as in the case of Mexican, Central American and some South American products, practically cutting off the supplies of certain articles for some time to come.

There does not appear to be any reason to expect a change in the duties of any of the drugs, at least for some time. For a day or two the rumor was current that 10 per cent. would be levied upon all free goods, but there was no warrant for such an assumption. Opium and quinine have led the list of advances, and every other article at present affected by the disturbed conditions has followed in their wake. Consumers appear to have gone mad, judging from the bushels of telegrams, literally speaking, that have been showered upon jobbers during the past week. Buyers who have been considered as "close" have been guilty of telegraphing open orders for goods for fear the price would advance before they could effect their purchases in the usual way. A glance at the following list of advances suggests a regular old-time "field day" in the market, with opium, quinine and morphine heading the list.

Advanced.

Opium,	Quinine,
Morphine,	Alcohol,
Arrowroot,	Sulphur,
Cocoa Butter,	Balsam Copaiba,
Balsam Peru,	Quicksilver,
Balsam Tolu,	Croton Oil,
Copaiba Oil,	Ipecac,
Jamaica Ginger,	Jalap,
Spanish Saffron,	Sarsaparilla,
Senega,	Flaxseed,
Mustardseed,	Rapeseed,
Carawayseed,	Saigon Cassia,
Black Pepper,	Barium Nitrate,
Strontia Nitrate.	

Opium—The damage to growing crop has been confirmed and prices have advanced rapidly during the week.

Morphine—The advance in opium has caused an advance of 10c in this

article. Another advance is looked for. Codeine—Is firm from the same cause.

Quinine—The market opened a week ago at 21c for bulk. Speculators commenced to buy all they could get. Manufacturers at once withdrew and advanced their prices, selling only to favored customers in quantities for their natural wants. Prices May 2 had reached 30c for bulk. Latest prices for P. & W. are as follows:

P. & W. 1 oz. vials.....	38c.
P. & W. 1 oz. cans.....	36c.
P. & W. 5 oz. cans.....	35c.

Alcohol—Has again advanced, on account of higher prices for corn.

Sulphur—Spain having declared brimstone contraband of war, and it being impossible to get further supplies, manufacturers advanced their price until to-day brimstone is 6½c by the bbl. and sulphur 6¾c.

Balsams—Peru has advanced about 25 per cent. Copaiba, on account of the difficulty of importation, is scarce and advancing. Tolu has been in active demand and prices have advanced.

Saltpetre—Has advanced nearly 100 per cent. All shipments of crude from India have been stopped and there is no telling where the price will go to.

Carbolic Acid—The market is very firm and a decided advance is looked for.

Glycerine—There has been an active demand and the market is advanced.

Quicksilver—Has been advanced 3c per pound. All mercurials will be higher.

Essential Oils—Anise and cassia are dull and easy. Clove is firm. Copaiba is higher, in sympathy with balsam. Croton has been advanced, both here and abroad.

Roots—Ipecac is firm and advancing. Jamaica ginger is scarce and higher. Golden seal has advanced.

Seeds—California yellow mustard is scarce and tending higher. It is reported there will be a very small crop. Flax has advanced.

Nitrates of Barium and Strontia—Both are contrabands of war and have advanced.

On account of higher prices for flax seed, linseed oil has advanced.

There are no declines.

Proper Window Display for Druggists.

Pharmacy of the present day has different classes of followers—those who follow it with the professional love and regard, and whose ambition is to create and maintain a reputation for that sterling worth and integrity which are developed in making dispensing pharmacy the chief feature of their business, and with whom a minor key is struck in the necessity of providing their patrons with the leading necessities in the line of druggists' sundries, while the other class make the promiscuous sale of all other goods predominant over that of medicines.

Both of these classes can and do need to attract to their stores their own patrons, as also to attract their patronage, and to this end the eye is appealed to by various methods of window display.

Window dressing is really a fine art in the way of tempting the purchaser, attracting the passer-by, impressing the locality of the store upon the memory, or introducing some new or desirable specialty to the public. It is not enough for the pharmacist to have a good reputation, a neat store and well-appointed arrangement to facilitate his business; he should make the exterior speak of the merit, taste and stock which he has to dispose of, and there is no way that

he can do this with more intelligence, taste and profit than by a judicious round of displays in his store windows.

There are pharmacists in our own and other cities who keep their store windows severely plain, depending rather on reputation and an established business to hold their own against competitors. In these, perhaps, the window once seen is ever afterwards the same, or it may be that occasionally there will be a slight change in the articles displayed or in their arrangement; it may be some apparatus, chemicals or crude drugs. Others, while just as jealous of their reputation and proud of their business, are more awake to the fact that the public appreciate the taste displayed and the innovations which the rush of the present period demand, make frequent changes and place in their attractive windows pieces of bric-a-brac, a large quantity of some special article of merchandise, medicinal or otherwise, and follow this at brief intervals with other equally interesting displays.

There is a third variety of window dressing that is becoming common—too common. This consists in covering the glass of the windows with tawdry signs of cheap merchandise, of patent medicines, while within the windows are displayed articles of doubtful merit, objectionable goods, or show cards of theatres, or popular actors or attractions. This last mentioned feature may be the weakness of good nature, but is in very bad taste even if it be indulged in by some very prominent stores. We call to mind some examples of these several styles of window attractions. A prominent druggist of Philadelphia once devoted one of his windows to a series of chemical and pharmaceutical productions, and at different times the operation of distillation, sublimation, percolation and dialysis; and other operations were conducted to the entertainment of the passer-by and to his pecuniary advantage.

The last phase of window display that

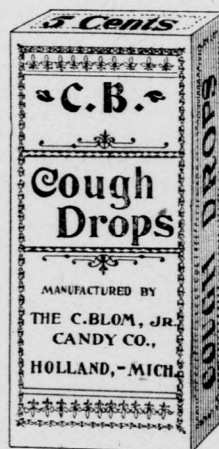
we will allude to is what may be called the degraded tendency of competition—when placards herald ridiculously low prices and the shop and its windows lose the integrity of what should be the boast of modern pharmacy, the place where reliable medicines are faithfully compounded, and it becomes the junk shop, where everything that is cheap and nasty is peddled out as promiscuous merchandise.

The pharmacist may accomplish much by the utilization of his windows either for good or for evil. A proper use will prove vastly beneficial to trade, while an improper one may prove seriously detrimental.—American Druggist.

To Keep Cigars Moist.

Albert E. Ebert, the prominent pharmacist of Chicago, has found that plaster of paris molded into the form of a brick, and then wetted, is an excellent thing to put in cases to keep cigars moist. The brick absorbs half its weight of water. He puts it in a glass tray about the size of a cigar box. Formerly he used an ordinary brick, but found it too bulky.

Character is what we are when we think nobody is watching us.



For Sale by Leading Jobbers.

Buckeye Paint & Varnish Co.

PAINT, COLOR AND VARNISH MAKERS

Mixed

Paint

White

Lead

Shingle

Stains

Wood

Fillers



Sole Mfrs CRYSTAL ROCK FINISH, for Interior and Exterior Use

Corner 15th and Lucas Streets, Toledo, Ohio.

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—Opium, Quinine.
Declined—

Acidum		Conium Mac.		Scilla Co.		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina		Sina			
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STARCH.



Kingsford's Corn.	
40 1-lb packages.....	6
20 1-lb packages.....	6 1/2

Kingsford's Silver Gloss.	
40 1-lb packages.....	6 1/2
6-lb boxes.....	7

Diamond.	
64 10c packages.....	5 00
128 5c packages.....	5 00
32 10c and 64 5c packages.....	5 00

Common Corn.	
20 1-lb packages.....	5
40 1-lb packages.....	4 1/2

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

STOVE POLISH.



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

SUGAR.

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

Domino.....	5 94
Cut Leaf.....	5 94
Crushed.....	5 94
Cubes.....	5 69
Powdered.....	5 69
XXXX Powdered.....	5 75
Granulated in bbls.....	5 44
Granulated in bags.....	5 44
Fine Granulated.....	5 44
Extra Fine Granulated.....	5 56
Extra Coarse Granulated.....	5 56
Mould A.....	5 09
Diamond Confection.....	5 44
Confection Standard A.....	5 31
No. 1.....	5 13
No. 2.....	5 13
No. 3.....	5 13
No. 4.....	5 13
No. 5.....	5 08
No. 6.....	5 08
No. 7.....	4 81
No. 8.....	4 81
No. 9.....	4 64
No. 10.....	4 63
No. 11.....	4 56
No. 12.....	4 44
No. 13.....	4 38
No. 14.....	4 31
No. 15.....	4 25
No. 16.....	4 25

TOBACCOS.

Cigars.

Clark Jewell-Wells Co.'s brand.	
New Brick.....	33 00
H. & P. Drug Co.'s brand.	
Quintette.....	35 00

G. J. Johnson Cigar Co.'s brand.



S. C. W.....	33 00
Michigan Cigar Co.'s brand.	

Ure Unkle

Ure Unkle..... 35 00

Ruhe Bros Co.'s Brands.

Mr. Thomas.....	35 00
Sir William.....	35 00
Club Pine.....	35 00
Generals Grant and Lee.....	35 00
Spanish Hand Made.....	35 00
Crown Pine.....	35 00

TABLE SAUCES.

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

VINEGAR.

Malt White Wine, 40 grain.....	6
Malt White Wine, 80 grain.....	9
Pure Cider.....	10
Pure Cider, Leroux.....	11

Washing Powder.



00 12 oz pkgs. 3 50

WICKING.

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

Fish and Oysters

Fresh Fish.	Per lb.
Whitefish.....	@ 9
Trout.....	@ 8
Black Bass.....	@ 12
Halibut.....	@ 12
Ciscoes or Herring.....	@ 4
Bluefish.....	@ 10
Live Lobster.....	@ 18
Boiled Lobster.....	@ 10
Cod.....	@ 10
Haddock.....	@ 8
No. 1 Pickerel.....	@ 8
Pike.....	@ 7
Perch.....	@ 2 1/2
Smoked White.....	@ 8
Red Snapper.....	@ 10
Col River Salmon.....	@ 10
Mackerel.....	@ 25

Oysters in Cans.

F. H. Counts.....	@ 40
F. J. D. Selects.....	@ 30
Selects.....	@ 25
F. J. D. Standards.....	@ 25

Oysters in Bulk

F. H. Counts.....	@ 2 00
Extra Selects.....	@ 1 50
Anchor Standards.....	@ 1 10
Clams.....	@

Shell Goods.

Oysters, per 100.....	1 50 @ 1 50
Clams, per 100.....	20 @ 1 00

Hides and Pelts.

The Cappon & Bertsch Leather Co., 100 Canal Street, quotes as follows:

Hides.

Green No. 1.....	7 @ 8
Green No. 2.....	6 @ 7
Cured No. 1.....	7 @ 8
Cured No. 2.....	7 @ 8
Calfskins, green No. 1.....	8 1/2 @ 7
Calfskins, green No. 2.....	7 @ 7
Calfskins, cured No. 1.....	10 @ 10
Calfskins, cured No. 2.....	8 1/2 @ 8 1/2

Pelts.

Pelts, each.....	50 @ 1 00
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Ta-low.

No. 1.....	@ 2 1/2
No. 2.....	@ 2

Wool.

Washed, fine.....	@ 20
Washed, medium.....	@ 25
Unwashed, fine.....	13 @ 15
Unwashed, medium.....	18 @ 20

Oils.

Barrels.

Eocene.....	@ 11 1/2
XXX W. W. Mich. Hdt.....	@ 8 1/2
W W Michigan.....	@ 8 1/2
Diamond White.....	@ 7 1/2
D. S. Gas.....	@ 7
Deo. Naptha.....	@ 7
Cylinder.....	25 @ 24
Engine.....	11 @ 21
Black, winter.....	@ 8

Candies.

Stick Candy.

Stick Candy.	bbls. pails
Standard.....	6 1/2 @ 7
Standard H. H.....	6 1/2 @ 7
Standard Twist.....	6 @ 8
Cut Leaf.....	6 @ 8 1/2
Jumbo, 32 lb.....	@ 6 1/2
Extra H. H.....	@ 6 1/2
Boston Cream.....	@ 8 1/2

Mixed Candy.

Competition.....	@ 6
Lozenges.....	@ 7
Conserve.....	@ 7 1/2
Royal.....	@ 7 1/2
Ribbon.....	@ 8 1/2
Broken.....	@ 8 1/2
Cut Leaf.....	@ 8 1/2
English Rock.....	@ 8
Kindergarten.....	@ 8 1/2
French Cream.....	@ 8 1/2
Dandy Pan.....	@ 10
Valley Cream.....	@ 12

Fancy-In Bulk.

Lozenges, plain.....	@ 8 1/2
Lozenges, printed.....	@ 8 1/2
Choc. Drops.....	@ 14
Choc. Monumentals.....	@ 11
Gum Drops.....	@ 6
Moss Drops.....	@ 6
Sour Drops.....	@ 8 1/2
Imperial.....	@ 8 1/2

Fancy-In 5 lb. Boxes.

Lemon Drops.....	@ 50
Sour Drops.....	@ 50
Peppermint Drops.....	@ 60
Chocolate Drops.....	@ 60
Gum Drops.....	@ 75
Choc. Drops.....	@ 30
Licorice Drops.....	@ 75
Lozenges, plain.....	@ 50
Lozenges, printed.....	@ 50
Imperial.....	@ 50
Motives.....	@ 55
Cream Bar.....	@ 50
Molasses Bar.....	@ 50
Hand Made Creams.....	80 @ 1 00
Plain Creams.....	60 @ 90
Decorated Creams.....	@ 90
String Rock.....	@ 60
Burnt Almonds.....	1 25 @ 60
Wintergreen Berries.....	@ 60

Caramels.

No. 1 wrapped, 2 lb. boxes.....	@ 35
No. 1 wrapped, 3 lb. boxes.....	@ 35
No. 2 wrapped, 2 lb. boxes.....	@ 50

Fruits.

Oranges.

Cal. Seedlings.....	@ 2 50
Fancy Navel 112.....	@ 3 00
125 to 216.....	@ 3 50
Choice.....	@
Medit. Sweets.....	2 50 @ 2 75

Lemons.

Strictly choice 300s.....	@ 2 25
Strictly choice 300s.....	@ 2 25
Fancy 300s or 300s.....	@ 3 50
Ex. Fancy 300s.....	@ 3 75
Ex. Fancy 300s.....	@ 3 75
California 300s.....	@ 3 00

Bananas.

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

Foreign Dried Fruits.

Figs.	@
Choice, 10 lb boxes.....	@ 12
Extra choice, 14 lb boxes.....	@
Fancy, 12 lb boxes.....	@ 14
Imperial Mikados, 18 lb boxes.....	@ 15
Pulled, 6 lb boxes.....	@ 13
Naturals, in bags.....	@ 6 1/2
Dates.	@
Fards in 10 lb boxes.....	@ 8
Fards in 60 lb cases.....	@ 6
Persians, G. M.'s.....	@ 5
1b cases, new.....	@ 6
Sairs, 60 lb cases.....	@ 4 1/2

Nuts.

Almonds, Tarragona.....	@ 13
Almonds, Ivaca.....	@ 11
Almonds, California, soft shelled.....	@ 13
Brazils new.....	@ 8
Pilberts.....	@ 10
Walnuts, Greenobles.....	@ 13
Walnuts, Calif No. 1.....	@ 10
Walnuts, soft shelled.....	@ 9
Table Nuts, fancy.....	@ 10
Table Nuts, choice.....	@ 9
Pecans, Med.....	@ 8
Pecans, Ex. Large.....	@ 10
Pecans, Jumbos.....	@ 12
Hickory Nuts per bu.....	@ 1 60
Ohio, new.....	@ 1 60
Cocoanuts, full sacks.....	@ 4 00
Peanuts.	@
Fancy, H. P., Suns.....	@ 7
Fancy, H. P., Flags.....	@ 7
Choice, H. P., Extras.....	@ 1 1/2
Choice, H. P., Extras.....	@ 1 1/2
Roasted.....	5

Grains and Feedstuffs

Wheat.

Wheat..... 1 00

Winter Wheat Flour.

Local Brands.

Patents.....	6 20
Second Patent.....	5 70
Straight.....	5 50
Clear.....	5 00
Graham.....	5 25
Buckwheat.....	4 00
Rye.....	3 50
Subject to usual cash discount.....	
Flour in bbls., 25c per bbl. additional.....	
Ball-Barnhart-Putman's Brand.....	5 75
Diamond, 1/2s.....	5 75
Diamond, 1/4s.....	5 75
Diamond, 1/8s.....	5 75
Worden Grocer Co.'s Brand.....	
Quaker, 1/2s.....	5 75
Quaker, 1/4s.....	5 75
Quaker, 1/8s.....	5 75

Spring Wheat Flour.

Clark-Jewell Wells Co.'s Brand.



Pillsbury's Best 1/2s.....	6 60
Pillsbury's Best 1/4s.....	6 50
Pillsbury's Best 1/8s.....	6 40
Pillsbury's Best 1/4s paper.....	6 40
Pillsbury's Best 1/8s paper.....	6 40
Ball-Barnhart-Putman's Brand.....	
Duluth Imperial, 1/2s.....	6 50
Duluth Imperial, 1/4s.....	6 40
Duluth Imperial, 1/8s.....	6 30

Lemon & Wheeler Co.'s Brand.

Gold Medal 1/2s.....	6 75
Gold Medal 1/4s.....	6 65
Gold Medal 1/8s.....	6 55
Parisian, 1/2s.....	6 75
Parisian, 1/4s.....	6 65
Parisian, 1/8s.....	6 55

Olney & Judson's Brand.

Ceresota, 1/2s.....	6 50
Ceresota, 1/4s.....	6 50
Ceresota, 1/8s.....	6 50

Worden Grocer Co.'s Brand.

Laurel, 1/2s.....	
Laurel, 1/4s.....	
Laurel, 1/8s.....	

Meal.

Bolton.....	2 60
Granulated.....	2 25

Feed and Millstuffs.

St. Car Feed, screened.....	17 00
No. 1 Corn and Oats.....	16 00
Unbolted Corn Meal.....	15 00
Winter Wheat Bran.....	14 50
Winter Wheat Middlings.....	15 50
Screenings.....	15 00

New Corn.

Car lots.....	33 1/2
Less than car lots.....	41

Oats.

Car lots.....	32 1/2
Carlots, clipped.....	35
Less than car lots.....	36

Hay.

No. 1 Timothy ariots.....	9 00
No. 1 Timothy, ton lots.....	10 00

Fresh Meats.

Beef.

Carcass.....	6 1/2 @ 7 1/2
Fore quarters.....	5 1/2 @ 6 1/2
Hind quarters.....	8 1/2 @ 9 1/2
Loins No. 3.....	9 @ 12
Ribs.....	8 1/2 @ 12 1/2
Rounds.....	7 @ 8
Chucks.....	4 1/2 @ 5 1/2
Plates.....	@ 4
Pork.	@
Dressed.....	4 75 @ 5 00
Loins.....	@ 7 1/2
Shoulders.....	@ 6
Leaf Lard.....	5 1/2 @
Mutton.	@
Carcass.....	7 @ 8
Spring Lambs.....	8 @ 9
Veal.	@
Carcass.....	6 1/2 @ 8

Provisions.

Swift & Company quote as follows:

Barreled Pork.

Mess.....	10 75
Back.....	11 50
Clear back.....	11 50
Short cut.....	11 75
Pig.....	14 00
Bean.....	9 25
Family.....	11 00

Dry Salt Meats.

Bellies.....	6 1/2
Briskets.....	6 1/2
Extra shorts.....	5 1/2

Smoked Meats.

14 lb average	8½
16 lb average	8½
20 lb average	7½
dried beef	14
olders (N. Y. cut)	6½
n, clear	7½ @ 8½
ornia hams	6½
ess hams	8½
ed ham	10 @ 1½

LEGAL SUPERVISION.

Regulating the Commission Business by Inspectors.

Some time previous to the meeting of the State Horticultural society at Grand Haven, the local horticultural society at Grand Haven adopted resolutions calling for the appointment of inspectors, by the Federal Government, whose duty should be to investigate the standing and methods of business of produce commission merchants, to receive and report upon complaints of unfair or unsatisfactory treatment of consignors, and in general to see that commission merchants do business honestly. It proposed that these inspectors should "look into and examine the farm produce commission business with the same care and object in view that bank examiners do in their several districts." Following the reading of the resolutions, the following discussion took place:

Mr. Hancock: I believe that it is the experience of most of the shippers of fruit that some such regulation is necessary. I believe that every honest commission man (and I think most of them will acknowledge it) can find no ground for complaint if such a law shall be passed and enforced. I believe that the conditions of trade demand something of this kind. There are, I understand, somewhere in the neighborhood of 10,000 commission merchants in the United States. I do not know as to the exact figures, but I believe somewhere in that neighborhood. The producer ships his goods—they are at no time the goods of the commission man—and I believe that he should have an opportunity to know what becomes of the fruit, and that this Government should create a commission, having as much authority as the bank examiners have, and those examiners should be authorized, if it seems desirable in any case, to go to a commission merchant and ask him what he did with certain consignments, whom he sold them to, what he got for them. I believe it is simply a matter of justice. I do not believe there is a man here who wishes to do another man an injustice in this particular. That is what the resolution calls for, and we should be entitled to it. I will leave it to you, gentlemen, but I think it should require very little argument to convince you that such a resolution is necessary, and I believe that this society should endorse this resolution; it should do all it can to have such an act passed and have it enforced.

Mr. Morrill: It appears to me that there are a good many good features in

this matter. The State Horticultural Society are asked to endorse it. The Society are usually very careful as to what action they take in these matters. They have a legislative committee to whom is referred all State legislation, but this is simply an appeal to Congress, if I understand the matter right, because it is something that State legislation can not reach. I hope we will get a good expression, but when it comes to a vote we will ask that only members of the State Society pledge the organization. That is something we have to be a little careful about.

Geo. W. Barnett (Chicago): Mr. Pruim made an assertion, if my memory serves me right, that the produce commission men of Chicago and the National League of Commission Men were banded together against the interests of the producer. That is my recollection. Reference was also made to a letter from the President of the National League of Commission Merchants. In the discussion it was claimed that that letter pledged that organization to oppose such legislation; at least, the construction given to the letter was that the organization would work against such legislation. Now then, in the absence of the recognized head, I champion the cause of the National League of Commission Merchants, in order that no stain shall rest upon 250 men who are absent. I helped in the organization. The first President was Walter Phelps, of New York; the second President I had the honor to be. Disability on the part of the President the first year made me practically the executive officer. I watched it, followed its course throughout, and I say to you that not one single charge of dishonesty has been proved against a single member of the organization. We stand ready to meet every charge backed up with reasonable proof, and any man who can not show a clean record is shown the door so quickly that he doesn't know what hit him. We stand on that platform to-day. The interests of the producer and the commission merchant are identical. The honest commission merchant must live by the shipments that he receives, so far as they will go. In this day and age of the world we must supplement that by merchandising. There are men here who sell by the carload to commission merchants, and they must merchandise during five months of the year or they would starve to death. They accumulate—this is the statement. True they do. A man who is in business thirty years ought to accumulate some thousands; but I say to you that to-day there is not profit



RICH DRINK

of choice coffee with palatable cereals and other wholesome ingredients. Far superior to all "cereal" drinks. A beautiful Tea and Coffee Pot Stand given with each 2 pound package. Retail for 13c a pound, affording retailer big profit. Pleases customers. Order trial case and see how quickly it sells.

WOODBURY & CO., MFRS.,
CHARLOTTE, MICH.

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.

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

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.

TO GROCERS



This is our Four-Pound Paraffined Parchment-Lined Butter Package. Weighs only three ounces. These Packages enable Grocers to handle butter to advantage where they formerly could not. Have your advertisement on the Package. Secure customers you would not otherwise get, and hold their trade. Butter packed in packages bearing your name cannot well sell to your competitors. This makes the cheapest and neatest kind of

an advertising plan. In shipping, pack in box or barrel, and save 100 per cent. in freight. No loss from breakage and unreturned crocks.

Michigan Package Co., Owosso, Mich.

BOUR'S
COFFEES
MAKE BUSINESS

Bour's Blended Coffees

know no competition. Their growth in consumption has been simply marvelous, which only demonstrates their extremely fine quality **over and above all others.**

Our Coffees not alone increase your sales instantly, but **pay you a profit.**

Give them a thirty day trial **now.** Don't wait—**now** is the opportune time.

The J. M. Bour Co.,

113-115-117 Ontario St., Toledo, Ohio.

129 Jefferson Avenue, Detroit, Mich.

enough in it to induce a man to go into the commission business if he was out of it, if he had experience and knew just what there is in it. The peach crop of last year has been the sore spot, and justly so, with the men who grew it. I do not minimize their efforts, I do not belittle their work, I do not slight the endeavors they have put forth to produce something that shall bring them something to live on until another crop; but the actual money received by the reputable commission merchant for handling that crop of peaches did not pay current expenses. While the remark may be made, "You are no worse off than other people, because we didn't get anything," still, in order to properly handle the business, we must secure expensive locations, we must hire expensive help; we could not discharge those men, we could not vacate that store; with a dropping off of the receipts, our expenses would have to go on, and I know of at least one house, and I believe there were others, last year, that were handling the peach and apple crop, which was so disastrous to the State of Michigan, who lost thousands of dollars in the simple matter of expenses. Sell apples at 60 cents per barrel—what is there in it? Only 6 cents, if you get your full 10 per cent. commission. That is all, and you can not put a barrel of apples into the house and take it out for 6 cents; it is simply an impossibility. Nine cents per basket for grapes! Nine-tenths of a cent, if you please. Three per cent. of that, which is the invariable rule, I believe, goes to local agents or others for rebates to societies. After an experience of thirty years on the market in Chicago I do not know of ten men who have retired on a competence who have had the respect of the community. The great profits in the commission business are not so apparent. I have known of scores dropping out by the way who have lost from five to ten thousand dollars that they put into the business, because it does not take a great while to eat up the capital. I have stated these facts briefly, but I have tried to do it so clearly that there can be no mistake about it. I am only speaking of the honest commission men, I am only speaking of those who do their duty. It is only by the vast amount of business done and by looking after the fractions, that the profit is made. I have the honor of being at the head of a pretty large concern, but the net income we receive from our business is so small that we have to do an immense business to make anything. For years our net profit, out of which had to come the sustenance of my brother and myself, was less than 2 per cent. of the amount of business we did; consequently we can hardly be accused in a wholesale way of being so great at "gouging"—I know no other word to put in. Let me now pay my respects to the dishonest commission men—they exist. They are dishonest, we know it, but we would not undertake to prove it. I would get a libel suit on my hands right lively if I should say, "John Brown was dishonest and swindled" unless I had it in black and white to prove it. Who is going to prove it? The National League of Commission Merchants say, "We will lend you our help." While I was President of that organization I sat in my office and listened to charges made by one of the best attorneys in the city of Chicago against a firm whose name for obvious reasons I do not mention. The Secretary, however, knows it.

The Secretary: Have you any objection to stating it?

Mr. Barnett: They are out of business; I do not wish to mention it unless it is necessary. That attorney was at his wits' end. Said he, "Here it is plain enough. But how are you going to prove it?" I detailed a man whom I was paying \$2,000 per year (and he was earning his money), told him what to do, where to go, and he gathered the evidence. Shippers came in and said, "Mr. Barnett, you are a member of the National League?" "Yes, sir." "Well, So-and-So robbed me out of \$500"—in one case \$1,500. "Well", I said, "I am sorry for you." "Well, but I want to get my money back." "Who is your attorney?" "Do you have to hire an attorney?" "Yes, I can not appear in court," I said. "Gather your evidence; be sure you are right." He started his case, and those cases were worked up. One man received back through the agency of the National League of Commission Merchants \$1,500, and inside of two months \$3,800 was paid back to shippers through this institution which was vilified yesterday. Now you say, "Why do you not do it all around?" We are not a collection agency. It remains with you, gentlemen, who grow the fruit, who produce the fruit, to crush these men out, and if you will not do it, then what can you expect us to do? Suppose John Brown is a dishonest man, and he will keep 25, 50 or 100 per cent. of the proceeds—in fact, he takes the whole business without saying anything to you about it. He has had the profit. Now, remember, all honest commission men are not in this organization; we do not claim that. We said, "Come in with us," but there are men who stayed outside for very good and sufficient reasons, by themselves. The dishonest man has had the honest proceeds. Assuming you sell him a thousand dollars' worth of goods and he is entitled to a hundred dollars of that, he has that and he puts that in his pocket, and with it includes from two to five or nine hundred dollars. He has that money in his pocket. What does he do? He says, "What are you going to do about it?" That is plain language, but I was told that in my office by an attorney, and the attorney said, "If any of your friends are in trouble, why, here is my card." Well, I do not need his card. I knew where to find his office. I considered it a downright insult, and that man I know is hired by the year to keep men out of trouble. Now, our local organization got after this concern that made these large restitutions of which I spoke. We did not dare mention the name, mind you, but we sent East and West, North and South, broadcast, to all of our correspondents, evidence so clean and so direct that by and by they "squealed." Inside of two weeks I had a telephone message that asked for me personally. I answered it. It said, "I would like to meet you at the Briggs House at lunch." I met him, and we sat down at a table together, and he said, "You fellows are making it terribly hot for me." I said, "I guess you have made it hot for the other fellow, haven't you?" He said "Yes, but I can't stand this; I want you to let up. Can I join the National League?" Said I, "No, sir; your record is against you." Although that man had been to me previously, and I told him point-blank that I would not sell him a dollar's worth of goods unless he put up the cash, and even then did not wish to sell



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.



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EXCELSIOR

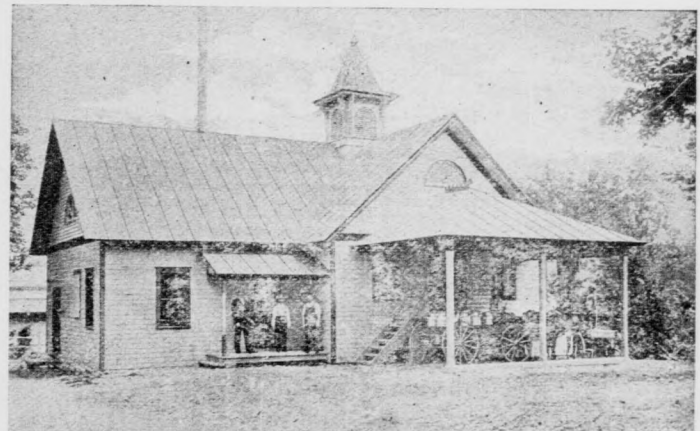
SPECIALLY ADAPTED FOR PACKING EGGS

Write or Telephone for Prices.
Telephone No. 1252.

83 to 97 Sixth Street,
Grand Rapids.

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.

PRINTING FOR PRODUCE DEALERS

Tradesman Company
Grand Rapids.

him, that I was opposed to him and his practices, in two weeks after that I had another call, and again he begged me to let up. I said, "No, sir; restitution is the only thing." I had several accounts sent in, where they had slaughtered the goods in order to get rid of them, and during the fall they had done the largest fruit and produce business of any firm in Chicago, and in two weeks more they were out of business, and they have not dared go back. That is the direct work of the National League.

Now, gentlemen, you have all the evidence and all the opportunity to find honest men, but how do you treat them? I think Mr. Thayer said, "Find your men (I have no question but he looked them up first; he locked the stable door before the horse was stolen), and when you have found them stay by them." Will you stay by anybody to-day? Will the average fruit shipper stay by anybody? Any man that comes and offers you something for nothing is the one that gets the business. If a man offers more than the market warrants, then he gets the business without any investigation. Now, you should be very careful right here. Our market slumps, and before you accuse a man of stealing, you would better find out what the market was. What can you expect when you have sixty carloads of Michigan berries in one day, besides about five carloads of raspberries, and as many blackberries, dumped on the Chicago market on the wrong day, as we had on Tuesday? We had one of the worst storms, lasting until about 8 o'clock, that you ever heard of. It just fairly shook things—we were drenched. What can you do under such circumstances? Of course, the market went down. I have seen returns at 35 cents, and I have known of sales at 25, and I question whether the entire receipts from the State of Michigan averaged 40 cents for a case of sixteen quarts. Ruinous? Of course it was ruinous. We did not pay expenses on it, not even for the current day. What could we do? The next day, with ten thousand cases less, the market showed firmness, scarcely any appreciable rise in values, but still there was a little rise. Be honest with your commission man, the man that you pick out. Sell all the goods you can at home—I have no fault to find with that, and I have no fault to find, as a commission man, with this resolution. We can stand it, but I will tell you this, you will not get any more honest returns after you have it than before. Good moral character! Why, in the State of Illinois, a saloonkeeper can not get a license unless he has a good moral character. But it does not make him an honest man.

[CONTINUED NEXT WEEK.]

Saginaw Druggists Fired with Patriotism.

Saginaw, May 2—The Saginaw Pharmaceutical Society is the first organization in the city to take advantage of the opportunity to contribute a regular monthly amount to the general fund for providing for the families of the soldiers and sailors in the city. Every druggist in the city is a member of this society, which has pledged to raise \$50 per month, each member signing the following agreement:

We, the undersigned members of the Saginaw Pharmaceutical Society, hereby agree to give the sums set opposite our names every month until the close of the war with Spain, or until we shall give notice of our inability to continue payments, to be paid into a fund for the benefit of the United States soldiers and sailors of Saginaw, to be disbursed under direction of a committee appointed by the citizens.

Validity of Guaranties.

Merchants often extend credit to customers on the guaranty of third parties. It is useful and desirable knowledge to possess, in gaining information as to what real value—if any—is possessed by such guaranties. According to a high authority, to determine the validity of guaranties in all cases and under all circumstances is a very difficult task for learned and experienced lawyers. The ablest lawyers may find their opinions contradicted by the decisions of the courts, and in turn the judgments of these may be reversed by superior tribunals. Furthermore, the law on the subject is not the same in all states. Some hints on this matter may prove interesting to dealers.

A guaranty by word of mouth has no legal value; it should be reduced to writing in order to be sustained by the courts, if it should prove necessary. It is, of course, generally understood that guaranties given by people under age, by persons of unsound mind, or by intoxicated people are invalid. Remember also that a guaranty by a firm must be concurred in by all the partners. A corporation can not legally guarantee a debt contracted by a third person, nor enter into an agreement of indemnity for others, unless it is a regular surety company. Of course, if a firm gives a guaranty and is subsequently dissolved and a new firm is formed to carry on the business, the successors are not held responsible for their predecessors' guaranty. A guaranty given to a particular person is not valid as concerns a partnership into which he may enter. And, similarly, a guaranty of a person does not hold good as regards a firm which he joins. Any change in the personnel of a partnership destroys the effectiveness of a guaranty given to it or for it. A guaranty may be all right otherwise, and may be invalid because not formally accepted. For example, if A writes a letter to B at the request of C, guaranteeing C's purchase from B, it is B's duty to notify A that his guaranty is accepted.

Guaranties may be continuous or limited to one transaction. It is rather an expensive mistake sometimes to treat the latter as continuous, that is, as covering the unpaid balance of a series of transactions. There are guaranties of payment and guaranties of collection. By the latter kind of guaranty the guarantor becomes responsible only after the creditor has failed to collect by legal proceedings against the debtor.

These are the main features involved in questions of guaranty. Caution is advisable in the matter of selling goods to guaranteed persons. It is needless to say that something more than the financial standing of the guarantor should be scrutinized.

The Grain Market.

As is usual, there was more trading in wheat than in any other cereal during the past week. The fluctuations were very sharp and the market varied 4c per bushel within a few moments, and to-day the market is about 2c higher than it was one week ago and 17@18c per bushel above the market on April 1—quite a large advance in one month. This, of course, is on cash wheat, while July advanced only 11c per bushel. The causes for the advance have been often stated heretofore and many laughed when told that wheat would go to a dollar or above. The prices on the new crop will depend entirely on the amount

offered, and as the outlook at present is splendid for an abundant crop, the offerings may be very free, notwithstanding it will take considerable to fill the depleted granaries. Offerings may be large enough to break prices below the present quotations on futures. The exports still continue very large, having been 9,000,000 bushels on passage during the past week, notwithstanding the ocean freight rates have been nearly doubled. Had the foreign freight rates not been so abnormally high, the exports would have been considerably larger.

Flour has been advanced, which was the natural outcome when wheat advanced.

Mill feed is very firm. Although the city mills have not advanced the price, it has been advanced 50c per ton in outside markets.

Corn also advanced, in accordance with the advance in wheat, probably caused by the large decrease in the visible, which was 4,605,000, and oats decreased 557,000 bushels. While the decrease in oats was limited, the small amount in sight in Chicago caused an advance of fully 4c per bushel.

The receipts were very large, having been 68 cars of wheat, 19 cars of corn and 11 of oats. The receipts during the month of April were 297 cars of wheat, 57 cars of corn and 46 cars of oats.

Local millers are paying \$1.05 for wheat.

C. G. A. VOIGT.

Believes in the Efficacy of Guarantees.

In conversation the other day with a manufacturer of staple goods in the grocery line, the subject of the change of policy by the State Food Department, as contemplated in Bulletin, 31 was discussed, also the exception thereto taken in the Tradesman by W. H. Hawkins, the Reed City grocer. The manufacturer remarked:

"For my part I do not object to it; in fact, I think it the only way for the Department to do the most good—prosecute the party who has the unlawful goods in his possession, let him be retailer, jobber or manufacturer. All will plead ignorance, even the manufacturer, but the retailer and jobber need have no fear of prosecution so long as they buy their goods of reputable dealers. Let every jobber get a guarantee in black and white from the manufacturer from whom he buys his goods, and, in turn, guarantee the goods to the retailer. Then all are safe except the manufacturer, and if his goods are lawful, he is running no risk. A manufacturer who puts a lawful product on the market will not hesitate to guarantee such product.

"I can not see where the retailer will suffer by the proposed change of policy. It will make Mr. Hawkins exercise more care in buying from a reputable firm who will stand by its product, and it will compel his competitor to keep lawful goods also or suffer the consequences of buying cheap, adulterated goods in order to undersell. Pleading ignorance of the law should excuse no one."

MUSKEGON SUNDAY TRAINS

G. R. & I. trains are now running between Grand Rapids and Muskegon every Sunday. Leave Union Station 9 a. m., returning, leave Muskegon 6:35 p. m. An inexpensive Sunday outing.

50 CENTS ROUND TRIP.

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 OR EXCHANGE—STOCK OF drugs and fixtures; furniture of gum wood finely finished; elegant soda fountain and charging apparatus complete; located on corner of two best principal streets in city of Muskegon, Mich. Can be moved if desired. Stock and fixtures invoiced April 1 about \$4,800. Will exchange for productive real estate timber land or something similar, located most anywhere. Drugs are out of my line of business. Will give someone a great bargain. Call on or address D. S. Hopkins, Grand Rapids, Mich. 593

A FIRST-CLASS, WELL-ESTABLISHED wall paper and paint business for sale cheap. For cash only. Schwind & Alten, 32 West Bridge St., Grand Rapids, Mich. 594

FOR SALE—I have two complete drug stocks in Middleville. Will sell one and move other away, or will sell one-half interest in either stock—one to be moved into another location—to reliable man. Dr. Nelson Abbott, Middleville, Mich. 591

TO EXCHANGE—320 acres farming land in Crawford county, Mich., title perfect, for stock millinery or groceries. Address Lock Box 40 St. Louis, Mich. 588

I HAVE SOME GOOD CITY PROPERTY, free and clear, to exchange for stock of merchandise. Would assume a little incumbrance if necessary. W. H. Gilbert, 109 Ottawa St., Grand Rapids, Mich. 590

TWO WELL-LOCATED, WELL-RENTED residences near Normal College, Ypsilanti, to exchange for merchandise. Address 302 Congress St., Ypsilanti. 582

FOR RENT—LARGE DESIRABLE STORE on best street. Address Mrs. B. Brewer, Owosso, Mich. 571

FOR RENT—DOUBLE STORE BUILDING in Opera House block, Mancelona, Mich., best location in town; best town in State. Address Julius H. Levinson, Petoskey, Mich. 580

FOR SALE—BAKING, CONFECTIONERY, cigar stock and ice cream business, with good fixtures. Address No. 579, care Michigan Tradesman. 579

FOR SALE—MODERN, WELL-ESTABLISHED and equipped broom factory and good trade. Other business commands our attention. Address No. 584, care Michigan Tradesman. 584

NICE BUILDING LOT ON OAKDALE AVENUE, Grand Rapids, for sale or exchange for lumber, shingles, brick, merchandise, bicycles, or whatever you have to trade. Address Box 101, Leslie, Mich. 572

FOR SALE, EXCHANGE OR RENT—LARGE two-story store and residence building in town of 1,000 population in Northern Indiana; stone basement, 120 feet in dimensions. Investigate. Address No. 575, care Michigan Tradesman. 575

FOR RENT—THE FIRST AND SECOND floors and basements of the brick building numbered 12 and 14 Lyon street, recently occupied by Hirth, Krause & Co.; suitable for mercantile or manufacturing purposes. Also the large hall on the third floor over 8 and 10 Lyon street, especially arranged for fraternal societies. Apply to Wm. McBain, Agent Estate of Jas. W. Converse, 433 Michigan Trust Building, Grand Rapids. 578

WANTED—FIRST-CLASS BUTTER FOR retail trade. Cash paid. Correspond with Caulkett & Co., Traverse City, Mich. 581

FOR SALE—FIRST-CLASS GROCERY, MEAT market and crockery stock, located in one of the best towns in Michigan; best location in the city. Good reasons for selling; a bargain for the right person. Will sell for cash only. Address No. 568, care Michigan Tradesman. 568

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

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

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

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

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

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' out in sight. Side track to mill. Good reasons for selling. Address Stave Mill, care Michigan Tradesman. 546

PATENT SOLICITORS.

FREE—OUR NEW HANDBOOK ON PAT-ents. Cilley & Alliger, Patent Attorneys, Grand Rapids, Mich. 539

MISCELLANEOUS.

WANTED—REGISTERED PHARMACIST at once. Must furnish good references as to character. J. H. Chapman, Mears, Mich. 592

WANTED—SITUATION BY REGISTERED pharmacist of twenty years' experience. Address No. 589, care Michigan Tradesman. 589

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 10:3pm * 6:20am
Traverse City, Charlevoix and Petoskey.
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 April 11, 1898.)
EAST. Arrive.
+ 6:45am Sag., Detroit, Buffalo & N. Y. + 9:55pm
+ 10:10am Sag., Detroit and East. + 5:07pm
+ 3:30pm Sag., Det., N. Y. & Boston. + 12:45pm
+ 11:00pm Sag., Detroit, East and Canada. * 6:35am
+ 11:10am Mixed to Durand. + 3:15pm
WEST
* 7:00am Gd. Haven and Int. Pts. + 10:15pm
+ 12:53pm Gd. Haven and Intermediate. + 3:22pm
+ 5:12pm Gd. Haven and Chi. + 10:05am
+ 10:00pm Gd. Haven and Mil. + 6:40am
Eastward—No. 14 has Wagner parlor car. No.
18 parlor car. Westward—No. 11 parlor car.
No. 15 Wagner parlor car.
*Daily. +Except Sunday.
E. H. HUGHES, A. G. P. & T. A.
BEN. FLETCHER, Trav. Pass. Agt.,
C. A. JUSTIN, City Pass. Agent.
97 Monroe St. Morton House.

GRAND Rapids & Indiana Railway Dec. 5, 1897.

Northern Div. Leave Arrive
Trav. C'y. Petoskey & Mack. + 7:45am + 5:15pm
Trav. C'y. Petoskey & Mack. + 2:15pm + 6:35am
Trav. C'y. Petoskey & Mack. + 10:30pm
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. 12:20pm 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.

The President of the United States of America,

To
HENRY KOCH, your clerks, attorneys, agents,
salesmen and workmen, and all claiming or
holding through or under you,

GREETING:

Whereas, it has been represented to us in our Circuit Court of the United States for the District of
New Jersey, in the Third Circuit, on the part of the ENOCH MORGAN'S SONS COMPANY, Complainant, that
it has lately exhibited its said Bill of Complaint in our said Circuit Court of the United States for the District
of New Jersey, against you, the said HENRY KOCH, Defendant, to be relieved touching the matters therein
complained of, and that the said

ENOCH MORGAN'S SONS COMPANY,

Complainant, is entitled to the exclusive use of the designation "SAPOLIO" as a trade-mark for scouring soap.

Now, Therefore, we do strictly command and perpetually enjoin you, the said HENRY
KOCH, your clerks, attorneys, agents, salesmen and workmen, and all claiming or holding through or under you,
under the pains and penalties which may fall upon you and each of you in case of disobedience, that you do
absolutely desist and refrain from in any manner unlawfully using the word "SAPOLIO," or any word or words
substantially similar thereto in sound or appearance, in connection with the manufacture or sale of any scouring
soap not made or produced by or for the Complainant, and from directly, or indirectly,

**By word of mouth or otherwise, selling or delivering as
"SAPOLIO," or when "SAPOLIO" is asked for,**

that which is not Complainant's said manufacture, and from in any way using the word "SAPOLIO" in any
false or misleading manner.

Witness, The honorable MELVILLE W. FULLER, Chief Justice of the Supreme Court of the
United States of America, at the City of Trenton, in said District of New
Jersey, this 16th day of December, in the year of our Lord, one thousand
eight hundred and ninety-two.

[SEAL]

ROWLAND COX,
Complainant's Solicitor

[SIGNED]

S. D. OLIPHANT,
Clerk

CANNED FRUITS

Owing to the

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

CANNED VEGETABLES

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
Yellow Peaches.

CANNED FISH

CANNED MEATS

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.

A HEAVY LOAD



Is carried by the merchant when
he undertakes to handle the credit
transactions of his establishment
by means of pass books or other
equally antiquated methods. The
strain is immediately lessened,
however, when he adopts the Cou-
pon Book System and places his
credit transactions on a cash basis.
We make four kinds of Coupon
Books and cheerfully send samples
free on application.

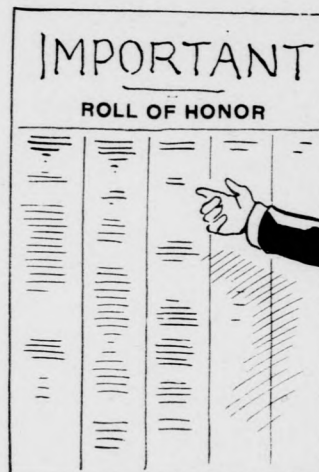
TRADESMAN COMPANY,
GRAND RAPIDS.

DON'T WAIT TO BE DRAFTED BE A VOLUNTEER

Come into the ranks while the opportunity offers. Nearly 50,000 United States Merchants are on our list as users of The Famous Money Weight System. Our Money Weight Computing Scales will save you more money than anything you can possibly invest in. Join the Ranks. Address

The Computing Scale Co.

Dayton, Ohio, U. S. A.



Unloading Baby Cabs

We are quoting **JOBBER'S PRICES** to **MICHIGAN MERCHANTS** on **50 STYLES** of Cabs.

Every one is High Grade.
Every one is Low Priced.
Every one is Guaranteed.

Large Catalogue sent on application.

**GRAND RAPIDS
WHOLESALE FURNITURE CO.
GRAND RAPIDS, MICH.**



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.

PURITY AND STRENGTH!

FLEISCHMANN & CO.'S COMPRESSED YEAST



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.