

MICHIGAN TRADESMAN

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VOL. XII.

GRAND RAPIDS, MAY 22, 1895

NO. 609

CHRISTENSON BAKING CO. MANUFACTURER OF **Crackers** AND FULL LINE OF **Sweet Goods**

252 and 254 CANAL ST., GRAND RAPIDS

The Only **Pepsin Cracker** In the Market.

Ask Jobber for a sample order, or

American Pepsin Cracker Co. 348 Grand River Ave. DETROIT.

AMERICA'S GREATEST RELISH!

Endorsed by medical fraternity. For table use their delicious, creamy flavor is never forgotten. Cure Dyspepsia, Indigestion, Sick Headache, Nervousness. Sweeten the breath. Sold by all dealers. In handsomely lithographed cartons. Retail at 20 cents each.

COMRADE

Is one of the few Good 5 cent brands, which All smokers will Realize by giving them a trial.

ED. W. RUHE, Maker, Chicago
F. E. Bushman, Agt.
523 John St.
Kalamazoo

Sutton & Murphy Co.,

MANUFACTURER OF

SPECIAL AND ORDER FURNITURE

Office Fixtures,
Store Fixtures, etc.

Factory, 99 N. IONIA ST., Grand Rapids
Telephone 738.

Office Telephone 1055.

Barn Telephone 1059.

SECURITY Storage and Transfer Co.

Warehouse, 257--259 Ottawa St Main Office, 75 Pearl St.

Moving, Packing, Dry Storage.

Expert Packers and Careful, Competent Movers of Household Furniture. Estimates cheerfully Given. Business Strictly Confidential Baggage Wagon at all hours. F. S. ELSTON, Mgr.

There are thousands of SIGNALS, but none so good as the

"SIGNAL FIVE"

A Fine Havana Filler Cigar for 5 cents.

ED. W. RUHE, Maker, CHICAGO.

F. E. BUSHMAN, Agent,
523 John St., KALAMAZOO

WHEN DEAF MUTES WANT THE

S. C. W. CIGAR

They **DO THIS**



Best 5 cent CIGAR

Sold by all Wholesale Druggists, Confectioners and Grocers traveling from Grand Rapids, and the Manufacturer,

G. J. JOHNSON,
GRAND RAPIDS.

M. R. ALDEN

ALDEN & LIBBY,

C. H. LIBBY

STRICTLY FRESH EGGS, Choice Creamery and Dairy Butter A SPECIALTY

Wholesale Produce

Northern Trade supplied at Lowest Market Price s. We buy on track at point of shipment, or receive on consignment. PHONE 1300.

93 and 95 South Division Street,

GRAND RAPIDS, MICH.

SWEET'S HOTEL

MARTIN L. SWEET, Proprietor.

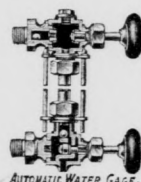
HENRY D. and FRANK H. IRISH, M'grs.

Steam heat in every room. Electric fire alarms throughout the house. Other improvements and decorations will soon make it the best hotel in Michigan.

SPECIFY DAISY BRAND IT IS THE BEST



For Sale by all Jobbers of Groceries, Hardware and Woodenware.



— THE —
PENBERTHY
SPECIALTIES.

FOR THE BOILER AND ENGINE. ARE THE ENGINEERS' FAVORITES. 85,000 PENBERTHY AUTOMATIC INJECTORS in use, giving perfect satisfaction under all conditions. Our Jet Pumps, Water Gages and Oil Cups are Unequalled. SEND FOR CATALOGUE. **PENBERTHY INJECTOR CO., DETROIT, MICH.** BRANCH FACTORY AT WINDSOR, ONT.

Absolute Tea!

THE ACKNOWLEDGED LEADER!

SOLD ONLY BY

TELFER SPICE CO.,

GRAND RAPIDS, Mich.



IF NOT SATISFACTORY, YOUR MONEY BACK.

Our Plan

Saves disputes and enables you to discount your bills. Saves book charges and bad debts.

Saves worry and loss of sleep. Wins cash trade and new customers.

IN THE LINE OF

Heating --- Plumbing

Steam, Hot Water or Hot Air.

IN ALL ITS PARTS.

Sheet Metal Work

NO FIRM IN THE STATE HAS BETTER FACILITIES OR REPUTATION. OUR WOOD MANTEL GRATE, GAS AND ELECTRIC FIXTURE DEPARTMENT is pronounced the FINEST IN THE COUNTRY, East or West.

WEATHERLY & PULTE,
GRAND RAPIDS.

A COOKING SCHOOL



now exists which, recognizing the importance of having plenty of pure milk on hand for cooking purposes, has found its requirements fully met by

Borden's Peerless Brand Evaporated Cream,

and it highly indorses same. Merchants interested in supplying their customers with satisfactory goods, at a reasonable profit to themselves, will find that the **Peerless Brand** is a good article to purchase and a reliable one to sell.

Prepared and guaranteed by the New York Condensed Milk Co.

FOR QUOTATIONS SEE PRICE COLUMNS.

CONGRESS

Congress Cigars

ARE MADE BY THE BEST CUBAN WORKMEN FROM THE

CHOICEST AND HIGHEST GRADE HAVANA TOBACCO



CIGARS

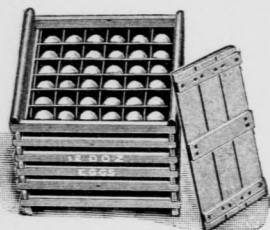
This Brand of Cigars is a decided success. Try them. Send a sample order to any of the following Jobbers:

Hazeltine & Perkins Drug Co.
Lemon & Wheeler Co.
I. M. Clark Grocery Co.

Ball-Barnhart Putman Co.
Musselman Grocer Co.
Putnam Candy Co.

Olney & Judson Grocer Co.
Worden Grocer Co.
A. E. Brooks & Co

'HUMPTY DUMPTY' FOLDING EGG CRATE



RETAILS AT 25 CENTS
EACH, COMPLETE.

A convenient $\frac{1}{2}$
bu. fruit package
when fillers are
removed.

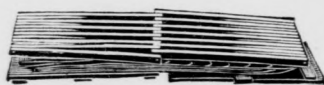


FIVE DOZEN CRATES COMPLETE WITH FILLERS with
your Ad. neatly printed on each crate, delivered at
your railroad station for **\$10.00**

MANUFACTURED BY

CUMMER MFG. Co.

Cadillac, Michigan.



MICHIGAN BARK AND LUMBER CO.,

GRAND RAPIDS,
MICH.

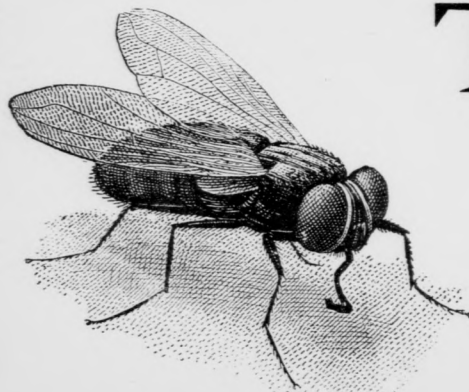
18 and 19 Widdicomb Bld.

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



We are now ready to make
contracts for bark for the sea-
son of 1895.

Correspondence Solicited.



Tanglefoot

SEALED STICKY FLY PAPER

YOUR CUSTOMERS WILL ALL PREFER IT.

PRICES FOR THE REGULAR SIZE.

Per Box.....38 cents Per Case.....\$3 40
In 5 Case lots, per case.....\$3 30 In 10 Case lots, per case..... 3 20

If you are particular about your STICKY FLY
PAPER, specify

TANGLEFOOT

"LITTLE
TANGLEFOOT"

5 1/4 x 9 inches.

Particularly adapted for Show Win-
dows and Fine Rooms.
25 Double Sheets in a Box, 15 Boxes in
a case.
Retailers for 25 cents a box.
Costs \$1.75 per case.
Profit nearly 115 per cent.
Will be a Good Seller.

Order the largest quantity you can use and get the
BEST DISCOUNT.
FOR SALE BY ALL JOBBERS.

MICHIGAN TRADESMAN

VOL. XII.

GRAND RAPIDS, WEDNESDAY, MAY 22, 1895.

NO. 609

Commercial Credit Co., Limited.

Reports on individuals for the retail trade, house renters and professional men. Also Local Agents Furn. Com. Agency Co.'s "Red Book." Collections handled for members. Phones 166-1030
65 MONROE ST., GRAND RAPIDS.

Michigan Fire and Marine INSURANCE CO.

Organized 1881 Detroit, Mich.

Geo. W. Stowitts

REPRESENTING
DIBBLE & WARNER, Mfrs. Fine Suspenders and Braces, East Hampton, Mass.
GRAND RAPIDS NECKWEAR CO., Mfrs. of Fine Neckwear, Grand Rapids.
I shall be pleased to call on dealers in need of anything in either of above lines.
155 Thomas st., Grand Rapids.

THE Grand Rapids FIRE INS. CO.
PROMPT, CONSERVATIVE, SAFE
J. W. CHAMPLIN, Pres. W. FRED McBAIN Sec.

FOR RENT.

Three-story and basement factory building, size 50 x 150 feet. West end Pearl street bridge. Water and Steam Power.
Full line of Wood Working Machinery, Benches, Dry Kilns, etc.
Also other property with power for manufacturing purposes.
WM. T. POWERS.
Opera House Block.

THE TRADESMAN
Has a FIELD of its own.
THAT'S WHY
Advertisers get RESULTS.

THE MICHIGAN TRUST CO., Grand Rapids, Mich.

Makes a Specialty of acting as

Executor of Wills,
Administrator of Estates,
Guardian of Minors and Incompetent Persons,
Trustee or Agent

In the management of any business which may be entrusted to it.

Any information desired will be cheerfully furnished.

Lewis H. Withey, Pres.
Anton G. Hodenpyl, Sec'y.

ARLOW
ROTHERS
LOOK
INDERS
LANK
OOKS
5 AND 7 PEARL STREET.

MEN OF MARK.

A. M. Woolson, President of the Woolson Spice Co.

On the corner of Huron and Jackson streets, in Toledo, Ohio, is an establishment that covers the most of an entire square. It is a handsome, well-built, costly structure of recent date and overlooks the city at an elevation of 125 feet—the home of the Woolson Spice Co., established some thirteen years ago. The company, from its inception, has taken no backward steps. Beginning with sales for the first month amounting to \$1,500, there has been a constant in-

ger of the company, who was willing to turn from the huge pile of letters that covered his desk and journey with him from one end of the vast establishment to the other.

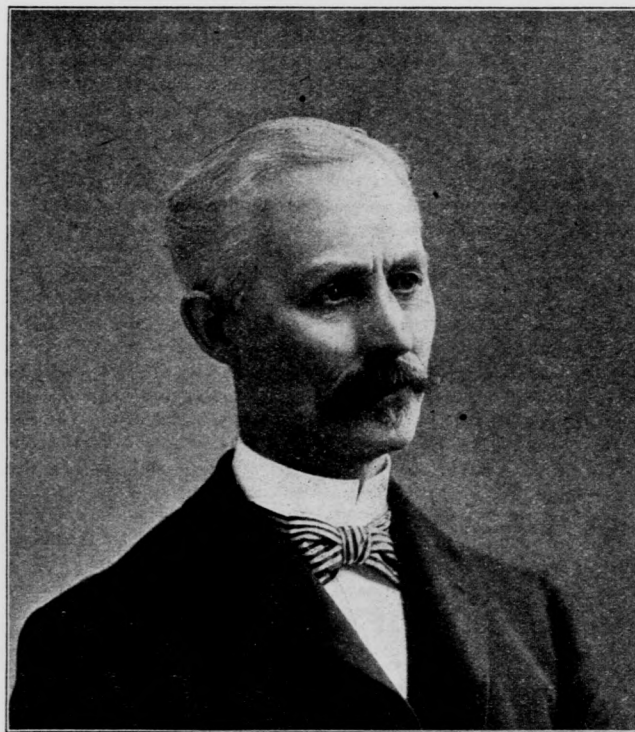
When that journey was over, I could easily understand what had been incredible before—that for the past five years the average work of the house has been 500,000 bags of coffee, aggregating 66,000,000 pounds a year, an average of more than a pound of coffee to every man, woman and child in the United States; but I could not understand how that man, who was relating these stupendous facts as so many incidentals

glean from the story of his life such scattered straws as I might find worth the picking up. These I gathered—some of them nearer the sheaves, perhaps, than I had any right to go; and I have bound them, wondering no longer at the success achieved, but considering it, rather, as a result, as sure to follow as any effect from its not far-off cause.

The early annals are short and simple. Something more than fifty years ago a boy was born in Erie county, Ohio, of parents too poor to do what they would for the child, and after twelve years of struggle they gave him to a neighboring farmer, whose ownership of the log house in which he lived promised more for the boy than they could do for him at home. The change was but temporary, for, after the transfer was made, the Western fever seized the foster father and, giving the boy to a fellow farmer, he started upon his westward journey. The second transfer was a favorable one. The boy "grew and waxed strong" in mind and body, taking his full share of the farm work and making the most of the educational advantages afforded by the country school during the three winter months of the year. Not much promise there for the establishment on Huron street, and yet just there is the foundation upon which this structure rests, for in those early years of preparation the boy found that he had only himself to depend upon, and that lesson, once learned, found him ready with brain and hand to begin the work before him.

That work he found at first in a country store, a place giving full scope to the spirit within him, for, in addition to the attention to be given the goods of all kinds which crowded the narrow quarters, the post office kept there took care of any spare minutes which the young clerk might find hanging on his hands. Several months of this experience were enough, and, when the Sandusky Register advertised for a boy, the clerk applied for the place, got it, and kept it until sickness forced him to give it up. From the printing office he went back to the farm. Then, with health restored, he made up his mind to be a mechanic. He had begun to learn the trade, when the war of the rebellion began. Throwing aside his hammer, he was soon enrolled as a volunteer in the Union Army.

It would be easy to continue the story with "After the war was over," but the man who entered the army with a musket and came out with a sword had been turning to account those four eventful years; and, while it is not my purpose to follow in detail those years of strife, it is worth while to remark that the sword he brought home was the reward of merit earned by a service which lifted him from the rank and file, and it showed that the farmer boy had qualities that in the war time made him a man of mark. After the young soldier had received the appointment of Sergeant Major of Artillery, a position demanding special qualities, the commanding officer, upon being asked why he had made the promotion



A. M. WOOLSON.

crease, and to-day these sales are, on the average, greater than the entire coffee consumption of either England, Italy or Russia. This one fact has made the company an object of interest to the coffee drinkers and the spice consumers of the world, and, with a curiosity to visit the home of this immense trade and a desire to see the man of mark who has been able to conceive and, with a corps of helpers nowhere surpassed, to carry out in detail this great undertaking, your correspondent sent in his credentials by the courteous clerk, and soon after was politely received by the Mana-

ger of the company, and who was willing to point out, as he went on, the thousand and one conveniences and inventions, almost wholly his own, which necessity had suggested—I could not understand, I say, how that one brain had been able to create the remarkable things I saw, and I finally asked him the secret of the success which had made them tangible. It was neither the time nor the place for more than the "keeping-everlastingly-at-it" which he gave me; and, when I ventured to urge him for something more, he kindly invited me to call on him at his home and in his "den" to

over the heads of so many competent non-commissioned officers, replied: "For the reason that, when I tell him to do anything, I know he will do it," from which it seems that the Commander in chief of the Union forces was not the only one who was determined to "fight it out on this line, if it takes all summer."

When the rebellion was over, the same resolution that had made its mark during the war was determined to do something in business, and the sword had hardly been hung up at home when the young sergeant was called upon to aid in the erection of a large paper mill, a work for which his experience in the machine shop had fitted him. Here, for several years, he labored, with a success easily his, when he concluded to see for himself something of the western country of which he had heard so much. He spent a year on the plains, most of the time as an agent of the Union Pacific Railroad between Kansas City and Denver. That was long enough and, concluding that a man could succeed among the Buckeyes, if anywhere, he returned to his native State. After another year in a country store, he determined to start in business for himself, and, with a capital of \$125—in cash—stick a pin here—which had been safely deposited in a Toledo bank, our newly-fledged store-keeper stepped into the office of Secor, Berdan & Co., bought his first bill of goods, gave a check for the full amount and in due time opened his store.

I should much like to brighten this article with a picture of that store. It was located in the pleasant and thriving town of Wauseon; the building is standing there yet, if I do not mistake. What I can do is to furnish some noticeable features about it, the most striking of which was its cleanliness. Nothing like it had ever blessed that town. It was scrupulously clean from top to bottom, and had been made so by a liberal application of hot water and soap and sand and what is known by the homely name of "elbow-grease." The windows were compelled to let in the light and they remained ever after, during that occupancy, uncurtained with cobwebs and dead flies and dirt. The shelves and the goods on them were always safe to touch; the scales were kept bright as a new dollar, and the counters and the floor were washed often enough to satisfy the neatest housekeeper. All this received its favorable comment; but, when this neatness went so far as to include the washing of the potatoes, the wise ones laughed. That was going a little too far, they thought, but the store-keeper who found that his clean potatoes brought him a higher price could well afford to be laughed at and kept on with the washing; and the housekeepers, rejoicing over the store that was kept like a parlor, unconsciously furnished hints of advertising to the young tradesman, which he turned to practical account.

Another feature for which the new store soon became noted was the evident desire of the proprietor to please all customers. There was nothing which he was unwilling to do for them. Night and day it was his constant study and not a customer left his store without carrying away a kindlier feeling on account of some unexpected favor. Not many of those customers have yet forgotten their surprise and pleasure when once,

in midwinter, each carried home a potted plant, bright with blossoms, in itself a little thing, but showing so plainly that they had been kindly thought of, and so making it easy for them to speak as kindly of the store and the earnest, thoughtful man who was keeping it. I wonder if the children remember still that candy-day, when each bright face grew brighter, as, crowding into the store, they received the precious sticks and hurried home to show the prize.

Another feature, and perhaps the most important one of all, was the system which, without apparent effort, settled everything promptly in its proper place and kept it there. There was no handling of things twice; no opportunity was given to mislay things, and, consequently, no time was lost in looking for things mislaid, and woe betide the clerk whose carelessness strengthened by an exception the general rule. As a result, order reigned in that store and from cellar up it would have been possible to find in the dark whatever was wanted.

There is no need of going on with this. There was one outcome and one only—the building up of a good trade, a condition of things which ended in the need of a larger field for the energy and enterprise which that country store had developed and strengthened and which brought the country store-keeper, with his accumulated capital, to Toledo.

At that time, Summit street was the business center of the town, but with rare discernment he turned from

"Where merchants most do congregate," and a dozen blocks away, on a side street at that, selected the site for his store. Then what a shaking of heads was there. "Open a store in that out-of-the-way place! The man is crazy! If he wanted a store in the country, why come to Toledo?" So, with a joke and a laugh at the countryman's expense, they passed on to their business on Summit street, thinking that it takes all sorts of men to make a world; and he, not thinking so, but sure of it, went right on with his building, for he was a workman with the others as need required. In that way he got acquainted with the people of his neighborhood; he found out what they wanted and of what they were most in need, and, when the building was ready, knowing what he could sell in the double arch-connected store, he placed the right kind of goods on his shelves and was soon enjoying a large and lucrative trade on the very spot where he had been told so often that that was no place for business.

He began with a single clerk. And he began to advertise—not that kind which is contented with throwing a handful of dodgers into somebody's back yard, or is satisfied with furnishing material for the waste basket. It was trade he was to attract and to keep, and this his experience in the country store had taught him could be done, not by chance, but by judgment. He made use of the newspapers, as well as of the customers themselves; and, finally believing, what test proved to be true, that a trade paper is the best means of advertising which a house like his can have, he issued the Toledo Grocer and once a month placed a copy in every home in the city and distributed it in the country for miles around.

Knowing that human nature, which he had early learned to read, was the same

the world over, he made such practical use of his knowledge that his increasing business soon obliged him to increase his clerical force, until the number rounded into the baker's dozen and the double stores became so small that another had to be erected. It was like tossing a stone into the middle of a placid stream—the triple store became the center of constantly diverging circles; the immediate vicinity was first inclosed, then the parts of the town beyond it; the city was next encircled, and, finally, the country for a score of miles or more was shut in by these rings of trade. It was no uncommon sight to see forty or fifty farm wagons, at the same time, at Woolson's store and the owners of them inside making the most of the ready market for their products and enjoying the respectful attention to which they were entitled and were sure to receive. Here came in play one of the lessons learned in the little country store. The farmer likes best to trade with the store-keeper himself. He is sure, then, of getting things first hand in quality and price; and, after the trading is over, he likes that aftermath of talk with the proprietor, which implies, when it is repeated at home, a familiarity especially dear to the heart of the farmer who lives upon the acres which he not only tills but owns. So, when the farmers came to Woolson's, they found the owner ready to receive them, to trade with them, to talk with them of the family and the farm, and to ask them to take home for the boy or the girl or the wife something like the candy and the blossoming plant at Wauseon, to show that he regarded them as a part of the family whose interests centered in Woolson's store.

These were pleasant days and prosperous ones, but were not to last. Another and a broader field was preparing for the shaping hand of the master, who had long been waiting for the opportunity of making use of those administrative abilities which he knew he possessed. He saw in the coffee and spice trade a golden opportunity for rich returns, and when, at last, misfortune, or something else, had stranded a large concern, he knew that the time for widening his world had come. For months the wreck, or what was left of it, had been for sale and, buying all that remained, he organized an incorporated company, and the September of 1882 saw the Woolson Spice Co. making its bow to the public and asking for its patronage.

I might go on with the story of this company, but it would be only a twice-told tale, for the same brain which conceived and gave it life is still controlling it. It is true that its field of work is now almost limitless, but the same elements and the same system which organized and kept in motion the stores in country and in town permeate this immense establishment "from turret to foundation stone." The same unbending discipline which there kept every man and everything in place is everywhere suggested here in the exactness displayed in every carefully planned and carried out detail. The old hostility to dirt is rampant still, and, while there are here no tubers to wash, the lovers of "the cup that cheers but not inebriates" may know that the fragrant coffee berry in this establishment adds nothing to the traditional peck of dirt we all are expected sooner or later to consume.

A pleasing trait, too often neglected, if not utterly forgotten, in concerns as large as this, is the old-time courtesy which the farmers liked so well and came so far to enjoy. No one is unmindful of it here. The clerk at the office window was not too busy to be polite, and the man who told me that the Manager would see me did so with a manner that was heartiness itself; and, during all that long walk over the establishment, the same courtesy was everywhere apparent. Nothing looking towards the comfort and convenience of those employed has been considered too troublesome or too costly to provide.

This thoughtfulness offers one good reason for the easy management of a concern so large as this; but another quite as important is found in the inborn ability of the manager to pick out the men he needs to officer his crew, now outnumbering many times the old-time baker's dozen. It is related that once, when passing along the street, Mr. Woolson's attention was attracted to a young vender of suspenders. He watched him for a while and then, elbowing his way through the crowd the young fellow had gathered, asked him to call at his office. That man occupies, to-day, a position of trust in the company which he has held for years, and he but furnishes an instance of this ability of Mr. Woolson, in the selection of his employees, to turn to practical account his innate knowledge of human nature; and it shows, better than anything else, the training given by the Manager, and also the loyalty of the men to the business.

If, now, we turn from this establishment, with its yearly output of over 66,000,000 pounds of coffee, and consider the "keeping everlastingly-at-it" as the central thought which started it and keeps it all in motion, it will be found that, while the principle upon which the thought is based is a sound one, it is the genius of the man behind the principle, and the efficiency of the able assistant, Mr. W. A. Brigham, and the energy of the other loyal co-workers, which have made the Woolson Spice Co. such a splendid success. It is true that Mr. Woolson's career as a grocer is nothing more than every grocery boy can attain, if he will; but it is equally true that the grocery boys are few who do attain it. Apples had fallen on human heads times without number, but Newton was the only one who gained from the accident the law of falling bodies. The rebellion offered the leadership of the Union forces to a whole army of generals, but it was the man "keeping everlastingly at it" who dictated the terms of surrender under the apple tree at Appomattox. But in these instances there was something besides the constant hammering which brought success where so many had failed. Persistent work is always an essential element of success.

"The heights by great men reached and kept
Were not attained by sudden flight,
But they, while their companions slept,
Were toiling upward in the night."

But, take away that gift of discernment, which belongs to genius, to see at once the right thing to do, and all the "keeping at it" under the sun would never have laid a brick on the corner of Huron and Jackson streets, nor ground a berry of that coffee which has made the name of the Woolson Spice Co. a familiar one in every quarter of the globe. This is the secret of the company's success; but, while I do not underestimate the

system which everywhere appears; while I cannot too much admire the splendid discipline which keeps in motion, without a jar, the machinery of this immense concern made up of ten distinct buildings; while the courtesy and the kindness and the intelligent oversight, and the loyalty and the devotion of officers and men, receive the recognition they can so justly claim, it is, after all, the active brain, the unflinching firmness and the "keeping-everlastingly-at-it" which have made this company a success—a success beginning years ago on that Erie county farm and culminating in the Woolson Spice Co., of Toledo, Ohio.

Some summers ago, after wandering among the monuments and statues that adorn the Cathedral of St. Pauls in London and admiring the genius that has chiseled from the rock a church for the living and a tomb for the distinguished dead, I found, over the north porch, the Latin inscription to Wren, the architect, ending with, "If you seek for his monument, look around you." And, after I had finished my journey through the great establishment, and remembered that the whole was the result of the talent and the firmness and the unremitting toil of the man who had been my guide, the inscription over the north porch of that old cathedral came to me, and I said to myself, as I glanced at the handsome structure and at the work going on around me:

"*Si monumentum requiris, circumspice.*" RICHARD MALCOM STRONG.

Useful Waste.

Elsewhere in this week's paper mention is made of new uses to which articles are now being put which have heretofore been considered utterly worthless. Another example might be cited—that of turning to account the so-called "offal" of fishes. The flesh and the head of the cod, the ling and several other kinds of fish are now used for extract, glue and guano; the bladder for isinglass; the backbone for glue and for "bone-meal;" the roe for albumen; the liver for oil, extract and fibrine, and the entrails for glue and guano. The external coverings of the larger kinds are now profitably removed and tanned, an idea once to be laughed at. They give a strong and good skin, excellent for bookbinding, portfolios and similar articles. The work of cleaning and preparing for use these once cast-away parts of fishes is rapidly assuming the proportions of an important commercial industry.

A Man of Business.

It is related that Theodore Roosevelt's ranch, away out West, adjoins the possessions of the Marquis de Mores, a person whose inflammability of temper and whose violence of vengeance are notorious. One time Roosevelt got a letter from the marquis demanding an explanation of certain representations that had been made to him involving the charge that Roosevelt had been inciting discontent among the marquis' employees. Roosevelt immediately mounted his horse and rode over to his neighbor's. He did not indulge in any correspondence at all; he preferred to get right at the kernel of the affair by having a personal interview with the marquis. "A man who writes a letter of that kind must want something," said Roosevelt, "so I've come over to see what you want." "I am entirely satisfied," said the Marquis de Mores, as blandly as you please. "Your explanation assures me that the information which disturbed me was wholly incorrect."

TOWNSHIP LICENSES.

Important Change in the Law Governing Country Peddlers.

C. K. Hoyt, the Hudsonville general dealer, has probably suffered as much from the indiscriminate peddling evil as any man in trade. Living and doing business within a few miles of Grand Rapids his territory has fairly swarmed with peddlers during the summer season and, whenever he attempted to enforce the law, he met unexpected difficulties in the way of legal technicalities which would have disheartened a less resolute man. Smarting under the injustice of the law governing the peddling business, it is no wonder that he should wish to curtail the evil as much as possible, and his election to the Legislature afforded him an opportunity to secure the repeal of the old law and the enactment in its place of a much less cumbersome statute, which provides for the issuance of licenses by township boards, instead of by the State. This law renders it necessary for a peddler to have a separate license for each township in which he peddles, which will, necessarily, make it somewhat expensive for a peddler to run a wagon over any considerable stretch of country. The full text of the new law, which was drawn up by Mr. Hoyt and owes its existence in statutory form to the energy and aggressiveness of its originator, is as follows:

Section 1. The People of the State of Michigan enact, That it shall be the duty of every township board of any township in the State at a regular or special meeting thereof, to license hawkers, peddlers and pawnbrokers, and hawking and peddling, and to regulate and license the sale or peddling of goods, wares, merchandise, refreshments or any kind of property or thing, by any persons going about from place to place in the township for that purpose, or from any stand, cart, vehicle or other device, in the streets, highways, or in or upon any wharves, docks, open places or spaces, public grounds or public buildings in the township: Provided, That in no case shall such license exceed the sum of one hundred dollars per year for peddling in such township. Nor shall anything contained in this section be construed to prevent any person from purchasing any fish, cattle, sheep or swine for the purpose of peddling such fish or the meat of such animals in the country outside of any incorporated city or village.

Sec. 2. The action of the township board in licensing hawkers and peddlers and in regulating and licensing the sale of goods, wares, merchandise, refreshments, or any kind of property or thing under Section 1 of this act shall be by resolution of the board, which resolution shall be spread at length upon the records of its proceedings: Provided, That such resolution may be annulled or amended by resolution of the township board passed at any subsequent meeting thereof and spread at length upon the records of its proceedings: Provided Further, That such resolution or any resolution annulling or amending the same shall not take effect until twenty days after a written or printed copy of the same shall have been posted in five of the most public places in the township. The person or persons posting copies of any resolution as in this section provided shall make and file with the township clerk of the township an affidavit or affidavits of the fact of such posting; and in all suits, actions or proceedings where the passage of any resolution by the township board, authorized by the provisions of this act or the posting of copies thereof, as above provided, shall come in question, a copy of such resolution and of such affidavit or affidavits certified under the hand of the township clerk of the township shall be *prima facie* evidence of the due passage of such resolution and of the due posting of copies thereof.

Sec. 3. No license shall be granted for any term beyond the first Monday in May next thereafter, nor shall any license be transferable.

Sec. 4. All sums received for licenses granted under authority of this act shall be paid into the township treasury of the township granting the license, to the credit of the contingent fund.

Sec. 5. Every person who, without license, shall, within the limits of the township, exercise any occupation or trade or do anything for or in respect to which any license shall be required by resolution or regulation of the township board of any township made or passed under authority of this act, or who shall be found selling or trading, or offering for sale, or trade, any goods, wares, merchandise, refreshments, or any kind of property or thing, within the limits of the township, contrary to the terms of any license granted to him, shall for each offence forfeit the sum of fifty dollars, or imprisonment in the county jail not to exceed ninety days, or both such fine and imprisonment in the discretion of the court: Provided, That nothing in this act contained shall include any person who shall sell or offer to sell agricultural, garden or dairy products, or any fruit, shade or ornamental trees, plants, shrubs, or bushes, agricultural machinery, tools, implements, or vehicles, and all kinds of meat and fish.

Sec. 6. That Section 6, chapter 21, of the revised statutes of 1846, as amended by the several acts amendatory thereof, being sections 1257 to 1266, inclusive, of Howell's Annotated Statutes, be and the same are hereby repealed.

This act is ordered to take immediate effect.

Approved May 13, 1895.

The Cash System from the Standpoint of a Live Merchant.

HASTINGS, May 16—I note in THE TRADESMAN the agitation of the advantages of the cash system and cannot help saying a few words in regard to same. From doing a credit business for thirty years to a cash-before-delivery business, I wish to say that I am more than pleased. I have learned by the credit system that the dead-beat has no use for me as soon as he has struck me (to use a slang phrase) for all he can. I have seen him leave me and go to my neighbor who sells for cash. I have seen him loitering around on the street, days at a time, when he could get work if he desired, wearing better clothes than I—all because some firm or firms took the chances of trusting him for the necessities of life for himself and his family. If they had stopped giving him credit he would have gone to some other town and continued the same practice. I have had dead-beats come into my store and curse my competitor and say they would never buy of him again, when I knew that all they wanted was an excuse to leave him, claim their accounts were wrong and never pay a cent. That was a good enough excuse for them. Probably the man who trusted them was not sleeping nights on account of inability to pay his bills. The merchant who sells his goods for cash has their good will and will have as long as he will not give them credit. Is he does so, he will, in time, have to share the curse with the rest. How many men have gone down, with the ledger, or, as I now call it, the "Old Sweat Book of Time," full of unpaid accounts of men who are living in idleness, and, you might say, luxury! If you have such accounts you are willing to take anything you can get at any price, but your chances are small and you probably will not get your salt out of it. All merchants who do a credit business have ledgers for sale for paper-rags. They are worth more for paper-rags than the accounts are worth.

The man who sells for cash can look his customer in the face with a smile; but how is it if you have his account on the ledger? Perhaps you can smile, but you are an exception unless you can force the collection. As a rule, men who do a credit business pay their bills when they can, but, if they sell their goods for cash, they do not have to pay from 7 to 8 per cent. on overdue accounts, besides the saving of discounts

of from 1 to 7 per cent. on invoices. You tell the agent, when he calls and presents his card, that you pay spot cash for your goods; thereupon he informs you that such customers invariably get closer prices than the man who buys on credit. Moreover, the jobbers and manufacturers try harder to please such a customer than one who takes all the time he can obtain.

The cash buyer always sells his customers more or better grade goods for the money than the old regular, with regular goods, at regular prices. If you sell for cash you can do justice to your customers, as they have no old "sweat book" bills to pay, and it is for the customer's interest as well as for the merchant's. If he is not honest the merchant has no use for him, only as he pays cash, and he should be watched to see that he gets only what belongs to him. If each and every person could do a cash business, more merchants would sleep sound nights, and the manufacturer, the merchant and, in fact, all but the lawyer, would be happy. As Archimedes said when he demonstrated the effectiveness of the lever, "Give me a place on which to stand and I will lift the world." So I say, give me cash and I can buy or sell all old-timers sooner or later at a big discount. PHIN SMITH.

Probable Solution of the Store Butter Nuisance.

From the Michigan Farmer.

The merchants of Ithaca are reported to have taken initiatory steps looking toward the improvement of the butter market in that village. It is proposed to establish a central store, in charge of an expert, the only business of which will be the buying and selling of butter. All butter will be graded and bought and sold on its merits. There will be no dickering or trading, as cash will be paid for every pound of butter bought. Under present market conditions it is practically impossible for makers of a prime article of butter to get a fair price for their product at country towns but this cannot be wholly charged to the merchants who purchase it. Each farmer who makes a small amount of butter expects the merchant with whom he trades to take it in the course of business. To refuse to do so means loss of trade to the merchant. Neither must he discriminate in the price paid between the butter of Mrs. Smith or Mrs. Jones, or he may expect trouble at once. He is, therefore, compelled to name a price at which he can afford to take everything that comes—good, bad and indifferent. The receipts are placed on sale, the villagers pick out the best, and the merchant—just before the heap spoils—mixes it all together, puts the mass in a good package, and some commission merchant in the city receives a consignment of fresh dairy butter. The whole system favors the poorer grades of butter, for the merchant always pays more than they are worth, but considerably less than a prime article should sell for. If a system of inspection could be inaugurated in the principal towns and villages in the interior, it would have a most beneficial effect upon the quality of butter made in the State, for the lower grades would practically become unsalable. When the careless buttermaker finds his product brings a price so much below what his neighbor's does, the work of reforming his methods is apt to begin at once. Then the careful maker, who feeds his cows well, sees that they are kept cleanly and comfortable, and uses skill and judgment in the making and packing of his product, will be encouraged to do still better. Let the larger towns and cities follow the system inaugurated by Ithaca, and their merchants will be rid of a business which always nets them a loss, and buttermakers will be rewarded for their skill and enterprise in turning out a product of high quality—as they should be.

New Things in Cotton Flannel.

We are sole agents for the celebrated Housewife Cotton Flannels in bleached and unbleached, absolutely the best goods in the market. Samples now ready for inspection. Be sure and see the line before buying.

P. STEKETEE & SONS.

AROUND THE STATE.

MOVEMENTS OF MERCHANTS.

Ashland Center—J. W. Callaghan has opened a meat market.

Perrinton—J. N. Terpening has purchased the grocery stock of A. Pettit.

Lapeer—Salisbury & Dent succeed Alfred Vosburg in the grocery business.

Bay City—Reinold Opperman succeeds Opperman & Co. in the grocery business.

Pinckney—Jackson & Cady, general dealers, have filed notice of dissolution.

Lapeer—Chas. F. Wright succeeds Wright & McBride in the grocery business.

Wolverine—Rorabeck & Moore succeed C. E. Rorabeck & Co. in general trade.

Flint—Jacob Herstein will remove his boot and shoe business to Lansing June 1.

Lakeview—Samuel Bowhall, dealer in dry goods, clothing and boots and shoes, is dead.

Gladstone—Weinig & Stenzel, meat dealers, have dissolved, Martin Weinig succeeding.

Battle Creek—C. W. Christler & Co. have purchased the grocery business of J. L. Marble.

Lansing—A. M. Emery is succeeded by the Lansing Book & Paper Co., not incorporated.

Holland—A. Van Pulten succeeds J. and A. Van Pulten in the manufacture of butter tubs.

Iron Mountain—Richards & Grenfell succeed Thos. W. Grenfell in the confectionery business.

Kalamazoo—Hall Bros. & Co. succeed Hall Bros. in the drug and physicians' supplies business.

Lakeview—John T. Butler has purchased the dry goods and notion business of H. C. Thompson.

Croswell—Arnot & Son succeed Arnot, Edgar & Co. in the grocery, dry goods and clothing business.

Muskegon—C. C. Wagner & Co., grocers, have dissolved. The business will be continued by M. Knoohuizen.

Ann Arbor—Finnegan & Richards, dealers in coal and baled hay, have dissolved, Henry Richards succeeding.

Albert Stegeman, formerly manager of the Allegan grange store, has bought a fruit ranch in Paradise Valley, Cal.

Battle Creek—John F. Halladay, of John F. Halladay & Son, dealers in wholesale groceries and oils, is dead.

Bangor—Levi DeHaven succeeds DeHaven & Westfall in the drug, wall paper and agricultural implement business.

Detroit—Geo. F. Clark has sold his one-half interest in the Clark Shoe Co. to his partner, Mrs. Anna P. Young, for \$1,500.

Elmdale—Dr. M. Crane has sold his grocery and dry goods stock to T. L. Foster, who will continue the business at the old stand.

Monroe—John Roth, of Roth & Bordeau, cigar manufacturers, has sold his interest to Henry Bordeau, who will continue the business.

Manton—John Turner, the Cadillac furniture dealer, has leased a store building here and will open a new furniture stock about June 1.

Sherman—W. H. Shaver has retired from the firm of W. H. Shaver & Co., dealers in clothing and men's furnishing goods, and purchased the furniture and undertaking business of W. J. Austin.

East Jordan—F. W. J. (Mrs. J. H.) Stone has sold her dry goods stock to the East Jordan Lumber Co. and her grocery stock to W. L. French.

East Jordan—The shoe stock formerly belonging to the Heston estate was sold at auction sale to E. N. Clink, who resold the stock to J. J. Gage, who consolidated it with his stock.

Owosso—The bankrupt stock of the Owosso Dry Goods Co. has been purchased by C. E. Stock, who will reduce the stock by slaughter sale and then remove to another location.

Gobleville—Geo. Bush has purchased the interest of Mrs. Clark in the drug and grocery stock of E. M. Bailey & Co. and the business will hereafter be conducted under the style of Bailey & Bush.

Perrinton—Albert Pettit, engaged in general trade and the sawmill business, and A. B. Batchelor, dealer in dry goods and groceries, have merged their business under the style of Pettit & Batchelor.

Lake Ann—A. H. Huellmantel, of Traverse City, has decided to become one of Lake Ann's business men, and has purchased the vacant lot between Coleman's drug store and Schephorst's hall, on which he intends erecting a store building, 22x60 feet in size and two stories high. Mr. Huellmantel will occupy the building with a general stock.

MANUFACTURING MATTERS.

Kalkaska—M. J. Bond, formerly a well-known Michigan lumberman, of late years in Mississippi, will build a planing mill here.

Torch Lake—The sawmill of the Cameron Lumber Co. is running night and day. The company will cut 13,000,000 feet of hardwood.

Allegan—K. Schipper, formerly of the West Michigan Cigar Co., at Zeeland, lately of South Chicago, has moved to this place and will open a cigar factory.

Copemish—Frank Carpenter has established a sawmill west of Crystal Lake to cut the timber north of Crystal City. The logs will be floated across the lake.

Marquette—F. W. Read & Co., who operate sawmills at Eagle Mills and Michigamme, have put in a retail yard in this city, and will cater to the local trade here more than formerly.

Muskegon—Two shingle machines have been placed in the sawmill of the McGraft Lumber Co. and about 80,000 shingles are being turned out daily. A stock of 15,000 cedar logs has been piled in the booms for this purpose.

Traverse City—The mill of the Oval Wood Dish Co. has begun running nights. The mill and factory are now employing 300 hands. The company has spent \$85,000 for timber this season, and its payroll will reach more than \$90,000 this year.

Traverse City—The Traverse City Lumber Co. has been forced to cease cutting hardwood for a time, in order to clear the river of hemlock logs. The mill is still running night and day, and averaging 140,000 feet daily. The lumber is being shipped to Chicago by schooner.

Detroit—The Anderson Manufacturing Co. will remove its carriage and wagon factory from Port Huron to this place, having purchased a site at Milwaukee Junction, on which it will erect a brick factory building, 90x300 feet in dimensions. The company will employ a force of 150 hands and expects to begin operations about Sept. 1.

HAWAII UNSETTLED.

The latest reports from the Hawaiian Islands are to the effect that the republic is in a precarious condition and that the restoration of the monarchy under Princess Kaiulani is imminent. The significance of such a revolution lies in the fact that it would indicate an ascendancy of British influence, and if it should not lead to serious complications between England and the United States, it would, at least, subject the administration of the latter country to still severer criticism for the unfriendly attitude toward the republican government that has made such a relapse possible.

The importance of the political status of these Islands is not dependent on their population, which is about the same as that of Grand Rapids, nor on territorial extent, about one-ninth that of the State of Michigan, nor yet on its wealth, which is trifling. It is dependent on its strategic position in the world of trade. It is the natural resting place and depot of supplies for all trans-Pacific commerce, and on this account, the Islands are of incalculable importance to this country in prospect of the great impetus that that commerce must receive as a result of the opening of the Eastern countries by the recent war. Hawaii must be the stopping place of a trans-Pacific cable. Whatever nation is dominant there will have a control in Pacific trade second only, perhaps, to the nation that shall control a trans-isthmian canal.

The reports of the precarious condition of the republic are brought by a British vessel and seem to have been published under British influence or instigation. While the conditions are probably exaggerated, there is, doubtless, some foundation for the reports other than the wishes of our English friends.

Change in the Commercial Credit Company.

W. H. P. Roots transferred his one-third interest in the Commercial Credit Company Saturday to Wm. Widdicombe, E. A. Stowe and Clarence A. Cummings, after which a new association was formed to continue the business under the style of the Commercial Credit Company, Limited, the partners and the amounts of money contributed by each being as follows:

Luther J. Stevenson	\$2,700
C. Edward Block	2,640
Wm. Widdicombe	1,000
E. A. Stowe	1,000
Clarence Cummings	500
James R. Wylie	250
Geo. Clapperton	250

The Board of Managers for the first fiscal year will comprise Wm. Widdicombe, E. A. Stowe, L. J. Stevenson, C. Edward Block and Geo. Clapperton, the officers being as follows:

Chairman—Wm. Widdicombe.
Secretary—C. Edward Block.
Treasurer—Luther J. Stevenson.

The new association has acquired all the property, contracts and franchises of the co-partnership formerly known as the Commercial Credit Company, and will enlarge the business, removing in a few months to larger and pleasanter offices on the fifth floor of the Widdicombe building.

Nicaragua has paid to Great Britain the \$75,000 made the pretext for her occupation of Corinto. The dispute over her claims in the Mosquito Coast remains to be adjusted.

It is reported that a German company is about to be organized at Bowling Green, Ky., with a capital of \$1,000,000, for the manufacture of beet sugar.

CANDIES, FRUITS and NUTS

The Putnam Candy Co. quotes as follows:

STICK CANDY.			
	Cases	Bbls.	Pails.
Standard, per lb.		3	7
" H. H.		6	7
" Twist		6	7
Boston Cream	8%		
Cut Leaf			8
Extra H. H.	9%		

MIXED CANDY.			
	Bbls.	Pails.	
Standard	5%	8%	
Leader	6	7	
Royal	6%	7%	
Nobby	7	8	
English Rock	7	8%	
Conserves	6%	7%	
Broken Taffy	baskets		
Peanut Squares	" 7	8	
French Creams	9		
Valley Creams	9	12%	
Midget, 30 lb. baskets			
Modern, 30 lb.			

FANCY—In bulk			
		Pails	
Lozenges, plain		8%	
" printed		9%	
Chocolate Drops		11@12	
Chocolate Monumentals		12	
Gum Drops		5	
Moss Drops		7%	
Sour Drops		8	
Imperials		9	

FANCY—In 5 lb. boxes.			
		Per Box	
Lemon Drops		50	
Sour Drops		50	
Peppermint Drops		50	
Chocolate Drops		55	
H. M. Chocolate Drops		75	
Gum Drops		35@50	
Licorice Drops		1.00	
A. B. Licorice Drops		.75	
Lozenges, plain		.60	
" printed		.65	
Imperials		.60	
Mottos		.70	
Cream Bar		.55	
Molasses Bar		.50	
Hand Made Creams		80@90	
Plain Creams		60@80	
Decorated Creams		.90	
Syring Rock		.60	
Burnt Almonds		90@1.25	
Wintergreen Berries		.60	

CARAMELS.			
No. 1, wrapped, 2 lb. boxes		34	
No. 1, " 3 " "		51	
No. 2, " 2 " "		28	

ORANGES.			
California Seedlings—125, 150, 175, 200, 216		3.00	
Messina Oranges, 200		3.75	
Meat Sweets—125		3.00	
150, 175, 200		3.50	

LEMONS.			
Choice, 300		4.00	
Extra Choice, 300		5.00	
Extra Fancy, 300		5.00	
Choice, 350		4.00	
Extra Choice, 350		4.25	
Fancy, 350		4.50	
Extra Fancy, 350, gilt packing		5.00	

BANANAS.			
Large bunches		1.75@2.25	
Small bunches		1.25@1.50	

OTHER FOREIGN FRUITS.			
Figs, fancy layers 16lb		13	
" " 20lb			
" extra " 14lb			
" bags		6 1/2	
Dates, Pared, 10-lb. box		2.75	
" 50-lb.		2.5	
" Persian, G. M. 50 lb. box		2.45	

NUTS.			
Almonds, Tarragona		2.14	
Ivaca		2.12	
California, soft shelled		2.12	
Brasils, new		2.8	
Pilberts		2.10	
Walnuts, French		2.14	
" Calif. No. 1		2.12	
" Soft Shelled Calif.		2.13	
Table Nuts, fancy		2.11	
" choice		2.9	
Pecans, Texas, H. P.		8.21	
Chestnuts			
Hickory Nuts per bu., Mich.		3.65	
Cocoanuts, full sacks			
Butternuts, per bu.			
Black Walnuts, per bu.			

PEANUTS.			
Fancy, H. P., Suns		2.54	
" " Roasted		2.7	
Fancy, H. P., Flags		2.54	
" " Roasted		2.7	
Choice, H. P., Extras		2.45	
" " Roasted		2.6	

FRESH MEATS.			
BEEF.			
Carcass		6 1/2@8 1/2	
Fore quarters		5@10	
Head quarters		8@10	
Loins No. 3		11@14	
Ribs		19@24	
Rounds		5 1/2@6 1/2	
Chucks		3 1/2@5	
Plates		3 1/2@4	

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

MUTTON.			
Carcass		6 1/2@7 1/2	
Spring lambs		10@12 1/2	

VEAL.			
Carcass		5 1/2@6	

GRAND RAPIDS GOSSIP.

D. Kiestra has engaged in the grocery business at 919 Wealthy avenue.

Wm. Graham, grocer at 703 Madison avenue, is succeeded by Rouse & Graham.

Alexander L. Rose has removed his grocery stock from 265 South Ionia street to 105 Page street.

John Allgier has re-engaged in the grocery business at his former location, 160 Clancy street.

Henry Knoppin has opened a grocery store at 90 Crosby street. The Lemon & Wheeler Company furnished the stock.

Mrs. M. F. Blashfield has opened a grocery store at Yorkville. The stock was furnished by the Worden Grocer Co.

Geo. W. Kern has arranged to open a drug store at Prairieville. The Hazeltine & Perkins Drug Co. has the order for the stock.

N. B. Carpenter & Co., dealers in paints and wall paper at 32 South Division street, are succeeded by Carpenter & Parcell.

Sidney Clark, dry goods dealer at Shepherd, has added a line of groceries. The stock was furnished by the Olney & Judson Grocer Co.

Andrew Flietstra has sold his grocery stock at 319 Plainfield avenue to Gerrit Van Anrooy, who has clerked for B. Van Anrooy, the West Bridge street grocer, for some time past.

Henry S. Koopman, formerly of the firm of John Koopman & Son, general dealers at Falmouth, has open a grocery store at Herrick's Siding. The Worden Grocer Co. furnished the stock.

Harm VanDam succeeds VanDam & Kievit in the grocery business at 92 Central avenue. The change was occasioned by the death of Mr. Kievit, thus dissolving one of the oldest grocery firms in the city.

The Bell Telephone Co. is making a vigorous effort to increase the number of long-distance telephones in use in this city and one of the methods adopted to induce subscribers to put in the more expensive instrument is to render the service over the regular telephones as unsatisfactory as possible, with a view to forcing the abandonment of the old instrument and the adoption of the more modern mechanism. The telephone service of the city has always been wretchedly poor, but under the present policy of the company it is worse than ever—except in the case of subscribers to the long-distance telephone.

Gripsack Brigade.

Henry A. Hydorn has taken the position of traveling representative for the Garland Refining Co., of Cleveland.

E. F. Snyder, formerly of the firm of Church & Snyder, has engaged to travel for Brown & Sehler. Mr. Snyder is a salesman of ability and experience and Brown & Sehler are fortunate in being able to secure his services.

The Putnam Candy Co. has engaged a fifth salesman in the person of C. D. Crosby, who traveled several years for the Michigan Confectionery Co., of Detroit. Mr. Crosby will cover the trade of Southern Michigan and Northern Indiana.

Burt Kuyers, the versatile traveling representative for P. Steketee & Sons, was made the happy father of a bouncing daughter last Saturday.

On account of the rain the Grand Rapids traveling men did not meet at North Park for base ball practice last Saturday afternoon. Weather permitting, they will meet at the place named next Saturday afternoon. Game will be called promptly at 3 o'clock.

T. P. S. Hampson, for the past ten years traveling representative for the Anti-Kalsomine Co., has been confined to his bed at his residence at 332 South Lafayette street ever since last fall and fears are expressed as to his ability to rally again. His trouble is sciatic rheumatism.

The House of Representatives has passed the bill known as "Substitute for House Bill No. 580, File 180," providing for the sale of interchangeable 1,000 mile mileage books, good over any road in the State. The indications are that the bill will pass the Senate, but it would be well for all the boys to write their Senators, urging immediate action on the measure.

E. L. Smith, chairman of the Railway Committee of the Michigan Knights of the Grip, has succeeded in inducing General Manager Spicer, of the Grand Trunk Railway, to change the time card so as to allow another westbound train to stop at Marcellus. Under the old arrangement, only one of the four daily trains passing Marcellus stopped there, working great inconvenience to the traveling public, especially traveling men.

At the second annual convention of the Grand Council of Michigan, United Commercial Travelers of America, held at Flint, May 17 and 18, the following officers were elected: Grand Counselor, F. R. Streat, Flint; Grand Junior Counselor, H. A. Marks, Detroit; Grand Past Counselor, A. G. Ellis, Saginaw; Grand Secretary, Edwin Hudson, Flint; Grand Treasurer, George A. Reynolds, Saginaw; Grand Page, D. C. Slaght, Flint; Grand Sentinel, J. J. Evans, Bay City; members of Executive Committee, for one year, Samuel Rindskoff, Detroit; two years, M. J. Moore, Jackson; Mr. Vassold, Saginaw. On the evening of the 17th a banquet was tendered the guests by Flint Council, No. 29, which was heartily enjoyed by all present. Congressman Aitken presided and an excellent assortment of toasts was responded to. The banquet programme and souvenir distributed on the occasion of the convention is one of the finest publications of the kind ever issued.

Grand Rapids Retail Grocers' Ass'n.

President—E. WHITE.

Secretary—E. A. STOWE.

Treasurer—J. GEO. LEHMAN.

SUGAR CARD—GRANULATED.

5½ cents per pound.

4½ pounds for 25 cents.

10 pounds for 50 cents.

20 pounds for \$1.

Jackson Retail Grocers' Association.

President—PAUL W. HAEFNER.

Secretary—W. H. PORTER.

Treasurer—J. F. HELMER.

SUGAR CARD—GRANULATED.

5½ cents per pound.

9½ pounds for 50 cents.

19 pounds for \$1.

Bargains in Dry Goods.

Imperial challies, all cream grounds, good value, 3½.

Full standard prints, new work, 4½.

B wide indigos, best makes, 7½.

C wide indigos, best makes, 6½.

Dress ginghams, good styles, 4½.

P. STEKETEE & SONS.

GROCERS ON TOP.

Victory over the Peddlers—Alderman Shaw Turned Down.

At the regular meeting of the Grand Rapids Common Council, held on the evening of May 13, the Committee on Licenses presented its annual report on the subject of city licenses, recommending a schedule for the present fiscal year. Under the head of fruit and vegetable peddlers, the recommendation was as follows:

Hucksters and peddlers of fruits and vegetables, each, for full year and for nothing less than a year, \$40.

The subsequent proceedings are thus set forth in the official report:

Ald. DeGraaf moved the adoption of the report.

Ald. Johnston moved as an amendment that the license fee for hucksters and fruit peddlers be \$20, the same as last year.

Ald. Verkerke moved as a substitute to lay the matter on the table one week.

Yeas—Ald. Clark, Gibson, Johnston, Matheson, Saunders, Verkerke—6.

Nays—Ald. Ball, Bissell, Campbell, DeGraaf, Dodge, Emmer, Forbes, Hilton, Hosken, Logie, Pearl, Shaw, Slocum, Teachout, Watson, A. Wurzburg, F. Wurzburg—17.

Thereupon Ald. Pearl moved that the license fee for hucksters and fruit peddlers be fixed at a uniform rate of \$30.

Carried.

Yeas—Ald. Ball, Bissell, Campbell, Clark, DeGraaf, Dodge, Emmer, Forbes, Gibson, Hilton, Hosken, Johnston, Logie, Matheson, Pearl, Slocum, Teachout, Verkerke, Watson, A. Wurzburg, F. Wurzburg—21.

Nays—Saunders, Shaw—2.

The report of the Committee was thereupon adopted by the following vote:

Carried.

Yeas—Ald. Ball, Bissell, Campbell, Clark, DeGraaf, Dodge, Emmer, Forbes, Gibson, Hilton, Hosken, Johnston, Logie, Matheson, Pearl, Slocum, Teachout, Verkerke, Watson, A. Wurzburg, F. Wurzburg—21.

Nays—Saunders, Shaw—2.

Pending the motion to adopt the report, Alderman Shaw made a piteous appeal to the Council to sustain him in his position as the "peddler's friend," asserting that no other city in the country taxed the peddlers in excess of \$25 per year and that Grand Rapids could not afford to go on record as oppressing the poor and unfortunate by placing a prohibitive fee on the privilege of peddling. Mr. Shaw intimated that he was not well treated, a year ago, on account of his affinity for the peddler, and some of the aldermen were led to believe that he was asking for a vindication on account of last year's experience. He failed to get it, however, for on the question of adopting the amendment, and also on the final passage of the report, he found himself in the company of but one other alderman, with twenty-one votes against him.

Mr. Shaw's enthusiastic support of the peddler leads some people to surmise that he must have an interest in a peddling wagon or else contemplates embarking in the huckstering of vegetables as soon as his present term as alderman expires.

Later—At the meeting of the Council on May 20 Alderman Shaw made a desperate effort to secure an amendment to the ordinance, reducing the license fee from \$30 to \$20, without result. The matter is likely to come up again next Monday evening and it behooves the grocers to be acting in their own behalf, in order that they may not lose the advantage they have secured.

A. Jennings, formerly with the Houseman & Jones Clothing Co., has taken the position of billing clerk for the Lemon & Wheeler Company, rendered vacant by the promotion of D. J. Huntley to the position of assistant book-keeper.

J. A. Henry, manager of the Hart cannery, owned by Seager Bros. & Janney, was in town a couple of days this week.

Calling upon the veteran patent attorney, Mr. I. J. Cilley, we find him pleasantly settled in his new and commodious offices at 74 Monroe st.

Ask J. P. Visner for Edwin J. Gillies & Co.'s special inducements on early import teas for June shipment.

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—FIXTURES WORTH \$1000 AND good-will of an old-established clothing store for \$300. Good chance for a live man to drop into a good paying business. Address A. Markson & Son, Big Rapids, Mich. 771.

FOR SALE—DRUG STOCK AND FIXTURES; corner location; stock in good condition and business paying. Good reasons for selling. Address Dr. Nelson Abbott, Kalamazoo, Mich. 776.

FOR SALE OR EXCHANGE—A FIRST-CLASS nearly new steam evaporator, with all attachments; seventy-five barrels capacity. Address W. H. N., care Michigan Tradesman. 773.

FOR SALE OR RENT—THE SAUGATUCK basket factory, fully equipped with machinery. Enquire of John T. Strahan, Grand Rapids. 774.

GOOD OPENING FOR DRY GOODS DEALER with \$2,000 to \$5,000 capital, in a town of 1,000 inhabitants. For particulars address No. 75, care Michigan Tradesman. 775.

FOR SALE—DRUG STOCK, CONSISTING OF staple drugs, patent medicines, stationery, blank books, wall paper, etc., inventorying about \$4,000, for one half cash and two years' time on balance. Cash sales last year, \$8,000. Store has steam heat, electric lights, hot and cold water—everything in first-class shape—and is situated in best town in Upper Peninsula, in mining district. Reasons for selling, ill health, necessitating a removal to a warm climate. Address No. 769, care Michigan Tradesman. 760.

FOR SALE—HOUSE AND CORNER LOT ON finest residence street in Grand Rapids. Lot 76x145 feet in dimensions, with alley. House on rear of lot, leaving room for mansion on front of lot. Price, \$9,000. Terms, \$3,500 cash; balance on time. Address No. 772, care Michigan Tradesman. 772.

FOR SALE—GOOD STOCK CLOTHING, DRY goods and boots and shoes, at 60 cents on the dollar. Best stock ever offered; fine location; will invoice about \$5,000. Address No. 770, care Michigan Tradesman. 770.

FOR SALE—A WELL SELECTED STOCK OF drugs and fixtures complete, located on good street in Grand Rapids. A bargain, if taken at once. Address Chas. E. Mercer, phone 863, 1 and 2 Widdcomb block. 771.

FOR SALE, NO TRADE—ONE OF THE FINEST drug stores in Grand Rapids. Clean stock, hardware fixtures, everything first-class, at a bargain. Stock and fixtures invoice about \$1,000. Reason for selling, other business. Address No. 759, care Michigan Tradesman. 759.

FOR SALE OR EXCHANGE—HOTEL PROP- erty. Good location. For particulars address J. C. Tracy, Custer, Mich. 755.

WANTED—PARTNER TO TAKE HALF IN- terest in my 75 bbl. steam roller mill and elevator, situated on railroad; miller preferred; good wheat country. Full description, price, terms and inquiries given promptly by addressing H. C. Herkimer, Maybee, Monroe county, Mich. 711.

EIGHTY CENTS WILL BUY \$1 WORTH OF a clean stock of groceries inventorying about \$5,000. Terms, cash; sales, \$30,000 annually; strictly cash store; good town of 7,000 inhabitants. Address 738, care Mich. Tradesman. 738.

MISCELLANEOUS.

WANTED—PAIR PLATFORM SCALES, standard make, capacity not less than 7,000 pounds. Large platform preferred. Address No. 768, care Michigan Tradesman. 768.

GRANITE AND MARBLE MONUMENTS, markers and all cemetery work. Largest stock. Write us about what you want and we will quote prices. Grand Rapids Monument Co., 81 South Division. 761.

MEN TO SELL BAKING POWDER TO THE grocery trade. Steady employment, experience unnecessary. \$75 monthly salary and expenses or com. If offer satisfactory, address at once, with particulars concerning yourself, U. S. Chemical Works, Chicago. 757.

WANTED—POULTRY, VEAL, LAMBS, BUT- ter and eggs on consignment. Ask for quotations. F. J. Dettenthaler, Grand Rapids, Mich. 760.

WANTED—BUTTER, EGGS, POULTRY, potatoes, onions, apples, cabbages, etc. Correspondence solicited. Watkins & Smith, 84-86 South Division St., Grand Rapids. 673.

WANTED—EVERY DRUGGIST JUST starting in business and every one already started to use our system of poison labels. What has cost you \$15 you can now get for \$4. Fourteen labels do the work of 113. Tradesman Company, Grand Rapids.

SITUATIONS WANTED.

WANTED—POSITION BY YOUNG MAR- ried man in grocery or general store, small town preferred. Eight years' experience in grocery. Capable of taking charge of books and doing the buying. Very best of references. Address No. 753, care Michigan Tradesman. 753.

SAY!

Did you ever stir up a

PRICE
\$35.00
PER
1000



B. J. REYNOLDS

GRAND RAPIDS

Sole Agent for Michigan

GOODS GUARANTEED

Mail Orders Solicited

Commercial Aspect of the Bicycle.

The practice of manufacturers donating bicycles, tires, etc., as prizes for road races, is in a fair way to be permanently discontinued. This spring the usual demand is being made upon dealers and makers for donations, all the return the donating party receiving being the advertising he gets out of it. That kind of advertising is now at a discount. Not a manufacturer in the country is able to fill his orders, let alone give wheels gratis to race promoters. This will ultimately result to the good of both the trade and sport. It will cause the demise of some of the smaller races, which is to be regretted, as a road race always attracts wholesale attention to cycling in the place in which it is given, and the quick time made—remarkable time when compared to that generally made over the same road by a horse—opens the eyes of non-cyclers to the great possibilities of the bicycle in the line of quick locomotion. A road race is always a better advertising medium than are track races and this is why manufacturers, as a rule, are anxious to be represented among the winning wheels. The list of prizes being furnished always affords some advertising, as the donors are always mentioned on the programs.

Programs for road races are always widely circulated, especially at the large races. There can be no admission charged, as the event is on the public highway and is free to everybody. Crowds numbering over a hundred thousand people, yearly, congregate at the Chicago, the Irvington-Milburn, the Linscott, the Poorman, the Martin and one or two of the other largest races, and, as they don't have to pay for the privilege of looking on, a very large proportion of them buy a program and read everything in it while waiting. It is the very lack of revenue from these races which has compelled the manufacturers to support them or let them die; and, as the advertising to be had by winning the race on their respective wheels was immense, the makers have fostered them until they have reached their present enormous proportions.

The Chicago handicap on Decoration Day, will, this year, have nearly five hundred starters, which will practically make the road to Pullman alive with swarms of flying wheelmen. The winner of such a race is a famous man for all time to come, and every cyclist in the country knows his name the next morning, as well as the make of wheel on which he won.

So anxious are manufacturers to be represented in these events, that cases are on record where some "crack-a-jack" has been offered as high as \$400 for simply having a certain tire fitted to his wheel. He must win one of the time prizes, however, in order to collect the money. The good racing men never so much as think of buying a wheel to ride in these races. It is simply a case of who will pay him the most for riding their machine. One mistake which both the rider and the maker usually make is in having a wheel too new. It is a well-known fact among experienced riders that a new wheel will never run so easily as one which has been ridden a couple of months.

No doubt the racing men will get as many and as good wheels to use as ever, but the promoters of the races will be forced to buy the prizes. As the pro-

motors of the smaller meets cannot afford to do this, the races will have to be discontinued. That the ultimate result of this will be for the good of the trade and sport, is almost sure, for it will stop the everlasting "begging," which commences as soon as a committee can be appointed to do it, and which has thrown discredit and ridicule upon 'cycle racing for the last eight or ten years. It is not likely that manufacturers will have any wheels to spare for the purpose of giving the first prize at a road race, for some time and, when they see that the big races, at least, survive without this, they will not re-commence it.

Referring to road-racing brings to mind the fact that this branch of 'cycling has been discontinued altogether in England. The authorities there have declared it illegal. This suggests the great difference in bicycles manufactured there and those made in our own country. In England a "light" roadster weighs 30 or 31 pounds. American roadsters will average about nine pounds less. The lightest English racing wheel weighs 20 pounds. The lightest American racing wheels weighs 14½ pounds. The American roadsters are stronger than those of English make which are nine pounds heavier. American wheels are used on roads which are execrable as compared to the fine English thoroughfares, yet the English manufacturers are not skillful enough to even approach them either in strength or beauty of finish.

Three years ago, when the American manufacturers were all making 45 to 50 pound wheels, one of the largest branches of English trade was the American agencies. There were as many English wheels in use here as wheels of American make. The American manufacturers "tumbled" to this and set to work to change matters. The next season ('93) they all made such good wheels that three-fourths of the English product was driven out of the market. In 1894, they finished up the job. There is just one English wheel represented in America to-day—by a firm in Boston—and they are not known to have made a sale this year.

MORRIS J. WHITE.

Rule of the Road With Bicycles.

Every experienced wheelman will heartily agree with the following in regard to the "rule of the road" from the New York Tribune:

"It should be understood that bicyclers in all ordinary cases should be the ones to turn out." Every one familiar with the bicycle knows that it can be turned with the greatest of ease and with the quickness of a lightning flash. Every rider knows, too, that if teams and pedestrians go straight ahead and mind their own business he can avoid them with comparative ease. Wheelmen who have ridden in crowded Broadway affirm that their chief trouble is caused by people crossing the street who try to get out of the rider's way, regardless of the fact that he is carefully planning to keep out of their way, and would do so without difficulty if they simply went along as if he were not in sight. By stopping, standing still or stepping backward they may upset his calculations completely. Let it once be understood that wheelmen are to turn out, and the chances of collision would be small in the case of practiced riders.

The Afterclap.

Customer—So you sell these watches at \$5 each. It must cost that to make them.
Jeweler—It does.
Customer—Then how do you make any money?
Jeweler—Repairing 'em.

Makers of



Business
Bicycles

Grand Rapids Cycle Co.
Mich.

You can always tell

Which bicycle is the most popular, most satisfactory, most pleasing to the fastidious eye, and the keenest competitor, by what its business competitors say about it. The dealer

Who is hurt by

Such competition as our customers are able to put with our line of NEW CLIPPERS, generally tells you that CLIPPERS are "no good," they "run hard," are "ice wagons," etc., etc. We have been

Noticing who hollers

Lately, it's those who can't find a better line to compete with these "ice wagons;" they hurt because they stand up and give satisfaction. If you want a Bicycle Built for Business, just TRY A NEW CLIPPER before you buy. We'll be willing to submit to your unprejudiced judgment.

BOSTON PATENT PANTS, PATENTED JULY 26, 1892.



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West Michigan Agents

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HOSE
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Everything in Rubber

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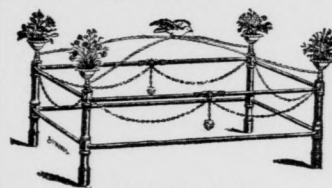
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Manufacturers of



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CHAIRS, SETTEES, VASES,
VAULT GATES, Etc.

State your wants and send for Catalogue.

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Importers and Jobbers of

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E. A. STOWE, Editor.

WEDNESDAY, MAY 22.

THE INDUSTRIAL REVOLUTION.

The recent war in Asia is going to open up a new era for the industrial world. When China was surrounded by a wall of hostility to foreigners, which excluded foreign commerce from the greater part of that vast empire, and entirely kept out railways and all industrial machinery and improvements, the rate of wages current among this vast Asiatic population was a matter of no concern in Europe and America. But, with the admittance of all the methods and appliances of Western civilization into the Far East, a tremendous industrial revolution will be precipitated upon the world.

China, India and Japan contain nearly, if not fully, one-half of the population of the earth. These races are extremely ingenious and are capable of working with and of constructing machinery of every description. They are industrious to a high degree, and are the most frugal people on the face of the earth. A few cents a day suffice for wages, and they can live on a little rice and tea. It must be remembered that Japan, with 40,000,000 of people, is now classed as one of the highly civilized countries, according to the European standard. This civilization is contagious, and will rapidly extend to China, with 400,000,000 of people, and to India, with its 300,000,000.

Here are more than 700,000,000 of intelligent, ingenious, industrious people, capable of the most remarkable economy in the processes of living. Heretofore they have not adopted machinery and Western methods, because it was held that machinery would largely deprive this redundant population of daily occupation and the means of earning a living. But, imagine this enormous population, embracing half the population of the globe, suddenly changing its policy from the traditional opposition to intercourse with the rest of the world to the most active commercial intercourse and intercommunication. Let the mind figure to itself these 700,000,000 of people rapidly changing the ancient system of hand-labor for the wonderful industrial mechanisms of the Western World, propelled by steam and electricity. Is it possible to conceive of any conditions that would work a more overwhelming revolution in the commerce, manufactures and general political economy of the nations of the earth?

If these peoples were trained in all the

arts of modern warfare, and were supplied with improved and abundant armaments and materials of war, and were thoroughly organized under able leaders, who can doubt that these Asiatics could successfully overrun a great part of the earth and make a formidable attack even upon united Europe? From what Japan has done in the way of war with modern methods, it is evident that, united, the people of Eastern Asia could become a most formidable menace to the safety of Europe and the institutions of Western religion and culture, and of Western ideas of liberty and constitutional government.

But if these Asiatics would be formidable in war, they would be more than formidable in the arts of peace. They possess lands and climates adapted to every sort of agriculture possible in the temperate and semi-tropical regions. They could produce every article of necessity without difficulty, and they could do so with a cheapness that is wholly impossible with any of the nations of the West. Aided by modern machinery, the teeming populations of Asia would be able, not only to supply all their home demands for every article of consumption, but they could do it for the rest of the world, and they would be compelled, by the necessities of their condition, to seek markets for their products in every part of the globe.

The result would be that Asiatic cotton and cottons goods, sugars, woolens, pottery, cutlery and many other articles could be laid down in every European and American market cheaper than they could be produced in those countries. The United States has laws keeping out Chinese laborers; but how about keeping out Chinese cottons, woolens and other necessities, when they would be cheaper than those made at home or in any European country? Commerce is utterly devoid of soul or heart. It would drive the white man to starvation, if thereby it could secure the cheaper labor of the black. It would drive out both white and black for the cheaper labor of the Asiatic, and it was only prevented from consummating this infamy by an uprising of the people of this country, who refused to be destroyed for any such selfish reason.

When it were known that all the necessities of life made by Asiatics could be furnished cheaper than those made at home or in Europe, does anybody believe it would be possible to keep them out of this country? But suppose they were excluded from the United States, could they be kept out of Europe, and, if carried to Europe, would they not there come into competition with products of American industry and drive them out?

It is an undeniable fact that the labor of the United States can never compete with the pauper labor of Asia, if that labor is to be backed up with modern machinery and turned loose on the world. But these are just the conditions which are coming to pass. It is a maxim of commerce to buy in the cheapest market and to sell in the highest, and to drag labor down to the lowest possible level so as to increase the profits of commerce. Europe and America have got to wrestle with the question of Chinese cheap labor, and some method of protection must be devised to save the free people of the United States from the slavery that Asiatic starvation wages already threaten to put upon them.

TRIUMPHANT DEMOCRACY.

The decision of the United States Supreme Court declaring the income tax unconstitutional is received with gratification by every one cherishing a regard for the permanence of popular government. The anarchistic spirit that made the enactment of such a law possible is a matter of serious concern to the thoughtful student of the tendency of American politics. It is a matter of concern that so-called populism could have obtained such a hold and influence in the councils of the law makers as to secure the passage of an act intended to force the wealthy to pay the expenses of the Government, to the exclusion of the great mass of the American people. The promoters of this project are too shortsighted to see that they are thus turning the Government over to an aristocracy which will eventually rule because it has thus been given the right to rule.

The operation of this law would have been injurious in many ways. Its inquisitorial character kept an active antagonism alive in the minds of its victims. This antagonism would have tended to make them more selfish in the employment of their wealth and less inclined to use it for charitable purposes and for the endowment of public institutions. In such ways the loss to the masses of people would have been far greater than the paltry sums that could have been confiscated for the purposes of government. But narrow selfishness of the spirit that is responsible for such an enactment is based on too great a degree of ignorance to foresee such results.

In the exigencies of a war like the rebellion such a confiscation might be cheerfully submitted to, but now there are no such exigencies. It is but a short time since the disposal of the great surplus in the United States treasury was a matter of solicitude. If the means taken to relieve that condition have been a little too effective and have turned the surplus into a comparatively insignificant deficit, it is not a sufficiently serious matter as to require so drastic a remedy as confiscation. A modification of the means taken to reduce the surplus—the restoration and increase of internal revenue taxes on luxuries, duties, etc., which are clearly constitutional and will meet the approval of the great masses of intelligent people, will be quickly and amply sufficient.

THE BEHRING SEA FISHERIES.

The Behring Sea troubles promise to be reopened during the present season by the refusal of Great Britain to renew the agreement entered into last year to prohibit sealing within a certain zone, and to exact the sealing up of firearms so as to prevent their use by the pelagic prowler in taking seals.

This refusal of Great Britain to renew last season's agreement has put the United States to serious inconvenience, as some of the revenue cutters have already been dispatched to the sealing grounds with instructions to seize any vessel caught taking seals within the prohibited zone, or carrying firearms unsealed. Unless these instructions are promptly revoked, further claims for illegal seizures will be sure to be presented by Canadian sealers, backed up by the British government. The Washington Government will, therefore, be obliged to dispatch special instructions to the vessels in Behring Sea at once.

The removal of the prohibition as to the limits within which sealing is illegal, and the abandonment of the system of sealing firearms, are sure to render practically nugatory all the precautions that have been taken to protect the seals, and to make the treaty which resulted from the Paris arbitration entirely worthless. By permitting the vessels to carry unsealed arms, the destruction among the seals will be greatly increased, as the firearms will be freely used whenever revenue vessels are out of the way. Moreover, the abandonment of the prohibited zone will deprive the seal herds of the limited protection from the hunters which they now enjoy.

Unless Great Britain shows some disposition to share in the work of protecting the seals, the treaty resulting from the Paris tribunal might as well be abandoned, and all attempts to protect the seal herds further relinquished. As things now are, the United States expends vast sums of money annually in protecting the seals for the benefit of the Canadian sealers, who control most of the vessels engaged in the industry in Behring Sea.

The Behring Sea arbitration was a most disastrous arrangement for the United States, and it should be a lesson to the advocates of arbitration as a means of settling international disputes which should serve to convince them that the time is not yet ripe for a realization of their pet theory. The sooner the United States prepares to make good its claims by force of arms, if need be, the sooner will foreign powers realize the necessity of respecting this country's rights and position among great nations.

Unless we are able to enforce our demands and protect our claims, it is useless to resort to arbitration, as we may feel assured that the arbitrators will decide against us in every case. Arbitration is nothing more nor less than a convenient way of yielding on the part of a weak country to the exactions of a country more powerful. If the late Secretary Blaine had felt confident of the ability of the United States to defend its position in Behring Sea, he would never have consented to arbitration.

In consequence of the exhaustion of the wheat supply in the Southwest, and the poor prospects of the present crop, the price of the cereal has advanced to 75 cents in Kansas City, and shipments are being made from Chicago to supply the demands of that market—an occurrence without precedent since Kansas became a wheat growing state. Many localities in the West and Southwest are buying their wheat from Chicago, and, in some instances, are, perhaps, buying back the same wheat they had sold at the low prices prevailing last fall.

The United States, by the action of Congress, refused to pay the British government the \$450,000 claimed to be due Canadian sealers. Why doesn't England take possession of our principal city and force the payment as she did with Nicaragua? Can it be that a nation with the prestige and prowess of England is influenced in such undertakings by the difference in the power of the two republics?

Of the total length of the great trans-Siberian railway from St. Petersburg to Vladivostok, 6,000 miles, 3,700 remain to be completed.

PUBLIC AND PRIVATE HONESTY.

In the old-time school books there was a story about Alexander the Great and a brigand chief whom his soldiers had captured. Alexander had the prisoner brought before him, and, after denouncing him as a robber, ordered him to be executed. But the outlaw, after receiving his sentence with calmness, denounced Alexander as a robber whose operations were carried on upon a vaster scale, plundering kings of their thrones and slaying multitudes of people, while he (the brigand) only cut an occasional throat and seized upon the dead man's purse.

The lesson intended to be taught by this trite and musty narrative is that wholesale crime is commonly excused, while the criminal who operates in a small way is regarded with horror and indignation, and is always dragged to punishment when caught. Certain it is that society is more shocked by the manner of a crime than by the nature of it. Violent and sensational acts which affect a very small number of people will startle and horrify an entire community, when occurrences which operate silently and without violence, but which ruin many and drive them to poverty, crime and vice, attract no attention at all.

Almost every day there are, in the course of what is considered legitimate business, transactions which take from men all that they have, reducing them to poverty and their families to dependence. Out of these occurrences grow such want and desperation as that men are driven to suicide or to criminal practices, and women to vice and shame. Nobody is astonished, nobody is shocked, nobody is horrified. Nobody gives the matter a thought, while a violent act which costs a life, or deprives an individual of a small part of his wealth, shocks everybody. It is as if the silent but devastating crime had no features which offend public taste, while the violent act startles because it shocks the aesthetic sensibilities.

Moreover, it is coming to be so that almost any crime is excused when committed by a person of great wealth or high social importance, while the cheap and common criminal must bear the brunt of public indignation. Somebody must be punished, or else the laws against criminals will become a dead letter. Then let the victim be a person of no importance, and the fact of an occasional conviction of such a criminal will satisfy public indignation, so that when the rascals of note and consequence are reached there will be no outcry against them.

It is said that many commercial men see no special criminality in official jobbery and corruption. "Does not," they argue, "every man in business take all the advantages he can in trade? The ignorant and the careless must expect to suffer for their lack of attention or knowledge in a business transaction. The largest profits are made out of other men's losses. Business is an intense competition, a struggle for life, in which every man is for himself, and the devil for the slow, the weak and the unlucky in the race. When men who are miserably poor are put into public office to which there is no salary, fee or emolument, what can be expected of them but that they will take every opportunity that comes to hand to better themselves?"

It is a low state of morality that will

put forward such doctrines as a rule of commercial action, and it is to be hoped that those who hold to it are the exceptions; nevertheless, such declarations are openly made as if there were no reason to be ashamed of them. Nor is public morality benefited or strengthened by the rise on every hand of great combinations of capital, seizing on almost every branch of business and crushing out competition. Everybody must get out of the way or be destroyed. How many men have been driven out of trade by these overpowering monopolies that give laws to merchants and dictate where and to whom they shall sell their wares?

When the power of wealth to command social position and every sort of influence is understood, is there any wonder that so many engage in a desperate struggle to secure it? Would it be strange if men embarked in such an enterprise should grow reckless of their principles and indifferent to sentiments of honor in their eagerness to secure the coveted object, and take such desperate risks as that they are brought to the very door of a felon's cell?

Public honesty can never be higher than the standard of private morality. If legitimate trade permits the private citizen to take short cuts and questionable advantages in business, what check is there upon the public official who, perhaps, cannot even live unless he should steal? How many citizens of the highest pretensions are there who have profited by the corruption of public officials and are interested in protecting them from punishment? If all the people were honest, all the public servants would be honest also. The citizens are virtually responsible for the crimes and corruption of those in public place. Perhaps this is why it is so difficult to punish the chief transgressors.

Negotiations were in progress recently to form a combination between the independent and the syndicate (English) breweries of Chicago, with a view to advancing the price of beer from \$4 to \$5 per barrel. The negotiations failed and now the syndicate is threatening a beer war. It appears that, in the increased expense of running such a business owned by a foreign corporation, the prices which will yield a fair return on those under home capital are not sufficient to yield a dividend. The English capitalists would have hesitated about going into such an enterprise had they taken into consideration the facility with which the Americans start new enterprises and the rapid improvement in methods and apparatus that soon make the older plants "back numbers."

At last it is announced that the Bureau of Engraving and Printing at Washington has completed the preparation of the diplomas awarded by the World's Fair Commission and they are ready to be issued to exhibitors as soon as provision is made for their distribution. The Commission is to hold no more meetings and it is uncertain what further delay there will be in the matter on this account.

Official maps prepared some years ago by the English Government have been found showing the disputed boundary between British Guiana and Venezuela exactly as claimed by the latter Government. This is very important evidence as to the injustice of British claims.

PROGRESS OF SILVER.

The report of the committee of fourteen appointed by the Upper House of Prussia to consider the advisability of calling an international conference on the silver question is a decided encouragement to the friends of bimetalism. The vote stood ten to four in favor of such a conference. It is significant that the committee consisted of the most conservative element in the most conservative legislative body in Germany.

In England the cause of silver is steadily progressing and in the United States there is taking place a reaction from the fanaticism of both extremes which bids fair to crystallize into an overwhelming sentiment in favor of bimetalism at a correct ratio and under proper legislative control.

There is no question that the cause of silver, in this country, has suffered severely, and is still suffering, at the hands of its friends. The cry of "free and unlimited coinage" has in it such a sound of free and unlimited money that its spread over the country has amounted to a craze. This is not only analogous to the greenback craze of years ago, but is dependent on the same cause—the popular fallacy that lots of money must needs mean greater general prosperity.

This element in the silver question has been a cause of uneasiness to the friends of a sound and sufficient currency subject to proper legislative control. It must be a hindrance to the cause of silver as long as its friends insist on the course which would, eventually, result in monometallism, with silver for the standard, or, at least, create fears of such a result in the minds of the great students of the currency question.

It is the belief of THE TRADESMAN that it was a mistake that silver ever lost its position and prestige in the currency of this country and the European nations. If it should be a consequence of its demonetization in this country that the other countries, where it was first deposited, should join in its restoration the seeming mistake of its demonetization here may result in great good.

The currency of this country should consist of gold, silver and paper, each subject to the control of the Government. It is really an absurdity to use the term "unlimited" in connection with either as long as the authority which gives them their power as money continues to exist. There can be no unlimited coinage so long as Congress has the power to suspend it, should fifty carloads of either metal be dumped into the mints.

The country is gradually awakening to the fact that it is the old spirit that actuated the greenback movement that is the cause of the present silver fanaticism and it will be ready when the other nations are for a conference as to the proper way of restoring silver to its place in the currency of the world.

MODERN NAVAL WARFARE.

According to recent advices from Washington, Secretary Herbert has decided to make public, at an early date, an account of the naval operations during the war between China and Japan, as prepared by United States officers who were at the scene of hostilities, and who had exceptional opportunities for observing the results of the various engagements. This information will prove of great value to students of naval progress, will be instructive to the officers

of our own naval establishment, and highly interesting to the public at large.

Owing to the prompt collapse of the Chinese naval force, there were not as many naval engagements as there promised to be at the commencement of hostilities; but there were a number of occasions on which the Japanese ships did important service, and there were two general engagements in which a considerable force of vessels of both sides took part, such as the battles of the Yalu River and of Wei-Hai-Wei. The battle in the estuary of the Yalu was the first engagement between fleets of modern ships of war on record, and for length of duration, important results and casualties it was one of the most memorable in history.

The number of actual tests of modern warships is not numerous, hence it is of the utmost importance that every interesting feature connected with those which have occurred should be most carefully chronicled and studied. Some radical changes in the construction of ironclads will result from the experience of the war in the East, not the least of which will be the elimination of luxurious interior furnishings, wooden paneling and other combustible material. Another development of the naval operations has been the great efficiency of the rapid-fire guns, particularly those of moderate caliber. The torpedo practice of the Japanese justified all expectations of the destructiveness of the torpedo as a modern engine of warfare.

Owing to the difficulty of securing accurate details from the scene of hostilities, because of the imperfect telegraphic communication, Secretary Herbert's publication will be awaited with keen interest, as it promises to throw light on many points hitherto in doubt.

The Brazilian Government recently found it necessary to borrow some money and opened a loan for \$50,000,000 at home. In less than three days \$64,000,000 had been subscribed. If so poor a country could raise such a loan so easily, how much could the United States have raised by using the same means, instead of going to Europe for the last sale of bonds?

As a result of the commission of inquiry of the European powers into the condition of Armenia, the Turkish government has been notified that Christian governors must be provided for its Christian subjects in that province and that the powers will exercise the right of veto in case of unsatisfactory appointments.

The scheme of laying a cable from British Columbia to Australia via the Hawaiian Islands is said to be having a great boom in the island continent. Every province is ready to grant a bonus if necessary. It would incalculably benefit the trade of the United States if they would forestall the Englishmen with a trans-Pacific cable.

The kerosene manufacturers of the Baku oil fields of Russia have formed a combination to control their product for the next four years. Whether the Standard Oil Co. is a party to it is a matter of conjecture.

It is officially declared that bicyclists of the fair sex are divided on the question of "The Lady or the Bloomer."

WON BY HIS WIFE.

How Ned Bruce Conquered a Violent Temper.

Almost any one would naturally stop and look over the trig fence at the farmhouse behind the row of Lombardy poplars and the pink azaleas. There was a neatness about the furrows, a fat, sleek contentment about the cattle in the pasture, and the brook under the willows was so pretty. Nevertheless, Adam Hull would have hurried past—for he was expecting to meet his wife at the station two miles away—had not a dog's howls smote his ears. He was a tender-hearted man with animals, and he stopped. His handsome fair face darkened.

"Well, he is a mean man," he muttered; "if he ain't beating that dog I gave Aggie!"

But he reflected that the train would be due in half an hour, and, shutting his ears, he lifted the reins. Yet he didn't go on. Instead, with a flushed and knitted brow, he sprang out of the wagon and ran into the yard. The dog's sharp yelps had trailed off into whimpering cries. He lay on the ground and over him stood a man with a whip, who, in turn, was clasped in the arms of a young woman. She thrust her slight figure between the man and the trembling beast. "Whip us both, then!" she cried.

"Let go that dog!" the man said, not loudly, but with concentrated passion in his tones.

"I won't!"

"Then I'll make you."

"You coward!" sobbed the woman. "Oh, you mean, cruel coward!"

The man straightened himself up and, as he did so, shifted his whip from one hand to the other. Something flashed silver white when the right hand appeared again. "If you don't let go that dog and let me lick him for chasing chickens, I'll kill him!" said he.

The woman lifted her white face. "It isn't because he chased chickens that you want to kill him; it's because he loves me and I love him. You torment him to hurt me."

The man stood looking at her darkly. Adam hesitated. There were stories afloat about Ned Bruce's temper and his furious disregard of consequences when in a passion. "If he strikes her I'll interfere, gun or no gun!" thought Adam, lingering in the shadow of the poplars.

He did not strike her; he flung out his arms in a gesture of anguish, of anger, of rage dumb and impotent; then he strode away.

Only the sound of the woman's weeping and her broken words of pity and caressing to the dog were heard. "I shall have to, poor Jump," she sobbed; "I can't bear to see him abuse you so, day after day! There's where he threw the hot water on you just because you came into the kitchen. Poor Jump, good Jump! Oh, Jump, it won't hurt you if I kill you! It will be me, me that it will hurt!" The tears were flowing unrestrained while the dog strove to comfort a grief he did not comprehend, by wagging his tail and licking her face. Adam Hull stepped hastily forward. His wife afterward told him that he ought to have pretended to come from outside, after a decent interval and plenty of warning noise; but he blundered in, choking with sympathy.

"Don't feel so bad, Aggie," cried he. "Give me the dog; I'll take care of it!"

The woman lifted her pretty, tear-

stained face and made a piteous effort at composure. "I am just as silly as I can be," she said. "Mr. Bruce wanted to whip him for chasing chickens, but I can't bear to have him punished, he howls so!" She rose to her feet as she spoke and arranged her disordered dress. Very pretty she looked as she stood there, in her thin gown with its crumpled roses, and her cheeks the color of the printed flowers. But Adam Hull was not thinking of her beauty. Rather ruefully he asked: "Does he chase chickens bad, Aggie?"

"No, he never chased them before to-day," answered she. And he did not notice that her tone had changed; it was colder and quieter. "I think it was a mistake and just for fun to-day, for he went around the yard with me every day and he never bothered anything. But he is just young and playful."

"I guess he won't bother the chickens," Adam nodded, as if reassured. "He's the kind of dog a lady would get fond of, don't you think?" There was a note of irresolution in his voice masked by cheerfulness.

"Ob, yes," said Aggie eagerly, "she couldn't help it. He knows tricks!"

Adam nodded again. "I guess you better let me take him home. I guess he sorter bothers Bruce."

Bruce, for his better convenience in thrashing the dog, had tied a rope to his collar; by that same rope Jump was led away, to be finally hoisted into Adam's wagon. Neither Adam nor Mrs. Bruce noticed that Bruce, behind the grapevines, directed a burning gaze on every motion.

Adam was now in a desperate hurry, and Agnes Bruce had no time for more than a single glance at the wistful eyes of the hound.

"Thank you, Adam," was all she said; to which Adam responded in an embarrassed way. "Oh, that's all right, Aggie. Ella will drop in sometime soon and tell you how he gets along!"

Then she was watching the dust and the whirling wheelspokes. Very soon she returned; there was supper to get in the house; the burden of her daily life sank more heavily, more hopelessly down on her shrinking shoulders.

"I'd like to steal Ned's pistol and shoot myself," she muttered; "I don't believe it would be wicked—the way things are!"

She had begun to set the supper table, wondering dreadingly how she could ever have been so pleased as she was over the pretty table linen and the new china. "That was before I was married," she thought. "Oh, if girls only knew!"

But in general her state of mind was too stunned for even silent words. She crawled about the room and, half of instinct, repeated every tidy, usual motion in preparing the table. Once or twice her mind strayed dully after Adam; but his presence, that had once been the center of a young girl's romance, failed to move her now. "He was afraid of Ned," she thought, "and he was afraid his wife wouldn't like Jump. He never really cared for me. I wish I never had seen him. Maybe then I wouldn't have married Ned!"

Dizzily her thoughts crawled backward through her husband's courtship. First, it was Adam came to see her, driving out from the village, where he kept a store, to her father's farm. Those handsome

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Armour's Sugar Cured Hams, 16 lb. av.,
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WE CARRY A STOCK OF CAKE TALLOW FOR MILL USE.

grays that he was driving to-day used to know the way to Alfred Robbins' gate well enough to traverse it in the dark. One day he brought her a hound with long ears and beamy dark eyes, so swift and agile of limb that Aggie called him Jump. More than once he brought her candy of a choicer sort than he sold in the store, the boxes decked with paper lace and a flattened pair of tin tongs, to Aggie a truly sumptuous offering.

Aggie's mother went about among the neighbors, incidentally mentioning Hull's presence in the house and his gifts to Aggie. The girl never remembered seeing her mother so cheerful. Mrs. Robbins was a gaunt woman, with more wrinkles than her years needed, an anxious eye and a stoop of the shoulders. By unremitting energy she had kept a thriftless husband's head above water; and unwelcome as every one save the eldest had been, she had loved and tended all her great family. Aggie, however, was her idol, and to have Aggie marry well, marry a man who could "do for her," as she expressed it, was the one vivid hope in her colorless life.

Aggie was nineteen, teaching school, and flinging her meager salary into the hole of the family expenses. To nineteen, the first lover who has straight eyes and a good coat on his back is gilded by romance into a hero.

Aggie regarded Adam's narrow shoulders, untanned cheeks and white hands with admiration; she saw how kind was his nature; and she had no doubt that she loved him.

But one Sunday night Adam did not come. Instead, Ned Bruce, who was her father's landlord, followed him into the kitchen. His dark face flushed as he greeted Aggie.

"What's the matter with him?" thought Aggie, carelessly. But he was a lenient landlord and she bestirred herself to help entertain him, although her ears ached, straining after every sound outside which might be twisted into the rattle of wheels. Bruce laughed loudly at her girlish pleasantries. He seemed uncommonly interested in her scholars. After a while, to do honor to the guest, a plate of apples was brought up; and Aggie's mother praised a certain tree in Bruce's orchard.

"They do taste good," said Bruce. "Say, Mrs. Robbins, let me send you over a barrel to-morrow."

The children's eyes were all shining. Each had been provided with half an apple, which was rapidly disappearing. Mrs. Robbins said she wouldn't have children eat much just before they went to bed, there was nothing so unhealthy. The oldest boy sat near Bruce and furtively smoothed the fur cuffs of his overcoat. "I like you," he said, shyly.

The speech made Bruce redden again. "Well, that makes it even," said he, "for I like you." But he looked up and smiled at Aggie.

The next day the barrel of apples came. Casually, also, Bruce gave little Jonas a new pocket-knife with more blades in it than any Robbins boy had ever seen. Jonas was sure he was "an awful nice man," and frankly demanded of his sister why she wouldn't marry him instead of Adam.

"I'm not expecting to marry either of them," replied Aggie, tartly. Nevertheless, she experienced a certain gratitude toward Bruce, because he had diverted

her mother's thoughts from Adam's absence. She winced at the thought of her mother's disappointment. In fact, she suffered more from the dread of that than from any wound in her own heart.

Since she was ten years old, she had been her mother's confidant. She knew every small economy that was practised in the household. It was she who always declined the meat at supper—meat made her have bad dreams.

"Well, I don't see what's become of Adam," Mrs. Robbins did say a few times during the next fortnight; "seems to me he acts awful queer!" But, before the fortnight was over, an interview with Bruce had changed her approbation of Adam into irritating dread. She only feared now that Aggie cared for him, and she heard, with actual relief, of his attentions to Ella Rhodes.

"They do say," she told Aggie, "as how he has been courting Ella for a year, but they had a tiff of some sort and they've jist made it up. Mrs. Martin told me. I'm 'bout sure she jist wanted to be hateful. But I matched her. 'He's been awful attentive to Aggie,' says I, 'but I guess it was only tryin' to keep his mind took up. I hope so,' says I, 'seeing how Aggie has another beau she likes better —'"

Aggie's delicate cheek grew hot. "But you know I ain't, ma—"

"I know you have, Aggie. Ned Bruce spoke to me 'bout you, this week, and he's a man Adam can't hold a candle to. Look at the way he's done that farm since his pa died! He owns two big farms and our little one, and there ain't a more respected man. He could go to the legislature any day if he'd only turn Democrat."

Two months later Aggie married Bruce. To-day, the first months of her married life were passing before her, unformed and shapeless, here a mist, there a startling vivid scene. "He was good to me, for awhile," she said to herself, "but then, they always are, they say, at first."

He was "awful kind," he really was, until that day he came back from town full of the gossip he had heard about her and Adam. He asked her about it and he asked in such a tone that she grew angry. And then—she had heard Ned had a temper, but she did not know what the words meant.

On the table stood the pretty cups and saucers sent her by Adam for a wedding present. One by one her husband hurled them savagely at the empty stove. She started up to save them, but he held her at arm's length with one iron hand, while the other wrecked cup after cup.

It was just as he turned away, the last saucer gone, that Jump crept into the room. A snarl, like a wild beast's, escaped Bruce. "He gave him to you—that's why you're so everlasting fond of that d—dog!" he yelled. Remembering, Aggie put her hands before her eyes as if thus she could shut out the vision of the rage-distorted face of her husband, the brutal motion of his foot and the hound's body flying through the window.

That was the first outburst. She was too angry to reason. She locked herself in her room. He did not come to it; maybe because he had read the note she had left downstairs. Did she perchance hope that he would disregard her hot words and plead forgiveness? If so, she was disappointed. When she came down



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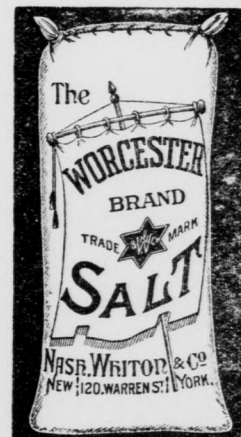
Grand Rapids, Mich.

Do You
Sell Cheese?

If so, you, of course, aim to get the best, but you will "miss your aim" unless you get

IDEAL

which is made at Morenci, Lenawee Co., in the center of the famous dairy section of Michigan,



to breakfast she found the fire lighted and the milk strained as usual; and he was standing, very tall and strange looking, by the kitchen table.

"I just want to say one word to you," said he, not raising his eyes, glowering at the buckle of her belt. "You don't need to lock your door; I wouldn't touch you with a ten-foot pole, now I know you think more of another man than you do of me!"

Aggie's lips parted; yet she did not speak. She did think more of Adam, who was always kind to beasts, than of this torturer of her dog. And while she hesitated, he darted at her one strange, tormented look and strode away.

Then began a woful life. Ned threw himself doggedly into work. Most of the time he did not speak to her at all; but occasionally an excess of anger would possess him, making him almost like a maniac. He never laid his hand on her, but once he cruelly flogged Jump because he would not go back to the house at his command. Another time he flung boiling water on the dog for coming into the kitchen with muddy feet. He had said, the last time, that he didn't mean to hit the dog. The first time his only remark was, "That'll teach him to mind next time."

Yet he was not always unkind, though never pleasant and gentle any more. One day she found a great box on the table and, ranged beside it, a dozen cups of the exact pattern and size of those that had been broken. A note was open on one of the cups. It read:

"These are as good as those that fellow gave. I would have sent them sooner, but they had to send away for them."

Aggie had experienced a movement of forgiveness, almost of attraction toward him. But at supper he bore the same lowering brow and rigid mouth that she had grown to fear; and her carefully studied words of kindness ebbed away from her lips, as birds fly at the sight of a hunter's gun. Her hand held the new teacup toward him, trembling.

"I'm obliged for the cups," she said. Fear made her voice cold.

"That's all right," he said. In a minute he added, "Did you count them?"

"No," faltered she.

"There's two extra for those there, holding flowers," said he, "and I want them."

"Why, Ned," she asked, "what's the harm of keeping them?"

"No harm, maybe; it's jest my little notion." So saying, he made two strides to the window where pansies bloomed in a teacup lacking only a handle and a saucer with but a slight nick; cup and saucer he took up in his hand. First he dropped the cup on the newspaper which she saw had been spread on the floor, and ground his heel into plant and china until they were a shapeless mass; next, he flung down the saucer to splinter it, in the same fashion. Something in his face, in his cold fury, frightened his wife. She was silent.

"I don't want any of that d—d fool's truck around!" said he, sitting down at the table. He ate in morose dumbness; but she noticed—what she might have noticed before, had she been older or less absorbed in the tumult of her own feelings—that he showed her a certain deference and observance. Her plate was never empty that he did not proffer something to refill it. He lifted the

heavy teakettle and poured the water into the dishpan after supper. He carried the pans of milk into the ice-house where they were kept. He always filled the ice-box in the pantry and the wood-box in the kitchen. And until to-day she had at least kept her domestic misery to herself. In one respect, too, her husband had not disappointed her; his kindness to her people was all she had hoped it would be, and more. There had gone over to the farm, where her father lived rent free, a continual overflow from Bruce's plenty. Jonas had a colt of his own. Her mother had Brahmas and Plymouth Rock fowls among the barnyard plebeians of the leaner days. She never wore it but she continually gloried in a black silk bought her by her son-in-law. Every time Aggie saw her mother's face, with its new look of placid satisfaction, she resolved afresh not to complain. And Bruce had helped her. Did Mrs. Robbins come, he would always detain her for the next meal. During the meal he might be grave, but he was neither cross nor sullen; and sometimes he spoke to Aggie almost in his old manner.

"There ain't no need of pestering the old lady with our bickerings," he said.

Afterwards, she wished she had thanked him for showing her that much consideration, but at the time her misery choked her.

Trivial incidents of the same sort thronged on her. "It seems as if he wasn't all bad," she thought, "but then—he can be so hateful, and what will I do if he should be cruel, cruel to!"

Even at the thought the poor child broke down and sobbed. "O! what shall I do—what shall I do?" she moaned over and over. "I am so frightened. Oh, I hope I'll die! Oh, Lord, I've tried to be a good girl. Please let me die!"

She got up, restless in her agony, and began to walk the floor. As she passed the window, the pictures outside froze her into a statue of chill fright. A peaceful picture a stranger might have called it—the old fashioned garden flooded with tranquil evening light, and, darkly shaped against the glow, his figure rimmed by the setting sun, a man leaning on an axe handle. Over the fence clambered a dog with a weight dangling at his heels. The weight—which was such as is used to hold gentle horses—caught on the fence and kept the dog captive, writhing and howling. Aggie understood it all in a flash. Adam had let the dog out of the wagon while he was waiting for the train, and Jump had dragged his weight all the way home. Her heart was in her ears, pounding her breath away, as she looked at the faithful, meek creature struggling to crawl up to the feet of the man with the axe.

"He'll kill him! He said he would kill him!" she muttered. Useless as she knew her intercessions to be, she tottered to the door—and stopped.

A most amazing thing had happened. The axe lay on the ground and Ned was patting Jump's head. His hand slipped down to the dog's neck—Jump all the time wagging his tail so violently Aggie could hear the thumps on the ground—and strap and collar fell together.

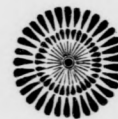
Bruce waved his hand, saying something at which the hound bounded away, to burst through the spring door and jumped joyously on his mistress.

Bruce remained, his head sunk on his breast, in the attitude of one pondering

Three Things Are Coming!



1. HOT WEATHER
2. A CIRCUS
- 3 FANS



Of all the past and by-gone advertising fakes, none hold their own with the ever-present

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Other "fakes" come and go, and their whiskers sprout, turn gray and fall out, but the picture card ever bobs up serenely, and when it comes to a

PICTURE CARD and FAN COMBINED,

WHY—

The children want them,

The old folks want them—for the children,

Grandma wants one,

The fat man needs one,

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And, remember, all these people are advertising the man who gives away the fans.

BUT THEY COST!

WELL, I SHOULD SAY NOT!

Just see our late samples and lead the procession with an advertising fan on circus day.



Tradesman Company

GRAND RAPIDS

deeply. At last he shook himself and walked briskly up to his own door. He entered, but did not come into the dining room, going directly up stairs. She could hear him moving about in the chamber which he now occupied.

What did it mean? What would he do next? Memories stirred in her heart of the days when he had been kind, when she had not shrunk away from him, when even a timid affection and a pride that was very sweet, in his manly strength and daring, had begun to console her. She brushed away thoughts and visions; she cried out that she hated him, had always hated him; but his eyes would seem to shine again as they had once or twice; she felt a kiss, timid as passionate on her hair, and, in a mixture of feelings she could not understand, found the tears rolling down her cheeks. His step aroused her. He was passing through the hall. Hastily she dried her eyes. He did not come in. She saw him going through the yard, wearing the good clothes he always wore to town. "He is going to town; I am glad! I am glad!" said she. And as she arose and went again to the window, she repeated, "I am glad. I wish he'd stay!"

But in a minute she had left the window and gone out on the piazza to ring the bell. "He ought to have something to eat before he goes—" so she excused her action to herself.

He was half way to the barn, where a hail had stopped him. Behind the honeysuckle, Aggie, unseen herself, could see Adam Hull's horses trotting up to the gate. In the wagon beside Adam sat his wife, shielding her new blue outing suit with her husband's linen duster, and slipping her arms out of the duster as she drew in sight of the house.

"She will have to know!" thought the poor wife. She lingered and did not step out; though why she waited she hardly knew. Bruce stepped up to the wagon. He spoke with perfect calmness and civility.

"I was just going to hunt you up, Hull. Good evening, Mrs. Hull." He removed his hat. "Say, Hull, the dog you took came back, and I was glad enough to see him. I got in one of my d-d fool tempers at him for chasing a little sick chicken that's a pet and follows me about; and I wanted to cut the heart out of him. My wife punished me just right by giving him away. But I guess she punished herself, too; and, anyhow, when the feller came back, and, you might say, begged my pardon, I felt all-fired cheap!"

"Did he get back?" cried Mrs. Hull. "I told Adam that was where he'd gone."

"Yes, ma'am. He came back with the weight on him—couldn't keep him; and the happiest dog you ever saw to get back! Now, that's what I'm coming to. I'd like to buy that dog of you, Hull. I've a Hereford calf!"

Adam interposed hastily, with the warmth of a much-relieved man. "Oh, take him, you're welcome—you see, we keep chickens, too."

"We wouldn't have him for a gift if you ain't going to hurt him," chimed in Mrs. Hull.

"I shall never lick him again," said Bruce, very sternly, "but look here, you've got to take that Hereford calf. Your wife can take it if you won't. Say, Mrs. Hull, just come over to the barn and look at it once!"

Adam Hull wondered if he had dreamed of the violent passions of husband and wife, when he heard Ned Bruce asking his own wife to stay to supper, and calling Aggie to come out and help him keep them, and Aggie prettily seconding the invitation. "I guess they ain't so mad at each other, after all," he reflected.

But his shrewder wife noted Aggie's red eyelids and said to herself: "Humph, Ned Bruce may be awful nice now; but I've heard of his temper before; I'm glad he ain't my husband!"

She accepted the calf, which Adam had fain declined; but she would not stay to supper. Ned and his wife ate the meal alone and almost in total silence. Neither of them had any appetite. After supper, Ned, as usual, filled Aggie's dishpans and then went out in the yard. He was gone so long that the dishes were washed and his wife's brown head was bent over her sewing in a white halo of lamplight, when he stood on the threshold.

He looked at her thus for a few moments—his handsome, dark face working—before he entered. He did not notice, being strongly moved, that she thrust her work into the basket near her; but he did notice her frightened eyes and how she half rose at his entrance, as if for a stranger. His mouth quivered a little. But when he spoke his voice was gentle and sad. "Aggie," he said, "when I get mad I don't know what I'm doing; and I got mad at Jump. I was angry at other things, too. I—ain't—I ain't so angry now. I'm sorry. I bought the dog back from Hull. He ain't Hull's dog any more, he's mine. Will you take him for a present from me? I'll never lick him again. Will you?"

Aggie did not look up yet. "Yes, Ned," she said, and she added a timid "thank you."

"That's all right. May I sit down here a minute? What's that you've got there, sewing?" He only said it to make talk; he was embarrassed, this young husband, before his estranged wife.

Before she could interpose, he pulled the dainty bit of silk and flannel out of the basket. His face changed; his eyes flashed from his hand to her crimsoning face. Slowly the red dyed his own face. He could not speak; but she bent her head, and, not raising it, she lifted the basket and pushed it over in front of him.

"Wait—wait a minute," he gasped, "I—I can't—I'll be back pretty soon."

Then she was alone, and he had rushed out into the night. She did not know how he felt; she did not know how she felt herself; but suddenly she found herself at the door calling his name. More than once she called before he came.

"Don't you be running and hollering and exciting yourself," he said, as he came up the steps, and he stood back until she should enter the house. He handed her a chair, but he remained on his feet, and, during the conversation that followed, sometimes he would walk up and down and sometimes lean over the back of the empty chair in which he had sat, and sometimes talk with his back to her, staring out of the window—in all postures or motions showing an agitation that was plain likewise in his pallid face and sombre eyes and knitted brow, with the wet, black hair dropping over it.

"Aggie, I've got to talk to you. I ain't much hope it will make you feel kindly

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LOUIS AND OTTAWA STS., GRAND RAPIDS

to me, but I've got to try to make you feel you don't need to be afraid of me like you are! You don't know how I feel, Aggie. I've got to begin at the beginning. Aggie, I've been getting fonder and fonder of you for a year. You thought it was business; that I came over just for a few minutes to see your father. It wasn't; it was you. And at last I made up my mind I'd try to marry you. I knew Hull was waiting on you, but I didn't care; you had a right to choose your own beau. And I came and you married me. I knew you had done it as much because I could help out your family as because you liked me; but I hoped you'd get to like me. Sometimes—at first—he turned his black eyes, which were soft and wistful now, for a single glance at her—"it seemed like you were fond of me. Oh, Aggie, couldn't you see how I loved you then? I loved you so much I was 'fraid of you. But I did tell you, sometimes. I was so happy. You see, since mother died, I never had anybody to love me, and I didn't know how to say things to women folks. Mother thought everything of me, but she never petted me; I used to wish she would. And, of course, I knew lots of men, and I could get along all right with them, if I do get mad and charge around some. But I didn't know how to handle women folks. I used to ask your mother about what things you'd like to have, and then I'd hustle till I got them—"

"You were always generous, Ned, everybody said that," Aggie managed to say.

"But they all said, too, I had a devil of a temper. That's true. That's what's making me fit to kill myself, I'm so d—d miserable!"

"Oh, Ned!"

"Excuse me, Aggie; I didn't mean to swear!"

"Oh, not that, Ned; I meant—I felt sorry."

He halted in his nervous pacing of the floor. "That's kind of you, Aggie." There was the slightest break before the name, as if he had a tenderer word in his mind that he did not venture to use, but his wife was too agitated to observe. "Yes, I am as miserable a d—d feller as there is anywhere out of the penitentiary, I guess. You saw that dog awhile ago and the weight on him, holding him so he couldn't get away, not if I had come at him with my axe—well, Aggie, that's just my fix. I got this temper on me and I can't break away from it. Now see, I had it when I was a little feller; but I was the only one, and ma and pa didn't cure me. Sometimes they got mad at me and gave me a good whipping; but they might have whipped the life out of me before I'd give in. So I guess they got discouraged; and then pa died, and I never crossed ma. I liked her so, and I was a hard worker, so it went on; she humored me, and I didn't often get mad. I truly never got mad at her. But I'd have these fits at other folks and at things. I was like a crazy man in them. Once, when I was a boy, I got mad at another boy, and I beat him so he was sick. He wasn't really very sick, I guess; but I thought he was, and that they'd take me to jail and hang me if he died. I never said a word, but I had my little bundle ready for a week to run away. It didn't matter who it was, when the fit came on, that roused it up. The teacher, he tried to punish me once, and I bit and kicked and somehow got

away so I could pull my knife. I'd have stabbed him if he'd tried to touch me. He sent me away from school, but he didn't hit me. That's how I'm so poorly educated. Once it was a horse that maddened me. I ain't often unkind to beasts—not very often!"

"I never saw you mean to anything except Jump," said Aggie.

He looked grateful. "That's good of you to say, Aggie. But once—once—I had a balky horse, and I got mad. He was worth \$150, but I pulled out a pistol and shot him dead. I was a fool to carry a pistol." He passed his hand over his forehead, tossing away the damp hair. "I'm just like Jump, Aggie. There's a weight I can't get rid of, holding me down. I run a little way; I pretend I'm free; but it always drags me down. I ain't a free man. I'm a prisoner!"

"No, you're not, Edward Bruce," cried his wife, rising; "you can conquer yourself, if you will."

He was at the window, his back to her, and his answer came in a groan. "I thought I could down it. I thought I was free of the cursed thing. I didn't get mad once those two months. Then—then Mrs. Martin told me about Adam Hull's quarrel with Ella, and how he'd made it up; and it all came over me that was why you married me—you were mad at him. And she spoke of seeing you and Adam at the post office, talking a long while, and—I know I'm a fool, but I remembered how you would go to town that mean, drizzly day!"

"But, Ned," interrupted Aggie, "it was to get ma's silk that came by express; her birthday was the next day, and she'd never had such a splendid present. It just happened I met Adam, and—and—I was thinking he never would have been so good to ma. And I was glad I'd married you."

"And I spoiled it all," groaned the man. "Aggie, I've been in—never mind; that ain't what I set out to say; it was that this morning, when I saw Adam speaking to you, I run away. I didn't dare to stay, for if I'd seen he or you do a thing like you cared for him, I knew I'd have killed him. I run, Aggie. I went out and chopped wood till I cooled down a little. But, Aggie, what I'm coming at is this: In the worst of it, I wouldn't have hurt you. I'd have killed him if I'd seen you giving him one kind look; but I wouldn't have touched you. And, Aggie—if—if—you don't know how it makes me feel to think that maybe, sometime—when I saw what you were making—Oh, Aggie, you don't think, bad as I am, I could be cruel to a little child?"

As he spoke he turned his face to her, and something in it moved his wife as she never had been moved before.

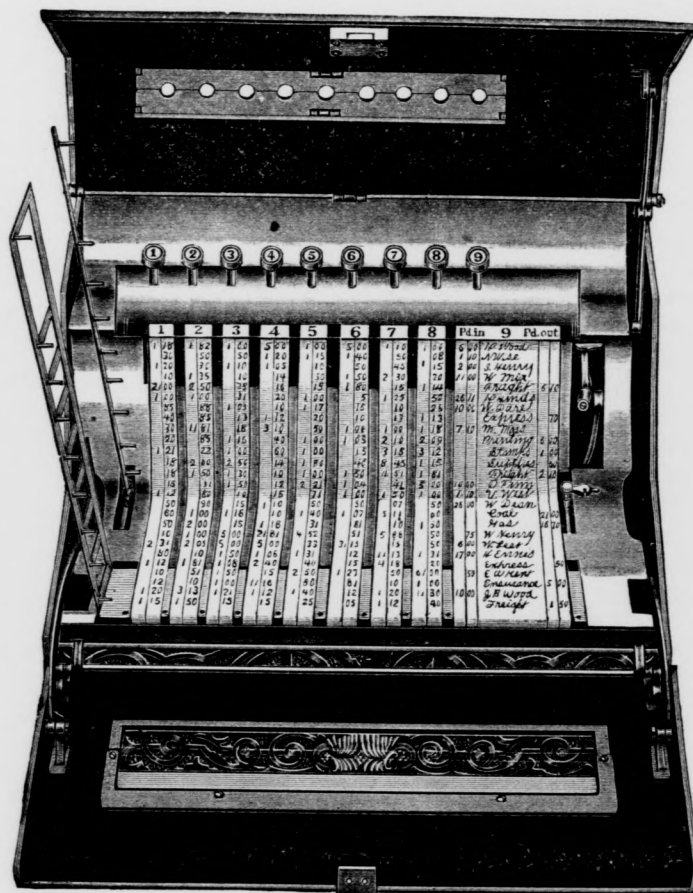
"No, Ned, no!" she cried. He sank down on his knees before her and buried his head in the folds of her dress. His sobs shook him. But she could distinguish the words he whispered between them. "Oh, I've been so mean to you. And I didn't know!"

"Ned, it was my fault as much as yours," she answered. Indeed, in that moment she believed it was, for she had a generous nature. "And don't feel so bad. I'll help you get rid of—of that weight you talk of, and I know I can for I shall never be 'fraid of you again."

She was smoothing his hair while at the same time she wiped her own fast-

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GRAND RAPIDS, MICH.

flowing tears away. Such different tears from those that had scorched her cheeks before that day! Even as she spoke he withdrew himself gently from her and stood up a little way off. "You needn't be afraid, ever, Aggie, dear," he said, "and you needn't be afraid, either, that I'm going to bother you, like I did at first. I'll keep my place."

But his wife, with her eyes shining and a new, divine courage and trust in her heart, came up to him and laid her head on his breast. "You won't bother," she whispered, "I guess I missed you all the time. And—dear, it will need us both!"

* * *

Three years later a man, a woman and a very active little child were driving along the highway from Ned Bruce's farm to the village. Behind the wagon trotted a fat hound. Presently the man looked back. "I do think Jump's tired," he said, "shan't we let him in?"

"I'm 'fraid he's muddied," said the woman, dubiously. "Ned, you just spoil Jump!"

The man laughed and gave the woman, who was young and very pretty, a playful hug with his left arm. "And I spoil baby, too, you say," said he; "how about you?"

"Oh, every one knows you spoil me!" returned the young woman, deftly removing the arm. "For shame, Ned, the Halls are just behind; how it looks!"

"It looks as if I was a happy man, and I am," returned the man, stoutly, patting the cheek of the child, who looked up laughing.

"She's got an awful sweet temper," he continued in a graver tone; "she's got her mother's nature and her ways. Aggie, I'm glad."

"I don't know," the wife answered. "Ned, I'd like her to be more like you."

"Temper and all? Aggie Bruce, I heard of the awful whopper you told at the sewing society."

"That you were the best-tempered man I knew?" said Aggie, fondly. "Ned, you are. Do you know, Ned, I wonder sometimes how you did master your temper the way you have."

Ned smiled. "I loved you, Aggie," said he, "and,"—touching the rosy little face at his knee—"I loved her. You did it, not me. But"—drawing a deep breath—"it's been a big job and no mistake! And there's plenty left to do, still!"

OCTAVE THANET.

Advantages of the Cash System.

[Entered in competition for prizes offered by Grand Rapids Retail Grocers' Association.]

On the advantages of the cash system permit me to say that the only way to do business is in a businesslike way, and that all other ways are failures. The cash system is a business system and leads to success. The credit system is a failure and leads to ruin. Ninety nine per cent. of those engaging in mercantile pursuits make failures—and ninety-nine per cent. do a credit business. All goods bought or sold for cash involve no loss, except it be on account of a depreciation in value, which would have no effect in the credit system. The goods would be as apt to depreciate in the credit system as in the cash system, and a depreciation certainly takes place in the credit system as soon as the goods leave the store. Many of the accounts on your books considered as good will not bring anywhere near par value when placed on the market. The credit system, as a

whole, will depreciate more on account of non-payment of goods than will shelf worn goods suffer, caused by slow trade, on account of the cash system. The argument in regard to shelf-worn goods is the only one in favor of the credit system. Shelf-worn goods will always retain some value; but an uncollectible account is worthless. Credit given with ample security is not credit, as value is received in place of the goods; while a verbal promise depends upon the ability—and too often the desire—of the person trusted to fulfill his promise; and, if litigation is resorted to it is so prolonged that a debt—say of \$10—is not worth the suing.

The man who does a partially credit business, and places his cash each day in his bank for security, would not place it there long if the bank passed its cash out to the public on no more security than the credit merchant is secured on his merchandise, as he would feel sure that a bank doing such a credit business must soon fail. Merchandise represents its value as much as does the gold or the silver, and many a merchant who is given a rating of A 1 by our mercantile reports has a greater part of that value in stocks which are to be sold and placed from East to West among merchants who are doing a credit business. Can he afford to run his chances on the credit merchant, any more than the credit merchant can afford to place his cash in a city bank which is pursuing the same credit system? Is it right for a retail merchant to expect credit on his purchases, and he to pass the same goods over his counter in credit? If right to expect it, we will ask why?

Let us now consider the advantages of the cash system—what is to be gained thereby. A man doing a cash business of \$48,000 per annum is able to discount his bills at 3 per cent.; and it is a reasonable statement to say that he would discount one-half of the amount, or \$4,000 each month, which would be a profit of \$120 per month or \$1,440 per annum. He also dispenses with an extra book-keeper at a salary of \$600 per annum, making a saving of \$2,040 per annum. The merchant doing a credit business on the same amount of sales would be out the \$2,040 which is saved by the cash system on discounts and book-keeper; and, in addition, it is safe to say that he would be carrying notes at the bank to the amount of \$1,500, which he would have to discount every sixty days at 7 per cent., amounting to \$105 per annum. Placing this amount with the \$2,040 saved by the cash system, and we have the good round total of \$2,145 in favor of the advantages of the cash system.

W. M. GIBBS.

Fredonia, N. Y.

A United States Internal Revenue Commissioner, whose district takes in the anthracite coal region of Pennsylvania, has just rendered a decision which will materially reduce the income tax receipts from that section of the country. He holds that the profits realized from coal mining are exempt from taxation, basing his decision on the principle that all rents, profits and income derived from land and its immediate product, acquired directly by the owner of the freehold or dominant estate, are exempt from taxation as income of the owner. The ruling will reduce the income tax in the Luzerne, Lehigh, Schuylkill and Lackawanna valleys at least one-third, provided that the United States Supreme Court allows the law to stand as thus far interpreted.

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From all directions almost as easily if you handle our Famous Brands of Spring and Winter Wheat Flour, our Celebrated Feed and our well-known Specialties.

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Is what the average dealer is looking for. When he sells a customer goods he wants the fact of realizing a profit and getting a duplicate of the order to be a "sure thing." In selling goods of our manufacture, you take no chances—they are well and favorably known, and while not always the lowest in price, they are ever of standard quality and always satisfactory.

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Pop Corn Goods!

Our Balls are the Sweetest and Best in the market.
200 in Box or 600 in Barrel.

Penny Ground Corn Cakes in
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and **Turkish Bread**

Are Tip Top Sellers.

DETROIT POP CORN NOVELTY CO.

ESTABLISHED THIRTY YEARS.

41 JEFFERSON AVENUE
Detroit, Mich.

HERE AND THERE.

Written for THE TRADESMAN.

Did you ever notice how little gratitude there is in the prayers we hear—of practical gratitude, I mean? I once heard a simple little story about some of the angels wishing to be deputed to come to earth for a time, and finally two were sent. One was to gather up the thanks she heard and the other the requests. The first came back almost empty handed, while the other was weighted down. I have often thought of it as I listened to prayers in public places.

With no spirit of ridicule or cynicism, let us think of those we commonest hear—in churches, for instance. Most ministers fall into a habit wholly their own, and usually begin the same way each time, something this wise: "O Mighty and Most Powerful One," etc. After sufficiently describing God to himself, they proceed to tell him their numerous wants. One minister of my early recollection always finished in this way: "What we have failed in asking, fail not Thou in giving," which, even to my childish mind, seemed unwarrantably selfish. Then followed, "and to thy name shall be the glory, and the power," etc., which, added to the former, almost savored of bribery.

Of all the prayers that impressed me most, in the right way—did me the most good and influenced me more than any heard in my life—was one listened to in a little village church not many years ago. It was one of genuine gratitude from beginning to end, and it enumerated things commonly overlooked in our everyday life. When it was finished, one had a realizing sense of his blessings and a desire to be worthy of them. I do not remember a word of the sermon that followed, but the influence of that prayer remained and led to a feeling of faith and gratitude that has lightened many a burden.

* * *

Speaking of ministers, an eminent Eastern divine recently brought out an idea that was as novel as it was full of truth. He said: "The traveling man and the life insurance agent are not usually held up as examples of christianity, but, if the average church member would emulate their example, there would be more good done in the world than there is now." The look that went around that staid Presbyterian audience was one of mingled surprise and curiosity. He proceeded: "People start out to do good with the best intentions and with the greatest zeal for the good cause; but they make it too much a personal matter and the slightest rebuff is taken in that manner. Now, the traveling man steps into a store or other place of business, and usually the first thing he hears is, 'I don't want anything.' Does he immediately retire? Not he! He isn't making a social call—he is selling goods for his house. His employer's interests are first, and he, as an individual, is, for the time being, obliterated. (That is the successful one.) He endeavors to make himself generally agreeable, and, when that is accomplished, his goods are introduced, and the traveling man usually 'arrives.' And who ever heard of a life insurance agent being talked down!"

It was evident to his hearers wherein they might emulate the example of these two exponents of push and perseverance.

Perhaps no city in this country is so distinctly a Mecca for cranks as is Washington. There they most do congregate, from the one who considers the President as having usurped the place which rightfully belongs to him, to the most harmless female who minces along the street dressed in the fashion of thirty years ago and imagines herself to be the only one in appropriate attire.

Included somewhere about midway in the category might be mentioned the average private secretary to the officers in charge of departments of Government service. His peculiar hallucination seems to be in reference to his own importance in shaping the affairs of the nation, and the danger there exists in occupying so exalted a position as he does, from the bloodthirsty tendencies of certain other—only he leaves out the "other"—cranks.

The heads of departments, as a rule, are affable gentlemen who, when they are reached, give one respectful attention, and, in case of a refusal of requests, should one's errand be of that nature, perform the disagreeable task in a way that does not antagonize. I say, "when you reach them," and I use the term advisedly, for between them and the outer world are secretaries before whom one must pass in review before the object of the call is accomplished. He often mistakes himself for the head of affairs, almost for the Government itself, especially if he be new to the place.

An amusing incident illustrative of the above came under the notice of the writer a short time ago, and it is, perhaps, worth repeating: An elderly lady, plainly dressed and having no air of "influence" about her, having business with one of the departments, called at headquarters to see the chief. She was ushered into the presence of the secretary, who sat with his feet on the desk in front of him, reading a newspaper. Beyond a casual glance in her direction, he paid not the slightest attention to her entrance. She waited a moment to see if he intended any recognition of her presence, and, seeing he did not, she hit upon a novel plan to bring him to his senses. She began looking under the chairs, desks, etc., with which the place was furnished, as if searching for something. "Crank!" flashed through his mind, and visions of disaster to the department and, worst of all, to himself rose vividly before him. Bomb throwing might next be in order! So it might be well to try and propitiate her. Turning in his chair, he asked in trepidation, "Madam, is there anything you wish?" Making no reply, the search was continued. She was getting dangerously near him. Springing up and with most conciliatory tone and manner he courteously put the question, "Madam, is there any way I can serve you?" "Well, young man, I don't know but there is; but, first, I was looking for your crown. I see you are not wearing it to-day."

JACQUELINE.

Where He Was Needed.

St. Peter: "Well, sir, what business were you engaged in while on the earth?"

Applicant: "Please, sir, I conducted a great fire sale of clothing."

St. Peter: "Yes? Well, they're arranging one of those schemes downstairs, and I guess they'll need your valuable services."

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5 and 7 Pearl St., Grand Rapids.

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12, 14 and 16 Pearl St.

Manufacturers and Jobbers of

Boots, Shoes & Rubbers

Agents for the Boston Rubber Shoe Co.'s goods.

Now is the time to order your rubbers. They will be higher Oct. 1st. If you place your order with us, we will take good care of you and give you the best possible terms and discounts, and guarantee them until time of payment. You do not have to pay for them any sooner, and you are more sure of having your order filled complete if given now. Light goods very much improved in style and quality.

Reeder Bros.
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LYCOMINGS are our FIRST QUALITY
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Nine years ago these goods were not known in Michigan, and to-day they stand second to none and are as well known as any. A great many of the best retail merchants in Michigan and Indiana think they are the best goods made, being made from the Purest Rubber and on the best style lasts, and are the best fitting goods in the market. Our trade for the past nine years on these goods has steadily increased.

OUR LEATHER LINE is full and complete; also an elegant line of FELT BOOTS and SOX for fall.

See our salesmen—it will pay you to examine samples.

REEDER BROS. SHOE CO.
GRAND RAPIDS, MICH.



Michael Kolb
& Son

Wholesale Clothiers

Rochester, N. Y.

Our representative, WILLIAM CONNOR, of Marshall, Mich., will be pleased to call upon the Trade and show you samples, if you will favor him with a line.

Mail orders promptly attended to.

Use Tradesman Wants Column

IT REACHES THE PEOPLE.

Erratic Career of Crepons.

From the Dry Goods Reporter.

The caprice of fashion can never be more fittingly illustrated than by the crepon weaves. From the time they were first brought out they have been a puzzle to all who were concerned in their future. Jobbers and retailers have burned their fingers so frequently with novelty weaves that when the crepons first made their appearance they all looked askance and bought very lightly. They caught the eye of fashion, however, maintaining the popularity in Paris which they won there from the first; and their favor has steadily traveled from the East to the West.

Their sale was erratic in the West last year. Jobbers and retailers quickly sold the light stocks they had provided at the beginning of the year, but the demand subsided when their consignments of re-orders commenced to pile in at the middle of the season. By the time the second season for crepons was at hand nearly every house was stocked well with them, but the feeling was very nervous as to their future. This fear was indicated by the lowering of prices and the offering of discounts on crepon weaves. For the moment it appeared that crepons might be killed. However, they stemmed the tide and passed through last winter safely. When the time for spring buying came they were still a factor to perplex the dress goods people. The uncertainty of the trade was indicated by the foreign buyer for one large jobbing house, who, when he went abroad in the winter to purchase for spring, said that he had decided that he would pass by on the other side of crepons. He admitted that he was afraid of them. When in France he was persuaded to buy some crepons, but he touched them gingerly. As spring trade opened up he found that they were being asked for, and he was obliged to place some urgent orders with the manufacturers.

So far this spring the demand for crepons has been excellent in the West, although all dealers have been fearful of them from the beginning to the end. The city trade has been the mainstay in keeping them going, their high price and lack of durability interfering with their popularity in the country. Jobbers naturally hesitate to prophesy concerning a fabric which has broken all rules and defied all calculations as the crepon has done, but the general feeling has been that its course was about run.

Now the situation is further complicated by Paris correspondents who say that the crepons are sure to be in demand for fall and winter. *La Mode*, among others, says in a recent letter: "We must bear in mind the crepon is sure to be in demand for next winter's evening dresses."

It is difficult to understand why it is that crepons have, in spite of all the feeling against them, continued to sell. An explanation which might be offered, and yet which only bears the weight of an opinion expressed here and there, is that the French manufacturers have been back of it all. Crepons are almost exclusively a product of France, as very little has been attempted in this weave by the other manufacturers. The finest ones are woven on hand-looms, which are slow and tedious. Monopolizing them as they have, it would seem that the French have boomed them from season to season that they might alone enjoy the profits. They might even have been willing, as each season drew to a close, to leave their future in doubt so that no other manufacturers would dare to enter the field. Confident in their ability to dictate to some of the leading Parisian dressmakers, and through them to the fashionable world, they may have held back purposely and kept crepons in doubt until the new season was almost at hand. Then with characteristic cleverness they have gowned a few of the leaders of fashion, knowing all the world would follow.

It would be therefore unsafe to venture a prophecy concerning the future of crepons until the French manufacturers have displayed their hand. The fashions of the world, even in this land of the free, appear to be bound hand and foot to the chariot of gay Paris, and we must

wait for the crook of her finger before we can know what fabrics our fair women are to wear. The hint of the Paris correspondents seems to indicate a decree that crepons are still to be worn in the fall and winter.

It must be admitted by all that crepons are of the sort of fabrics which, when they are no longer the fashion, will be absolutely dead. They are of such a pronounced weave that the stocks left on hand when their end comes cannot be palmed off, like the coverts were, under other names. That there will be a dull thud when they do drop is without a question.

Not Satisfied with His Fly Paper.

Indignant Customer—Say, look at this sheet of fly-paper you sold me the other day!

Grocer—I'm looking at it. I see it's covered with flies. That's what you got it for, wasn't it?

Indignant Customer—You charged me four cents for it, didn't you?

Grocer—Yes.

Indignant Customer—And I got two of 'em?

Grocer—Very likely.

Indignant Customer—The other one is exactly like this one.

Grocer—Well, what are you kicking about?

Indignant Customer—You see this is covered all over, don't you?

Grocer—I see it is.

Indignant Customer—There isn't room on it for another blamed fly?

Grocer—I suppose not.

Indignant Customer—Well, when I tried to pull 'em off so I could set it again, they wouldn't come off. The other one's the same way. The game, I reckon, is to make a fellow keep on buying 'em. I'm not going to do it, and I think it's a darned swindle, and you can take your old fly-paper back again, and I'll never buy another cent's worth of goods at this store, so help me Nebuchadnezzar.

While "Waiting for the Car."

To merchants who are annoyed by people who enter their store while "waiting for the car," and who never make any purchases, the following notice will prove interesting and instructive. It originated with a druggist in a neighboring city, who placed it in a conspicuous place in his show window:

NOTICE.

"Patrons of this car line will please come in and kick while they wait. The telephone is free and the city directory is yours as long as it lasts. A thermometer will indicate the temperature. Don't trouble yourself about buying anything. We are here for pleasure. You can get any kind of goods a great deal cheaper in the city."

The people took the hint good-naturedly, and now when they enter the store they usually buy something.

An alien contract labor law has been introduced in the Dominion Parliament. It is as sweeping in its provisions as that now in force in this country, and is doubtless intended to be in retaliation for the exclusion of Canadians by the United States. There appears to be no reason why, if the Yankees exclude a Canadian school teacher, as has been done, the Kanucks should not exclude Yankee lumbermen, sailors and other laborers.

Paris has one divorce to every thirteen marriages, and Berlin has one to every seventeen. We have as yet received no data from Chicago, but a careless observation of the business during the past few days leads us to believe that they have about one marriage for every seven divorces there.

Summer Goods

Organdies, Challies, White Goods (Percales, 60 styles), Lawns, Crepes, Satin Stripe Crepe, Mosquito Nets, Palm Fans, Folding Fans, Light Neckwear for Ladies and Gentlemen, in Bow, Teck and Windsor Shapes.

COME IN AND LOOK AT THEM.

P. Steketee & Sons

"GET OFF THE EARTH"

That's the way some people talk. Others make you feel that way.

DO YOU SELL DRY GOODS?

If so, you have a mission to perform. That is, to keep people good-natured and satisfied, and at the same time do yourself a good turn.

CAN IT BE DONE?

We say yes, and have the goods that will do the business. The latest always on hand and of the kind that makes buyers every time.

PRICES—DON'T MENTION IT!

We are way down to BED ROCK. None can beat us on that score.

Voigt, Herpolsheimer & Co.

Wholesale Dry Goods,

Grand Rapids, Mich.

Spring & Company,

IMPORTERS AND WHOLESALE DEALERS IN

Dress Goods, Shawls, Cloaks, Notions, Ribbons, Hosiery, Gloves, Underwear, Woolens, Flannels, Blankets, Gingham, Prints and Domestic Cottons.

We invite the Attention of the Trade to our Complete and Well Assorted Stock at Lowest Market Prices.

Spring & Company.

We do not hold out our prices as



AN INDUCEMENT

To secure the orders we want, but WE DO pride ourselves on the **QUALITY** of goods bearing our **TRADE MARK**.

Every intelligent dealer realizes that price is not everything, and that there is **pleasure** and **profit** in handling standard goods. Do business with us and enjoy both.

**PUTNAM
CANDY CO.**

Moral Aspect of the Cash System.

Written for THE TRADESMAN.

In the late discussion of this question one prominent point has received little, if any, attention. Most writers have been content to dwell on the advantages the abolition of credit sales will confer on the dealer in a pecuniary sense; hence they enlarge on the economic method of doing business for cash only, by which the capital of both manufacturer and distributor may be used to secure the largest possible profit at the least possible risk of loss, and, while, incidentally, this is assumed to be in the interest of the ultimate purchaser and consumer in the same economic sense, there seems to be room left for a few pertinent arguments as additional support to the volume of sound reasoning already advanced in favor of a universal cash system.

So long as commercial honor continues to be recognized as a virtue in the business world, so long should moral questions enter into every feature of trade or manufacture and both in theory and practice control the entire system of supply and demand.

Ever since Jacob made his first contract with his future father-in-law—and which was so shamefully broken by the latter—down to these modern times, when criminal bankruptcy and official malfeasance have become alarmingly frequent, the moral code, upon which all business is, of necessity, based, makes a promise a sacred thing, not to be wantonly violated. Upon this code our credit system has, so far, depended, rather than on the stern alternative enforced by statute and common law.

Our higher civilization acknowledges its influence when providing necessary safeguards against the greed of human selfishness; consequently, in this age and country the debtor class has larger privileges under the law than were allowed a century ago, or than are, to-day, afforded the same class in lands that are behind us in commercial enterprise.

This debtor class, which, under favorable conditions, has been continually increasing, is made up of men in every condition of life. The possession of ready means does not restrain the wealthy from the habit of buying on credit, when their own interests would be better served by cash payment; nor does the utter lack of funds on hand or in prospect deter the poorest from buying whatever they desire, so long as they can make a verbal promise to pay pass current in the world's market. Of the obligations thus assumed perhaps only a small percentage fail of being honored ultimately, though in the matter of time defaults are legion. Very few debtors secure the confidence of dealers with the intention of repudiating obligations, either expressed or implied. The Jeremy Diddlers who victimize good-natured creditors attain the height of their un-savory reputations only by slow and almost imperceptible degrees, that, through procrastination, undermine the moral sense as to the sacredness of a promise to pay for value received. The number of this class is constantly increasing, being augmented by the sharp competition in all lines of trade. The ease with which credit is secured and the foolish exemptions provided by law to protect promise breakers have been, for years, powerful factors in the demoralization of the public conscience. None

but those who deal directly with the consumer can have a realizing sense of the mischief justly chargeable to the originally good, but much abused, system of giving credit.

To one who theorizes only it would seem evident that a man of limited means had every inducement, under the credit system, to build up a reputation for prompt payment of his pecuniary obligations as they mature, and this even at the sacrifice of personal comfort. He must know that the confidence of the dealer in his honesty is the only security for future needed favors. Self-interest would, therefore, dictate a strict compliance with the terms of the contract made; but, practically, self-interest alone cannot be depended upon to enforce moral obligations among a class who adopt the theory that the world owes them a living, with or without an equivalent rendered, as the case may be. It takes some time to reach a condition of mind where such subterfuge is used to stave off the just demands of creditors, but, just so sure as the descent to Avernus is easy, just so sure does one after another consciously entertained frivolous excuse blunt the moral sense of the once honest debtor when he deliberately ignores the terms of a bargain made in good faith with a trusting merchant. The fact that, because of a certain profit, the latter will be no great loser on account of a broken promise, or that a sudden emergency calls for the use of funds pledged, and intended to be used, to redeem his plighted word, is the sophistry usually applied to still the chidings of the monitor, conscience, until the voice of that monitor is literally asphyxiated under the accumulation of mental quibbles.

After an experience of nearly twenty-five years in a retail business, and with all sorts of customers, I firmly believe that, of all the hopeless accounts outstanding, not one tenth of 1 per cent. can be traced to lack of means on the part of the debtor. This is the inevitable fruit of a credit system that extended only reasonable consideration to the wants of applicants for commercial favor. Perhaps my experience compared with others may be exceptional, but, while I am able to record a total loss of less than 2 per cent. on gross sales, the saddest feature upon which I have to reflect is that a much larger per cent. of them have wilfully abused my confidence and thereby justified the conclusion that, under a credit system, human nature develops a large amount of moral obliquity. The aggregate outstanding is large but is made up, mostly, of small amounts. Some of the debtors have moved away; many have paid the debt of nature and that due me by the same mysterious process; but new ones have taken their place in spite of most careful discrimination. I meet some of them often, but they persistently ignore the past; or, if pressed for settlement, they cheerfully renew their promises in the spirit of Micawber when he used to settle with his creditors by giving an omnibus due bill, carefully covering all arrearages of interest. Others who are courteously requested by mail to "kindly step in and adjust that old account" are conspicuous by prolonged absence. Like the baleful shadow of the Marshalsea, the credit system, when abused, blights those who have so unworthily accepted its benefits. And, so long as human nature remains

Silent Salesman
TRADE MARK

Show Cases,
Store Fixtures,
Etc.

BUY

PHILLIP'S SHOW CASES.

J. PHILLIPS & CO., Detroit, Mich.

Established 1864.

W. C. HOPSON

H. HAFTENKAMP

ROLL CAP

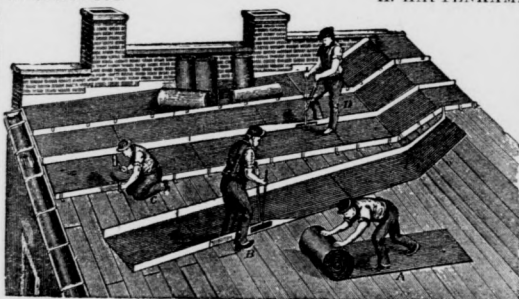
Steel Roofing

Made of Soft Steel Sheets.
Cheap as Shingles. LAST
FOUR TIMES AS LONG.

W. C. HOPSON & CO.

Louis and Campau Sts.

Send for Catalogue.



JUST THINK

of the ECONOMY!

25 cents buys enough (one box)

ANTISEPTIC

Wall Paper Cleaner

To clean and disinfect the walls and ceilings of a room and make it look as though newly papered.

Comes ready for use. Makes no dirt. Cleans Window Shades and Kalsomine. For Druggist, Dry Goods, Hardware and Grocery trade.

THE GREATEST DISINFECTANT—

ZENOLEUM

Sheep Dip, Hen Dip, Vermicide. Is not poisonous—but is safe. Ask for prices and details. For sale by all Jobbers.

THE A. H. ZENNER CO.

98 Shelby St., Detroit, Mich.



HERCULES POWDER



HERCULES,
THE GREAT STUMP AND ROCK
ANNIHILATOR.

SEND
FOR
DESCRIPTIVE
PAMPHLET.



STRONGEST AND SAFEST EXPLOSIVE
KNOWN TO THE ARTS.

POWDER, FUSE, CAPS,

Electric Mining Goods,
AND ALL TOOLS FOR STUMP BLASTING.

FOR SALE BY THE
HERCULES POWDER COMPANY,
Cuyahoga Building,
CLEVELAND, OHIO.

Hercules Powder is carried in stock by all of the following jobbers:

Foster, Stevens & Co., Grand Rapids,
A. Austin, 93 Jefferson Ave., Detroit,
J. J. Post & Co., Cheboygan,
Popp & Wolf, Saginaw,

Potter Bros., Alpena,
Buechner & Co., Kalamazoo,
Seavey Hardware Co., Ft. Wayne,
Camper & Steadman, South Bend.

the same, we may expect a like demoralizing result to flow from a credit system that is so carelessly guarded and is so to the advantage of the debtor.

Among the brilliant inventions in this age of organized effort it would seem that some plan might be devised to diminish the losses incident to the credit system; but, when formulated and applied, there will, most likely, be a gradual evolution, instead of a radical change. The work has already commenced wherever the coupon system of dealing is established. This, undoubtedly, comes nearer than any other plan now in use to meeting the requirements, and its use has advanced the evolution in no small degree in very many localities; while the cash register system is wakening business men to methods that promise practical and remunerative results. The reform is advancing most rapidly in places where the most thorough organization of dealers is secured. At best, it will be a work of time, and few now living may see the grand cash millennium. But every dealer can lend a helping hand to educate the popular conscience, which needs the quickening grace of knowledge and good morals to prove to it the profitability of cash payment from an economic standpoint, and to show forth its justice as an important feature of the Golden Rule, without which no community can permanently prosper.

S. P. WHITMARSH.

Bogus Brands of Salmon.

From the American Grocer.

So long as cupidity is a part of human nature, we shall be forced to wage war against those who sacrifice integrity and indulge in fraud to make money. A few such men are allied with the salmon industry, or directly connected therewith. They seek to market inferior varieties of salmon for the true Chinook salmon of the Columbia river, which is everywhere regarded the finest for flavor, texture and size of all the many varieties of salmon. Columbia river brands are counterfeited; salmon from Alaskan and British Columbian waters, and from other rivers in the United States than the Columbia, is put up and labeled Columbia river. Fall-packed fish, which is of inferior flavor, texture and color, is packed and labeled as being the finest Columbia river salmon.

Whoever does this, whether packer, commission merchant, broker or jobber, is guilty of a fraud—a contemptible and petty fraud. They rob true Columbia river salmon of its high reputation and discredit the use of tinned salmon, and thus stab their own business. No reputable broker or commission merchant would be a party to such a method of swindling.

There are to-day in the New York market nearly a dozen brands of so-called Columbia river salmon offered at all sorts of prices, no one of which contains an ounce of true Columbia river Chinook salmon, but fish packed on the Sacramento, in Alaska, on the Tillamook, or from the fall run of the Columbia. These brands are scattered through the smaller groceries, among "cutters" and the department stores, and extensively advertised at cut prices as compared with the price of genuine spring-packed Columbia river salmon.

Retailers need to be on the lookout for these fraudulent brands. The remedy is to buy only of reliable commission merchants and jobbers—such firms as rely upon integrity of grade and quality, and who would scorn to handle a falsely labeled brand or an inferior lot of so-called tinned salmon.

There is a smoothness of texture and an illness about Columbia river fish which are found in no other salmon. It may readily be detected by putting a piece of salmon under the roof of the mouth and breaking it down with the

tongue. If it is soft and smooth and does not break dry, tough and rough, it is safe to assume that it is genuine Chinook salmon.

A retailer can kill his trade in canned Columbia river salmon in one season by offering these falsely labeled brands. Every intelligent dealer knows that Columbia river salmon offered in New York at less than \$1.55 to \$1.75 for tall tins, and \$1.75 to \$1.90 for flat tins, must be other than represented. "Standard Columbia River" salmon at \$1.20 may be steelheads, dogfish, or fall caught salmon, but it is not Chinook salmon packed in the spring, when the fish are firm in texture and in their highest condition.

There is a moral sentiment in the trade against the fraudulent labeling of goods, and if this will come into lively exercise, the trade and occupation of those packers, brokers and commission men who allow their cupidity to run away with their judgment will be killed.

Legitimate Outcome of the Scheme Goods Evil.

"Something will have to be done to discourage 'inducements' to retailers," declared a wholesale grocer, the other day, "or the time will come when it will be almost impossible to obtain pure goods in any line. These inducements move the cupidity of the retailer and the consumer suffers by having imposed upon him inferior or adulterated goods."

"What do you mean by inducements?" The grocer handed to the inquirer a handsomely illustrated card, on which were the words:

"Free with 500 pieces of Jollop's (that's not the name) chewing gum, the handsome full gilt clock here pictured at a cost to the retailer of \$3. That is, you get \$5 worth of gum at retail and a \$3 clock, all for \$3."

"If the manufacturer stopped at chewing gum the demoralization to the trade would be slight, but this get-something-for-nothing idea is stimulated all along the line. It is bad enough in various lines of tobacco, but in the line of ground spices and coffee it is absolutely pernicious. It's a lucky consumer who gets any genuine ground spices now, or any goods which may be cheapened by mixing. Mustard is mixed with sawdust and made hot in the mouth by the addition of cayenne pepper. So it is with other things."

"Here's a catalogue of a manufacturer who unblushingly labels his book 'absolutely pure spices.' There are about 150 different articles named in it as prizes to grocers who buy those spices in greater or less quantity. Among the inducements are musical boxes, firearms, furniture of all kinds, stoves, sewing machines, store fixtures, show cases, clocks, cyclopedias, bicycles, baby carriages, lawn mowers, mackintoshes, crockery, rugs, silverware, watches and clocks, gold-headed canes, umbrellas, rugs, and so on up to delivery wagons and two-seated carriages. Here's the inducement in the last named:

"With 750 pounds ground spices, absolutely pure, any assortment of allspice, mustard, ginger, pepper, cinnamon, cloves, etc., at 25 cents a pound, we give one of these carriages free. In other words, 750 pounds of spices and the carriage, all for \$187.50."

"The drug trade is afflicted with this same sort of a thing, and, perhaps, to as great an extent as the grocery trade. There ought to be some way of heading it off."

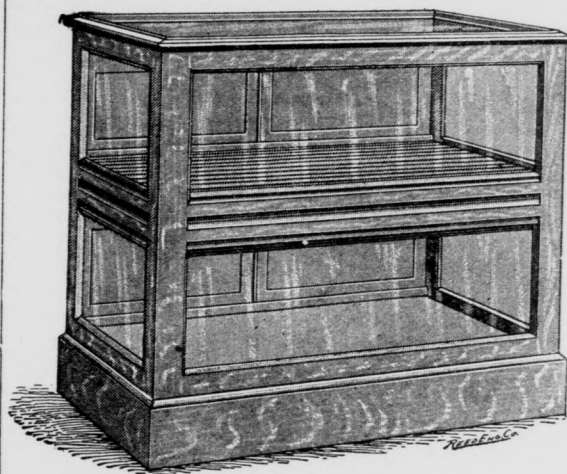
From Better to Worse.

"Please, ma'am," said the cook, "I'd like to give you a week's notice."

"Why, Mary, this is a great surprise. Do you hope to better yourself?"

"Well, no, not exactly that," answered Mary, with a blush; "I'm going to get married."

A New York hatter says the men of the United States spend \$300,000,000 a year in headgear. If some one would now inform us how much American women spend in headgear, we could form some idea of the part the head plays in our economic system.



NEW CIGAR SHOWCASE.

Heyman Company

WRITE FOR PRICES
ON ANY SHOWCASE
NEEDED.

55, 57, 59, 61
Canal St.

GRAND RAPIDS



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

Duck Coats and Kersey Pants

We manufacture the best made goods in these lines of any factory in the country, guaranteeing every garment to give entire satisfaction, both in fit and wearing qualities. We are also headquarters for Pants, Overalls and Jackets and solicit correspondence with dealers in towns where goods of our manufacture are not regularly handled.

Lansing Pants & Overall Co.,
LANSING, MICH.

The Salt that's all salt

Do
you
handle
it?

The general public are recognizing more and more every day the desirability of pure salt. The result is a largely increased demand for Diamond Crystal Salt. Of course you aim to handle the best goods in every branch of the trade. Why not in salt?

Diamond Crystal Salt

is now packed so the grocer can handle it at a profit equal to that made on inferior goods. Note these greatly reduced prices:

120	2 1/2	bags in a barrel,	@ \$3.00
75	4	" " " "	@ 2.75
40	7	" " " "	@ 2.50

For other sizes in proportion see price current on another page.

Diamond Crystal is much lighter than common salt, and the 2 1/2, 4, and 7 lb. bags are about the same size as 3, 5, and 10 lb. bags of the ordinary product. Diamond Crystal is purer, stronger, and goes farther. The bags are handsome, and made of the very best material—saving waste from broken bags.

DIAMOND CRYSTAL SALT CO., ST. CLAIR, MICH.

New Uses for Materials Formerly Regarded as Waste.

From the Chicago Record.

What substance would seem to be more completely useless than the refuse of mines and furnaces, or slag, as it is called? But slag is now treated in a variety of ways and converted into a number of useful things, such as paving blocks, slag glass, slag shingles and slag sand. Making slag bricks is one of its chief uses at present, and for these there is a considerable demand. Mortar for building purposes is another method of utilization, simply achieved by grinding the slag sand with about 6 per cent. of slaked lime; artificial stone, molded into chimney-pieces, window heads and sills, wall coping and other ornamental work for builders, is another, and the last use which has been found for it is in making slag wool or silicate cotton, so called from its resemblance to cotton wool. This is snow white in color, and is chiefly used for covering boilers or steam pipes, and, being a non-conductor of heat, it is admirably adapted for these uses.

Coal slag has been, for years, another troublesome waste. Now, however, this is being used for building purposes. The builders in Lyons, France, are credited with being the first to use the waste which surrounds every coal mine. They wished to find a cheap, durable and healthful material for the construction of suburban houses, and coal slag mixed with slaked lime, treated as concrete, was adopted. The mass hardened rapidly, and even after a few days the walls were firm enough to support the joist framings. The strength and fire-resisting properties of this new composition have been well tested, and one case is mentioned where a nitro-benzine factory built of this material near Lyons was burned, the great heat even melting the machinery, and yet the walls, built of coal-slag bricks, were unconsumed, their surface merely having a glazed appearance, and they sustained, without repair, the ceiling and roof of the restored building.

An establishment that works up brass and iron in about equal proportions for more than a year mixed the drillings, turnings and filings of both metals indiscriminately and dumped them out of doors as useless rubbish to be got rid of. A separating machine was suggested, and it paid for its cost within three weeks. It is self-operating, requiring only the occasional supply of the chips and the removal of those already separated. The mixed chips pass through a trough in a thin stream before a revolving cylinder composed of horse-shoe magnets. The brass chips drop in front into a box and the iron and steel chips are carried on the magnets to the under side and are brushed off by fixed brushes into another box. Before being separated, these mixed chips were worthless. After being separated, the iron chips had a marketable value and the brass chips a value ten times as great.

Tin cans and scrap tin, like the old and much abused hoopskirts, for a long time resisted all attempts to convert them to some second use. The empty tin can has at last a mission, and a profitable one at that. Emptied of its contents of peaches, tomatoes or other edibles, discarded and thrown out at the back door, it may soon find its way in at the front door and be given an honored place in the house. Thousands of these cans are gathered in cities every week and made into shining sheets, which are used to decorate or cover large traveling trunks. A number of factories for the conversion of old, buffeted and battered cans and other tin refuse from the ash heaps have sprung up in recent years, and the business is a growing one. The cans are collected in various ways, but principally from the city ash heaps and the hotels and the large boarding-houses. At the factories the soldered seams are subjected to a intense heat in such a way that the solder runs into a receptacle and is carefully saved and sold. It brings 12 cents a pound and the profit from this source alone almost pays the expense of gathering and handling the cans. The tops and bottoms of the cans are melted

and made into window-sash weights. The labels on the tinplate are easily taken off, after having been thoroughly soaked in water, and the plates themselves are rolled flat by machinery. As the insides of the plates are not much discolored by the contents of the can, they present a clean surface and make excellent coverings for trunks, the seams being hidden by the trunk braces, either of wood or sheet-iron.

In New York City there are about 500 vendors of sawdust, having a capital of \$200,000 invested and doing a business of \$2,000,000 annually. Forty years ago, the mills were glad to have the sawdust carted away; twenty-five years ago it could be bought for 50 cents a load; now it brings \$3 50 a load at the mills. It is used by hotels, eating houses, groceries and other business places. It is wet and spread over floors in order to make the sweeping cleaner work. Plumbers use it a great deal about pipes and buildings to deaden the walls and floors. Soda water men and packers of glass and small articles of every kind use it, and dolls are stuffed with it. Yellow pine makes the best sawdust, as it is the least dusty and has a pungent, healthy smell. But any light wood will do. Black walnut sawdust will not sell and is burned.

In a certain machine shop worn out and broken files are placed in a transverse holder on the grindstone frame, held against the face of the stone by springs, given a traverse by a belt and a spiral cam, and the result is bits of smooth steel just adapted for forging to boring-bar cutters and keys, with a further result of keeping the stone true. In brass manufactories there is unavoidable waste of the metals in the scoriae of the melting furnaces, in the rolling mill department and the wire drawing. Whatever of this waste, with the sweepings, can be gathered is put into large mortars and subjected to the impact of pivoted pestles, until the whole is pounded to a dust. Then it is floated in a running stream of water through a chute over riffles, which catch the heavy metallic particles and allow the lighter trash to pass off. The metallic residuum, packed in crucibles with fluted covers, gives back a profitable percentage of solid brass to be reused.

The utilization of sewage is a most important question, but, apart from the chemical and agricultural uses to which it is now put, there is yet to be solved the problem of utilizing the waste with which every river, to a less or greater extent, is polluted. This is one of the things that they seem to manage better in France, for, in a most interesting article which appeared a few months ago in the *Leisure Hour*, it was pointed out how the floating debris of the Seine has, for years, been a source of profitable manufacture in obtaining from it the greases and other products of commercial value.

The utilization of animal waste presents an extensive field. In the large pig-killing establishments in this country, and in some in England and Ireland, there is literally nothing lost—save the squeal. Whether horse flesh will ever become in this country an article of food it is difficult to say, but an organization in Paris known as The Society for the Promoting the Use of Horse Flesh claims to have provided Paris, between 1866 and 1881, with 67,809,460 pounds of meat. With Americans the worn-out and dead horses come out from the factory yards, the flesh as oil for soapmakers and leather dressers, and the bones as oil, fat, glue and manure, to say nothing of the large quantities sold for cat's meat.

In the great cotton plantations of the Southern States, cotton seed was, for generations, thrown away, but is now a recognized commercial commodity for the blending of lubricating and cooking oil and in the mixing of feed cakes for cattle.

Old ropes, after they have been picked by prisoners, are served up again as material for calking ships.

The refuse from candle works comes out as glycerine and that of soap works as manure. Some of the most delicately scented perfumery comes from waste rubbish.

Use has been found for the refuse of tanneries and curriers' shops. Much of

"PAINT YOUR ROOFS" WITH BLACK



Rubber Roofing Paint

Scofield, Shurmer & Teagle, GRAND RAPIDS MICH.

Send for Pamphlet of Testimonials, etc.

PRICE, 50 CTS. PER GALLON, BY THE BARREL.

One gallon covers 250 square feet on Tin or Iron Roofing, or 100 square feet on Shingle or Board Roofing. Good also for painting Smoke Stacks, Boilers, Iron Fences, etc.

Anyone can apply it with a white-wash brush. Water and Fire Proof. Stops all leaks in old or new roofs. Give it a trial.

S. A. Morman & Co.

19 Lyon St., Grand Rapids.

Lime, Cement Sewer Pipe, Coal

Wholesale and Retail

We handle the *Alsen's Cement*, the best in the world for sidewalk work

A. B. KNOWLSON,

Wholesale Shipper

Cement, Lime, Coal, Sewer Pipe, Etc.

CARLOTS AND LESS

GRAND RAPIDS, MICH.

Thos. E. Wykes

LIME, SEWER PIPE,
FLOUR, FEED, Etc.

Any quantities, Wholesale and Retail. Write for prices.

45 S. Diviston St., Grand Rapids.

S. P. Bennett Fuel & Ice Co.

Mine Agents and Jobbers for

ALL KINDS OF FUEL.

GRAND RAPIDS, MICH.

A. HIMES.

Wholesale Shipper

COAL, LIME, CEMENTS,
SEWER PIPE, ETC.

1 CANAL ST. GRAND RAPIDS.

L. G. DUNTON & CO.

Will buy all kinds of Lumber—Green or Dry.

Office and Yards, 7th St. and C. & W. M. R. R.
Grand Rapids, Mich.

J. BRECHTING, ARCHITECT,

79 Wonderly Building, GRAND RAPIDS.

Correspondence solicited from parties who intend to build.

SMITH-HILL ELEVATORS

Electric, Steam and Hand Power.

PRICES LOW. MECHANISM SIMPLE. NOT LIABLE TO GET OUT OF REPAIR.

Call and see me or telephone 1120 and I will accompany enquirer to dozens of local users of our elevators. J. C. MULBERRY, Agent.
Kortlander Building, Grand Rapids, Mich.

No Petroleum

In Our Lime Rock

Asphalt Paint

Contains nothing but Pure Asphalt Gums.

Paint Your Roofs

With it. Don't let any firm make you believe that petroleum is the proper base for a paint. We positively guarantee our Paint Strictly Pure Asphalt, and that it covers more surface than any other paint sold.

Price, 50 cents gallon, In Bbls. or Half Bbls.

Manufactured by

H. M. REYNOLDS & SON,

GRAND RAPIDS, MICH.

The Bradstreet Mercantile Agency,

The Bradstreet Company, Props.

Executive Offices, 279, 281, 283 Broadway, N.Y.

CHARLES F. CLARK, Pres.

Offices in the principal cities of the United States, Canada, the European continent, Australia, and in London, England.

Grand Rapids Office, Room 4, Widdicomb Bldg.

HENRY ROYCE, Supt.

TRADESMAN ACCOUNT FILE

SAVES TIME
SAVES MONEY
SAVES LABOR
SAVES PAPER

Price of File and Statements:

No. 1 File and 1,000 Blank Statements... \$2 75
No. 1 File and 1,000 Printed Statements... 3 25

Price of Statements Only:

1,000 Blank Statements... \$1 25
1,000 Printed Statements... 1 75
Index Boards, per set... 25

In ordering Printed Statements, enclose printed card or bill head or note head whenever possible, so that no mistake may be made in spelling names.

TRADESMAN COMPANY

Grand Rapids, Mich.

the material formerly wasted in these trades is now used for making the heels and soles of boots and shoes. The leather cuttings and scrapings are cleaned, dampened, compressed and dried, the refuse in this process being in turn manufactured into what is known as leather board.

Waste paper, as is well known, is converted into a great variety of useful things—into palls, cups and other useful articles of domestic use, and even into car wheels and building materials.

The saying that an enterprise has "all ended in smoke" does not have half the significance that it did before a way was found to materialize that airy product into substances as tangible as oils, acids, spirits and tar. A single blast furnace in one of the Western States, which captures the smoke of its charcoal pits and conveys it into stills, has been able to realize enough from this source to pay a large share of its running expenses. It has demonstrated that each cord of wood contains 28,000 cubic feet of smoke, and that 2,800,000 feet of smoke produces 12,000 pounds of acetate of lime, 200 gallons of alcohol and twenty-five pounds of tar. Smoke from the factory chimneys is largely carbon in another form, and, in the course of a few years, people may expect to see some diminution of the smoke nuisance so prevalent in large towns, not from the vigilance of the sanitary inspectors, but because consumers are beginning to learn that instead of allowing the particles of carbon to escape with the other products of combustion, and so helping to poison themselves and their neighbors, they may have lighter coal bills to pay by burning up these particles.

In the utilization of vegetable waste much of a surprising nature could be told. The seeds or stones of many fruits which would apparently seem useless have some economic value. In some parts of Egypt the date stones are boiled to soften them and the camels and cattle are fed with them. They are calcined by the Chinese and are said to enter into the composition of their "Indian ink." In Spain they are burned and powdered for dentifrice. Vegetable ivory nuts are said to be applied to the same purposes. Some species of Attalea nuts are burned in Brazil to blacken the raw India rubber. In India the seed or stone of the tamarind is sometimes prescribed in cases of dysentery as a tonic. In times of scarcity of food the natives eat them after roasting and soaking them for a few hours in water. The dark outer skin comes off, and they can then be cooked in various ways. From this seed an oil has also been obtained. The seed of the carob bean is ground up for food for cattle. In Algeria, when roasted, it is used in place of coffee. The use of some Mexican and other grasses for brushes is being rapidly developed. This material is as strong and flexible as bristles, and even the refuse from this is being used as stuffing for mattresses. The use of esparto grass for papermaking is well known, and straw is largely used for the same purpose. The contents of old straw mattresses are very often sold to papermakers.

Squeezing the Lemon.

It may be said, without leaving the truth on the other side of the road, that one-half of the world fattens on the other and leaner half. In no one part of this delightful process of absorption is the art of squeezing the lemon so perfect and popular as it is in the loaning of money to such as must have the cash or go to the wall. It is to this kind of legalized extortion that we owe not a few of our princely mansions, our cuffs and collars, and diamonds that can sparkle on a Shylock as a star can shine on a toad's eye. This is an age of spondulies. The man that possesseth them galore may be but a dried-up pea in a golden thimble, but the world will overlook the littleness of the man in the size of his money pile. We have got out of the old clam-shell of feudal foolery, when men

went on their marrowbones as dukes and barons passed by; but we have simply changed our positions and are putting our noses on our knees when Mr. Moneybags comes in sight. Where the shekels came from and how they were gotten makes no difference in the curve of our spines. So long as the molasses gets into the barrel the flies will crowd around the hoops. It is this weak spot in the public spine that tolerates and excuses the scoundrelism that can rob a washerwoman and impoverish a widow, and that smiles when society throws bouquets at a thief. It is as certain, however, as a caterpillar is dumped from a lettuce, that sooner or later, extortion will be held in check and proscribed, if not altogether prevented.

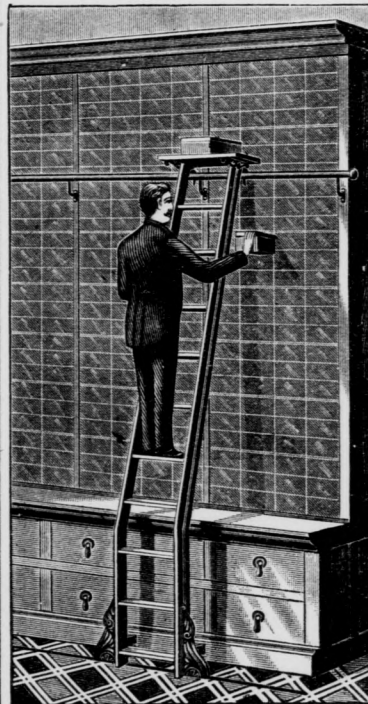
In this reform the interests of labor will not be left at the back door. What is known as the "people's bank," with a triplet of gilt balls over its door, and the skinning of eels going on continually within, will not forever be what it is. In Great Britain and other countries, legislation is seeking to remedy the evil and to provide some other plank across the ditch where, if a man gets across with a shirt on his back, he is fortunate in not having to leave his skin. In an interesting and pertinent article by Lee J. Vance on this really vital matter, in the *North American Review*, attention is called to the success of what is called a "Registered Credit Association." This was established some forty years ago in Saxony. It was intended to encourage thrift and providence among working people, and to accommodate those who needed money for the purchase of tools for their trade and stocks for their stores. The acorn has grown to an oak and there are now about 2,000 of these associations in the German Empire. The membership has a census of 1,500,000, a capital of \$10,000,000, and turns over \$500,000,000 annually. It can be readily understood that the benefits are immense. It helps the man with small means to tide over difficulties that might otherwise strand him, and saves him from the buzzards that pick the meat off the bones of a mule with the rheumatics or a lamb held up in a clump of cat briars. Birds of this feather are thick in every city, town and hamlet. They thrive on the needs and misfortunes of others, from the farmer with an empty corner to the mechanic wanting cash to buy a coffin for his dead baby. It is just here where the sore place is on the neck of a willing horse, and the flies have it all their own way. It is to be regretted that the German plan is not better known. By that or some other plan American people need lifting over the stile.

FRED WOODROW.

The Canadian Government is tired of having the members of its House of Commons traveling on railroad passes while they are drawing mileage from the public treasury. They are allowed 10 cents a mile from their homes to Ottawa by the shortest rail route going and returning, and they have religiously drawn the money, though it is notorious that the most of them have passes. Some \$33,000 of the public funds goes this way every year. The matter has been thoroughly ventilated at Ottawa, and it is said that the mileage is to be discontinued and the members allowed to ride on passes, if they can get them.

Use Tradesman Coupon Books.

CYCLE STEP LADDER.



WRITE

HIRTH, KRAUSE & CO.,

MICHIGAN STATE AGENTS,
for Catalogue.

WALTER BAKER & CO.

The Largest Manufacturers of

PURE, HIGH GRADE
COCOAS AND
CHOCOLATES

on this continent,
have received

HIGHEST AWARDS

from the great

Industrial and Food

EXPOSITIONS

IN
Europe and America.

Unlike the Dutch Process
no Alkalies or other Chemicals or Dyes
are used in any of their preparations.
Their delicious

BREAKFAST COCOA

is absolutely pure and soluble, and
costs less than one cent a cup.

SOLD BY GROCERS EVERYWHERE.

WALTER BAKER & CO. DORCHESTER, MASS.

Chas. A. Coye

MANUFACTURER OF



Tents, Awnings,
HORSE, WAGON and
BINDER COVERS.

11 PEARL STREET,

GRAND RAPIDS, MICHIGAN.

CHICAGO

Nov. 18 1894

AND WEST MICHIGAN R.Y.

GOING TO CHICAGO.

Lv. G'd Rapids..... 7:15am 1:25pm *11:30pm
Ar. Chicago..... 1:25pm 6:50pm *7:20am

RETURNING FROM CHICAGO.

Lv. Chicago..... 8:25am 5:00pm *11:45pm
Ar. G'd Rapids..... 3:05pm 10:25pm *6:25am

TO AND FROM MUSKOGON.

Lv. Grand Rapids..... 7:25am 1:25pm 5:30pm
Ar. Grand Rapids..... 11:45am 3:05pm 10:25pm

TRAVERSE CITY, CHARLEVOIX AND PETOSKEY.

Lv. Grand Rapids..... 7:30am 3:15pm
Ar. Manistee..... 12:30pm 8:15pm
Ar. Traverse City..... 1:00pm 8:45pm
Ar. Charlevoix..... 3:15pm 11:10pm
Ar. Petoskey..... 3:45pm 11:40pm

Trains arrive from north at 1:00 pm and 10:00 pm.

PARLOR AND SLEEPING CARS.

Parlor car leaves for Chicago 1:25pm. Arrives from Chicago 10:25pm. Sleeping cars leave for Chicago 11:30pm. Arrive from Chicago 6:25am.

*Every day. Others week days only

DETROIT,

Oct. 28, 1894

LANSING & NORTHERN R. R.

GOING TO DETROIT.

Lv. Grand Rapids..... 7:00am 1:20pm 5:25pm
Ar. Detroit..... 11:40am 5:30pm 10:10pm

RETURNING FROM DETROIT.

Lv. Detroit..... 7:40am 1:10pm 6:00pm
Ar. Grand Rapids..... 12:40pm 5:30pm 10:45pm

TO AND FROM SAGINAW, ALMA AND ST. LOUIS.

Lv. G R 7:40am 5:00pm Ar. G R 11:35am 10:45pm

TO AND FROM LOWELL.

Lv. Grand Rapids..... 7:00am 1:20pm 5:25pm
Ar. from Lowell..... 12:40pm 5:20pm

THROUGH CAR SERVICE

Parlor Cars on all trains between Grand Rapids and Detroit. Parlor car to Saginaw on morning train.

Trains week days only.

GEO. DEHAVEN, Gen. Pass'r Ag't.

MICHIGAN CENTRAL

"The Niagara Falls Route."

(Taking effect Sunday, May 27, 1894.)

Arrive. Depart.
10:20 p.m. Detroit Express..... 7:00 a.m.
5:30 a.m. *Atlantic and Pacific..... 11:20 p.m.
1:30 p.m. New York Express..... 6:00 p.m.
*Daily. All others daily, except Sunday.

Sleeping cars run on Atlantic and Pacific express trains to and from Detroit.

Parlor cars leave for Detroit at 7:00 a.m.; returning, leave Detroit 4:35 p.m., arriving at Grand Rapids 10:20 p.m.

Direct communication made at Detroit with all through trains east over the Michigan Central Railroad (Canada Southern Division).

A. ALMQUIST, Ticket Agent,
Union Passenger Station.

DETROIT, GRAND HAVEN & MILWAUKEE Railway.

EASTWARD.

Trains Leave	†No. 14	†No. 16	†No. 18	*No.
G'd Rapids, Lv	6:45am	11:20am	3:25pm	11:00pm
Ionla..... Ar	7:40am	11:25am	4:27pm	12:35am
St. Johns..... Ar	8:55am	12:17pm	5:20pm	1:55am
Owosso..... Ar	9:00am	1:20pm	6:05pm	3:10am
E. Saginaw..... Ar	10:50am	3:45pm	8:00pm	6:40am
Bay City..... Ar	11:30am	4:35pm	8:37pm	7:15am
Flint..... Ar	10:05am	3:45pm	7:05pm	5:40am
Pt. Huron..... Ar	12:05pm	5:50pm	8:50pm	7:30am
Pontiac..... Ar	10:53am	3:05pm	8:25pm	5:37am
Detroit..... Ar	11:50am	4:05pm	9:25pm	7:00am

WESTWARD.

For Grand Haven and Intermediate Points..... *8:40 a. m.
For Grand Haven and Muskegon..... *11:40 p. m.
" " " Mil. and Chi. *5:25 p. m.
For Grand Haven, Mil. and Chi. *7:40 p. m.
For Grand Haven and Milwaukee..... *10:05 p. m.

*Daily except Sunday. *Daily.

Trains arrive from the east, 6:35 a.m., 12:50 p.m., 5:30 p.m., 10:40 p.m.

Trains arrive from the west, 6:40 a. m., 8:15 a. m., 10:10 a. m., 3:15 p.m. and 7:05 p.m.

Eastward—No. 14 has Wagner Parlor Buffet car. No. 18 Parlor Car. No. 82 Wagner Sleeper.

Westward—No. 11 Parlor Car. No. 15 Wagner Parlor Buffet car. No. 81 Wagner Sleeper.

JAS. CAMPBELL, City Ticket Agent.

Grand Rapids & Indiana.

TRAINS GOING NORTH.

Leave going North
For Traverse City, Petoskey and Saginaw..... 7:40 a. m.
For Saginaw..... 8:00 p. m.
For Petoskey and Mackinaw..... 8:25 p. m.

TRAINS GOING SOUTH.

Leave going South.
For Cincinnati..... 7:35 a. m.
For Kalamazoo and Chicago..... 3:15 p. m.
For Fort Wayne and the East..... 3:15 p. m.
For Cincinnati..... 5:40 p. m.
For Kalamazoo and Chicago..... 11:40 p. m.

Chicago via G. R. & I. R. R.

Lv. Grand Rapids..... 7:25 a. m. 2:15 p. m. *11:40 p. m.
Ar. Chicago..... 2:40 p. m. 9:05 p. m. 7:10 a. m.
2:15 p. m. train has through Wagner Buffet Parlor Car and coach.

11:40 p. m. train daily, through Wagner Sleeping Car and Coach.
Lv. Chicago..... 6:50 a. m. 3:30 p. m. 11:30 p. m.
Ar. Grand Rapids..... 2:50pm 9:15 p. m. 7:20 a. m.
3:30 p. m. train has through Wagner Buffet Parlor Car

11:30 p. m. train daily, through Wagner Sleeping Car.

Muskegon, Grand Rapids & Indiana.
For Muskegon—Leave..... From Muskegon—Arrive.

7:25 a. m. 9:50 a. m.
1:00 p. m. 1:15 p. m.
4:40 p. m. 5:20 p. m.

C. L. LOCKWOOD,
General Passenger and Ticket Agent.

GREAT STORES VS. SMALL SHOPS.

Discussion of Department Store Matter by an Able Authority.

Artemas Ward in American Grocer.

The health of a nation is said to be greatly enhanced by a policy which creates a large number of small landholders, rather than by one which encourages large land-holding on the part of a few and the cultivation of the soil by tenant farmers. Is it not a fairly parallel case to claim that the best prosperity and the greatest health of a municipality should consist in its having a multitude of small shops rather than a few great department stores? England has been termed "a nation of shopkeepers;" and, truly, the English cities surprise the stranger who visits them, by the countless number of little shops of all descriptions. But England has cultivated a sturdy citizenship and produced the fruit of personal independence to an extent that has made her the most active factor in the civilized world. Her cities are well governed, her citizenship something to be well proud of. Meanwhile, her agricultural interests do not thrive equally well, and largely because in that direction immense estates have greatly lessened the number of small landholders.

* * *

Economy of system means cheaper goods—this is the defense of the incoming system. A plague upon economy when it trenches upon the moral health or general well-being of the community! There is a difference in the economy of the machine which grinds the crude products of the earth, so as to save man's labor for higher things, and the economy of a commercial system which enables one Napoleon of trade to make machines of countless employes, numbering them like the inmates of a State's prison, and holding his authority by means of fines which are imposed without excuse or room for explanation. At the bottom of the list the great dry goods man writes: "It is not a question *why* you broke one of these rules, nor what *excuse* you have to offer, but merely *did* you break them?" Then the fine stands.

* * *

The small store, with its single proprietor coming in close contact and sympathy with two or three employes, remains a natural factor in human and municipal life. Mutual failings are borne with; the employer seeks to instruct and elevate the employe, and the employe develops a condition of loyalty toward his employer by reason of the more direct contact. The shopkeeper cherishes his rights as a citizen regarding the street, the pavement, gas, sanitary rules, the police, protection against fire and robbery and all the other privileges of citizenship. His power over his employes is not beyond reason, nor is his relation to the municipality exaggerated in its importance.

With the great owner of the department store the case is very different. Personal sympathy is largely out of the question; personal contact a very remote thing. He owns the policemen on the corner, and dictates terms to the firemen who approach his building. His relation to his employes is not a paternal one; it is that of an autocrat. His relation to the officials of the community is so commanding that they often sell or surrender their rights to him.

* * *

What is the real economy? By aggregating a vast number of employes into one store under a single management it is possible to sell everything, from notions to groceries, at a slightly lower price; not a serious reduction but one large enough to advertise in flaming statements in the newspapers. But in order to do this someone must lose, and it is a serious question in my mind whether the community does not lose far more in the aggregate than the slight saving which is evident to them in the advertisement. It is not alone "Because some manufacturer has overstocked; his loss, your gain"—"A bankrupt sale; our cash procured all the bargains; you shall share our advantage and the bankrupt's loss"—"The sheriff has closed out a great carpet factory; we have won-

dertul bargains to offer hot from the sheriff's hammer." It is not these losses alone that go to make up the mistaken economy of the great department store. As the little shops multiply, positions of usefulness and even of trust multiply also; whole neighborhoods are made to thrive; property (both store and home) rents to greater advantage, and the health and wealth of the whole city are improved on the average. If, by economy of system, 100 clerks in the great department store can do the work of 200 in the small shops, then 100 citizens are looking for employment otherwise. If by piling departments one over the other from the cellar to "take the elevator to the sixth floor, front," the great store is able to conduct the business of 100 shops on ten city lots, then ninety city lots are deprived of a natural revenue in tenantry; and so it goes throughout the whole list. The saving is evident, the loss not so evident. The selfishness of the people teaches them to hunt for bargains. The weakness of the times is to exaggerate the necessity of reducing prices.

The wealth, health and prosperity of the city are not to be measured by such cheap questions as bottom prices on goods, rent or labor. The moral side, the human side, general average improvement and comfort are far more to be considered.

* * *

The grocery trade is responsible in no small degree for some of the conditions that exist. If the individual shopkeeper had been more careful of his rights, more clear in his citizenship, more clean in his store, more exact in the selection of his stock, had bestowed more real economy on his business, broadening it with honest effort, making its roots strike deeper by greater personal attention, there would have been less room for this new competition. Had he studied his goods and brought his trade to a perfection that recognized quality rather than price, and that acquired public confidence with its daily growth, his position would have been more fortified. Had he co-operated more with his fellow tradesmen rather than spent his time in criticising and abusing his rivals; if in a spirit of humanity he had considered somewhat carefully the interests of his clerks and concluded that, while late hours might save enough to pay for the gas consumed, they would not pay for the lives of those who were overworked; if in a hundred ways the grocer had consulted not visible interests alone, but invisible justice and right toward himself, his trade, his city, his fellow citizens, this problem which confronts him to-day would be much simplified.

* * *

A plague upon economy, again I say, when it trenches upon the moral health or general well-being of the community!

The vast majority of the world are mad for bargains, pursuing day and night plans by which they hope to make a thousand dollar salary buy fifteen hundred dollars' worth of material prosperity, forgetting that the other five hundred dollars must come out of somebody's human rights or they could not acquire it. The consumer who hunts out some wholesale house in order to save the little margin of the retail trader—the man who, after accumulating great wealth, tries to command for himself a scale of prices which ignores the honest broker who has served his purpose earlier in the game—all the grasping ones in life are responsible for a condition of things which promises gifts and offers flattering reductions in price only to take them out of the heart and life of the city and the best interests of its citizens.

Tough World for Women.

Flossie is six years old. "Mamma," she called one day, "if I get married will I have to have a husband like pa?" "Yes," replied the mother, with an amused smile. "And if I don't get married will I have to be an old maid like Aunt Kate?" "Yes." "Mamma"—after a pause—"it's a tough world for us women, ain't it?"



Mr. Thomas

IS NOT A MUSICIAN, BUT—

THE BEST FIVE CENT CIGAR

IN THE COUNTRY.

ED. W. RUHE, MAKER,
CHICAGO.

F. E. BUSHMAN, Agt., 523 John St., KALAMAZOO

SHE USES

CONCORDIA
SOAP

SOLD BY ALL GROCERS.

Manufactured by

G. R. SOAP WORKS

See TRADESMAN'S Quotations.

BUYS POUND BAR
BEST & MOST
ECONOMICAL

Every Wholesale Grocer in Grand Rapids and the State keeps this Soap in stock, and we want every Retail Grocer to try one box with his next order. He will then use no other in his own family, and will tell his customers that it is the Best Value in the market.

80 One Pound Bars in box, - \$3.20
5 Box Lot, delivered at your station, 3.15
10 Box Lot, delivered at your station, 3.10

Write postal for Advertising Matter. Manufactured only by

ALLEN B. WRISLEY CO., 479 TO 485 FIFTH AVE.
CHICAGO.

Laundry Soaps, Toilet Soaps, Perfumes and Glycerine.

Don't
Break
Your
Back

Over the wash-tub trying to rub the dirt out of your week's washing. There is a better way to get the clothes clean with much less work. Use

OAK-LEAF SOAP.

It lightens the labor of washing—takes the dirt out with no injury to either your wash or your hands. Get a cake at your grocers and give it a trial. Send for catalogue of beautiful pictures.

GOWANS & SONS, Buffalo, N. Y.

GETTING THE PEOPLE.

Art of Reaching and Holding Trade
by Advertising.

Written for THE TRADESMAN.

You are the possessor of certain merchandise which you desire to barter for gain's sake. How do you go about it? Do you place your goods on the shelves and then sit idly by, awaiting the chance customer, or do you go out, literally and figuratively, into the highways and byways, legitimately forcing buyers into your place of business, and, incidentally, their coppers into your till in exchange for the articles you have to sell?

Of course, my progressive friends, you don't sit down and whistle for a "trade wind"—but do you get the whole value of opportunities and cost spent in advertising your wares? In the majority of cases, I will venture to say, No, you do not. This business of placing yourself and your goods before the people in the best, the newest and the brightest light, is something which has developed wonderfully in the past few years; in fact, I might say, has only become a possibility through the intervention of improved systems of type display and enlarged ideas concerning originality.

Just for instance: A few years ago, it was no uncommon matter for a merchant to pay out good money for a certain space in his town or village newspaper, which was filled something like this:

HUD H. MUD,

DEALER IN

Dry Goods, Groceries & Provisions,

NEXT DOOR TO P. O.

Sands' Old Stand. Sleepyville, O.

And, unlike the "sands of time," the advertisement never shifted, but retained its familiar features month after month, until the printer's type was utterly worn out, compelling him to call upon the merchant for new "copy." At the same time, undoubtedly, the half-fed editor went in fear and trembling, lest, by calling his attention to it, the merchant might order the advertisement "out."

Only in the most antique of old-fogeyite, out-of-date and sleepy newspapers is this obsolete way of non-advertising maintained. Now-a-days, the printer—country village as well as city—not only has a well-selected assortment of type and ornaments, but original ideas as to how an advertisement should be displayed in order to bring the golden shower down upon the merchant's garden. And right here's a point: If you are not a practical printer yourself, don't dictate to one who is how your display lines should be set. Leave it to him—tell him you depend on the originality of design and strength of conception shown in his work, added to the allurements of language in which you depict your wares, to make the investment a profitable one, and you can wager a ten-dollar gold piece against a cake of ice in the summer, that he'll "do his prettiest."

Now, in regard to preparation of copy: In the first place, let your language be mesmeric and forceful, if I may use the term. Get out of the old ruts. Say something new, even if you have to say d—n! Ten people will stop to read the word "Gnihsup," where one will give a second thought to "Pushing." Yet this is an old trick, and merely a re-

versal of the letters. The three "P's" compass about all the main requisites of advertising: Be

Pungent in expression,*Precise* in specifying quality,*Particular* in stating truths.

When you load your "advertising gun" for big game, aim at the ladies—God bless 'em. They are the best readers of merchandising ads.—especially if you can throw in a "bait" of some sort or other. Maybe you'll say, "Special Sale of Ladies' Fine Underwear and Corsets. A *Ladies' Hour*, from 10 to 11 a. m., for the purpose of distributing a beautiful free souvenir."

Which, in your mind, will attract the more attention—a handsome, mild-eyed cow in your window to advertise an extra nice lot of butter, or a sign in your neighbor's: "Fresh Dairy Butter just received." Nobody'll believe the latter, but they'll all stop to look at your cow. Or, mayhap, you'll use a "Billy-goat," instead of the cow, to represent the "butter."

These are simply illustrations. In stead of the "long-suffering ad." mentioned above, you know that something like this will "Get the People," while the other will not:

**Strike, Lock-Out
and Tie-Up!**

On account of the enormous rush to our store to obtain some of those bargains in Ladies and Misses' Shoes at \$2 and \$1.75, we have been compelled to

**Strike Our Flag,
Lock Out Our Competitors
and Tie Up the Dog,** for fear he may be crushed in the rush.
A few left (Shoes, not dogs). Better HURRY.

HUD H. MUD,

Next door to P. O.

Put a mirror in your show window—a good long one, one which will tell the truth—not a cross-eyed mirror. One of your clerks or the printer can easily make an attractive sign:

"This is *your* picture, but you can't take it with you.

"We can't keep it to remember you by—no matter, the glass tells truth. So do our prices and qualities."

Don't you think you would stop to read a screed like this? Yes, and you would be inclined to test the "truth" of the advertiser's prices and qualities.

But, while all these ideas are trade winners, let me admonish you: Newspapers are the merchants' "tried and true" mediums for advertising. Stick to them. Supplement them as you will by novelty and "house schemes," yet the original "pay-lead" of the advertising mine lies in the "veins" of the newspaper—country as well as city.

FDC. FOSTER FULLER.

A Paris physician who was summoned the other day to attend a sick child left directions which a neighboring French druggist had translated for the benefit of the English nurse in charge of the child. These are the directions with the English intended in parenthesis: 1. To distend the children of other children. (To isolate the baby from her sister.) 2. Not many flowers in the eat and not give him that milk prepared. (Suppress farinaceous food and also the milk as hitherto prepared.) 3. Before the col of children use eponge warm. (Apply a hot sponge to the child's throat.) 4. Everybody that have occupation of children will whach the hands in liquor of van Swieten. (Every person coming in contact with the child to wash his hands in van Swieten's solution.) All the linen deteriorated shall be whach in solution before londres. (All soiled linen to be washed in the solution before being sent to the laundress.)

COMPUTING SCALES!

: : : : :

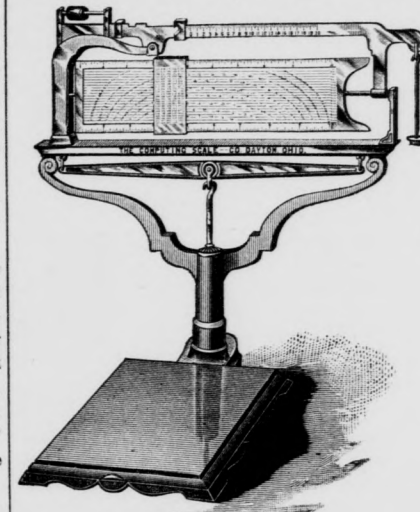
More Than 13,000 In Use

At Prices Ranging From \$15
Upwards.The Styles shown in
this cut

\$30.00

Which includes Seamless
Brass Scoop.

: : : : :

For advertisement showing our World-Famous
Standard Counter and Standard MarketDayton Computing
Scales

See last page of cover in this issue.

THE COMPUTING SCALE CO., - DAYTON, OHIO

Standard Oil Co.,

GRAND RAPIDS, MICHIGAN

DEALERS IN

Illuminating and Lubricating

=: OILS :=

Naptha and Gasolines.

Office, Michigan Trust Bldg.

Works, Butterworth Ave.

BULK WORKS AT

GRAND RAPIDS,
BIG RAPIDS,
ALLEGAN,MUSKEGON,
GRAND HAVEN,
HOWARD CITY,MANISTEE,
TRAVERSE CITY,
PETOSKEY,CADILLAC,
LUDINGTON,
REED CITY,

Highest Price Paid for

EMPTY CARBON & GASOLINE BARRELS.

Desirability of a Respectable Looking Delivery Wagon.

Written for THE TRADESMAN.

It is certainly something of a surprise to note the number of old, rickety, clap-trap, worn-out delivery wagons in use in this large, healthy, wealthy and beautiful city. Why a grocer will keep a very neat and tidy store, clean front windows, filled up with a very choice and slightly lot of goods, and a scrupulously clean swept floor, and will then put his goods into the hands of a very cheap looking man or boy, to be rattled along the principal streets of the city in an old, faded, rattle-trap, noisy, illy-shaped and worn-out delivery wagon, is beyond our understanding.

What better advertisement can there be for a merchant than to have a neat, nicely painted, attractive wagon, hurrying around on the streets of this city with his name on it? Of course, a good-looking horse and harness ought to go with the wagon. It does not cost any more to feed a good, stylish horse than it does an old consumptive or rheumatic one. The new wagon, harness and horse mean paying out good money for something that many a man thinks he can get along without; but the idea is right here: Mr. A. comes out with a stylish rig, not necessarily a large or cumbersome one, and everybody sees it at once; not only his old customers, but many new ones. He delivers a batch of groceries to Mrs. B. She notices the new wagon and harness and remarks on the general neat appearance of the rig. Somehow the fish, meat or groceries seem to look cleaner and please her a little better than usual. Half an hour afterward along comes Mr. C.'s old rig, and stops at Mrs. D.'s house. This lady, who happened to notice Mr. A.'s new rig at her neighbor's house, almost imagines that her stuff seems a little older, dustier or mustier than usual, coming from Mr. C.'s old dirty wagon, hitched to a tired looking horse.

This happens two or three times and she then speaks to her husband about changing grocers. He has already noticed the new wagon of Mr. A on the streets, and readily agrees with his wife that they can afford to deal with just as enterprising a grocer as the B family. They feel that they want just as good stuff as their neighbors and they want a wagon just as decent and clean-looking to bring it to them; so Mr. A gets another good customer. He very soon begins to get the very best class of trade. His cash business increases; in fact, he is now doing almost entirely a cash business.

ness. He finds he is buying and selling nearly double the amount of goods he did last year, with his old tumble-down, rattle-trap wagon. He soon finds he needs another good rig to take care of his business.

Why need we ask if it pays to have a

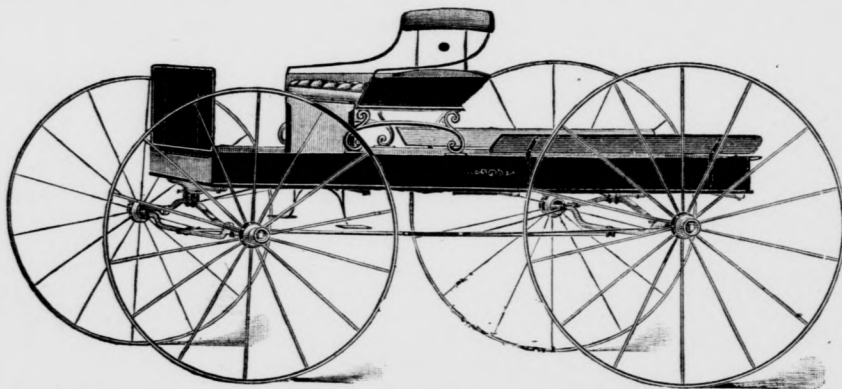
neat delivery outfit? We have seen these dirty old carryalls drive up to the finest residences in the city and deliver their stock of sundries, and have often wondered why the grocers of Grand Rapids do not seem to appreciate or feel the importance of having a neat, clean adver-

tisement for themselves, and something that will do them good almost every day in the year, in the shape of a first-class delivery rig. There is not a town of this size in the United States, that we know of, that is so much of a back number in this respect.

GEO. W. HART.

IS IT NOT A BEAUTY?

FOR ONLY \$35



FOR ONLY \$35

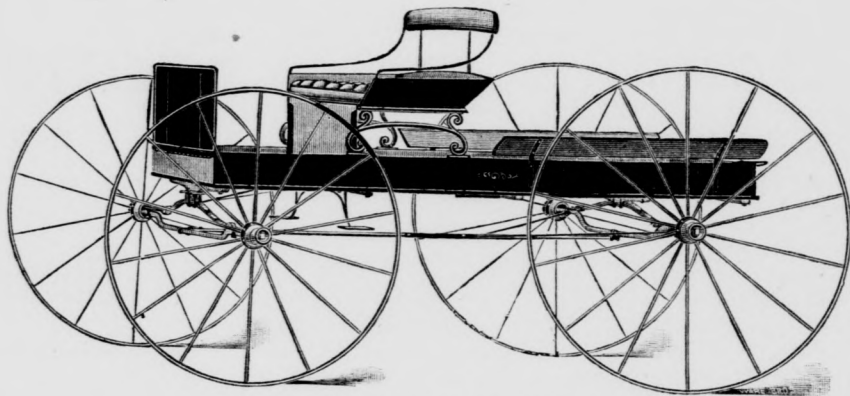
This is a "Leader" with us and we are selling lots of them. Of course, we have larger and better Delivery Wagons for more money.

WE CARRY A FULL LINE-- Carriages, Harness, Pumps, Wind Mills, Plows, Harrows, Wheel Cultivators, Grain Drills, Page Fencing, BICYCLES and other things too numerous to mention. Prices right.

ADAMS & HART, 12 W. Bridge St.

Belknap, Baker & Co.

WHOLESALE AND RETAIL.



Light Delivery and Order Wagon.

88-90-92 S. DIVISION ST.

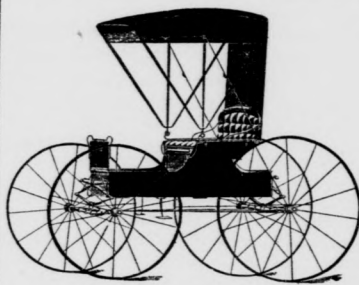
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ESTABLISHED 1865. MANUFACTURERS OF
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Body 9½ ft. long, 38 in. wide, drop tall gate.....48 00



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CARRIAGES, WAGONS

Harnesses, Harrows,
Plows, Cultivators.

AND A FULL LINE OF SMALL IMPLEMENTS AND REPAIRS.

Prompt attention to Mail and Telegraph Orders. Prices right. Write for Catalogue. Telephone 104.

The Drug Market.

Acids—Salicylic is unsettled and irregular, with the combination prices being shaded. Benzoic is easier. Citric is moving rather freely and the market is very firm in view of the strong upward tendency abroad. Tartaric has been advanced. The undertone is decidedly firm and indications favor still further improvement. Other descriptions are without noteworthy feature.

Alcohol—The undertone of the general market is firmer, but no positive evidence has yet come to light of an agreement between competing distillers.

Arsenic—Increasing strength in primary markets and continued scarcity in this country influence a firm feeling among holders.

Balsams—Copaiba is in good jobbing request from dealers, but stocks in first hands are accumulating, recent arrivals being unsold, and prices are somewhat easier. Peru is unchanged, but tending easier. Tolu has been advanced. There have been no direct arrivals for a long time, and none are known to be on the way; holders are, consequently, unwilling to sell except in small lots. Stocks in London and Hamburg are lower than for several years, and a further advance in prices would not be surprising. More inquiry is noted for Canada fir.

Cocaine—The easier feeling heretofore noted has resulted in a decline of 50 cents per ounce in manufacturing prices.

Colocynth Apples—The market has a strong undertone, with a good demand for consumption, and both Trieste and Spanish are bringing full prices.

Cream Tartar—Continues firm under the influence of strong markets for crude material, and manufacturers maintain the advance.

Essential Oils—Leading descriptions are sharing in the general business improvement. Anise is very firm. Clove is stronger, in sympathy with the spice. Croton is stronger, owing to higher markets abroad and scarcity of seed. H. G. H. peppermint is firmer, under a fair export demand and lighter offerings, but bulk oil has not improved.

Flowers—Chamomile are in fair demand at steady prices. Saffron is also being taken in moderate quantities.

Glauber Salts—Manufacturers have formed a combination and announce that an advance will be made in a few days.

Gums—Camphor has again been advanced 2c per lb., and the market is somewhat excited. Cables report higher markets abroad for both crude and refined, and domestic makers are disposed to cut down their orders and refuse to make contracts. Importers of Japan are holding firm.

Lycopodium—Continues to meet with a good demand from consumers, and prices are firm.

Mercurial Preparations—Have been advanced, owing to the improvement in quicksilver; calomel, corrosive sublimate, bisulphate and the precipitates are 2c higher; the minor preparations, 1c higher.

Morphia—Has declined, due to the lower price of opium.

Opium—Steady.

Quicksilver—Is higher, in sympathy with the London market, Rothschilds' price having been advanced, in consequence of which American merchants have marked their prices up 2c per lb.

Roots—There is nothing encouraging to be said concerning jalap. The shipments which usually come to this country have been diverted to London and Hamburg in the hope of realizing better prices, but recent sales abroad indicate that the shippers are disappointed, as, notwithstanding the low prices here, they are above the parity of foreign markets. Jamaica ginger continues to arrive, but in smaller quantities, the current crop nearing its end, and the market is ruling steady. Sepentaria of prime quality is becoming scarce.

Seeds—Exceptional quietude has prevailed this week in the seed market. The most interesting feature is the reported movement to organize a canary seed trust in London, with the object of realizing higher prices during the balance of the present crop year. Recent advices indicate that all the important English operators are supporting the scheme, and this intelligence has infused a firmer tone into the American markets. Prices, however, show no change. Hemp remains in light supply. An important shipment from Russia is being delayed at Copenhagen by a mishap to the vessel and it is feared that the cargo is seriously damaged. Mustard is unchanged, brown being scarce and quotations showing firmness.

The Hardware Market.

General trade for the last few days has been a little dull, owing to the cold weather, but during the hot spell the first of the month it was impossible for the jobber and the manufacturer to keep up with their orders. In many lines this is still the trouble with the manufacturer. The news from all over the country indicates a marked revival in all trades, and the indications are that we shall have a continuance of same if the cold weather and frosts do not kill all the crops and the currency agitators do not unsettle the financial business of the country. All heavy hardware, as well as many lines of shelf goods, has been advanced quite materially and the prospects are that more will follow. Our advice to dealers is not to give their goods away without a profit, for they will wait a long while before they buy many things as cheaply as they have.

Wire Nails—Low prices have been withdrawn by all the mills and even at the advanced price they will not quote beyond June 1. While the advance in the cost of raw material would necessitate a better price in the manufactured article, a general advance in labor has, also, been made. We quote, subject to change without notice, \$1.10 at mill and \$1.30@1.25 from stock.

Barbed Wire—Like nails, all low prices have been withdrawn and, while prices from stock have not advanced, the price from mill is some \$3 a ton higher. We quote painted at \$1.80 and galvanized at \$2.20.

Sheet Iron—Manufacturers are refusing to quote for fall deliveries, but jobbers who have contracts entered are taking care of their trade, but at an advance of \$2 a ton.

Bar Iron—Has advanced from \$3@4 per ton and the mills are not anxious to book large orders at that.

We also note higher prices on the following: gas pipe, lead pipe, pumps, sinks, screws, strap hinges, plain and galvanized wire of all kinds.

Window Glass—Meetings are being held weekly by the glass men, trying to arrange to have a more general advance. As the time is very near when all the factories close down for the summer, the market is much firmer. We quote S. S. glass at \$5@15 per cent. and D. S. glass at \$5@20 per cent., but look for higher prices soon.

The Grocery Market.

Sugar—The market has ruled quiet during the past week, with the tone holding firm, in sympathy with strong raw markets here and in Europe. The indications continue to favor steady and unchanged prices for the near future. The feeling is that any change that may occur will be an upward one.

Bananas—The local market is rather bare of bananas at the present time; that is, bananas which are in good shipping condition. There are about 2,000 bunches of fruit here which have been chilled somewhat, mostly culls, and for that reason good stock will probably bring better figures this coming week. Most of the stock now arriving is from New Orleans and Mobile, as prices are cheaper there than at Eastern points. Cargoes coming to New York, Boston, Baltimore average very light, and as the demand is excellent they sell readily upon arrival, at better figures than Western dealers can well afford to pay.

Lemons—The cool weather which has prevailed during the past two weeks has not been instrumental in reducing prices of lemons, as many supposed it would. It has merely checked the demand and advance. New York brokers have a good lot of orders in hand, which dealers turned over to them in hopes that lower prices would be realized on account of the weather. So far, the limit given in the majority of cases has not been reached, and as Western stocks are light the first few days of warm weather will witness a sharp advance.

Oranges—The orange situation is about the same as last week. Retail dealers are handling them sparingly, and buying from hand to mouth, as they decay so rapidly that no one cares about having more on hand than will supply them for a few days' needs.

Domestic Fruits—Are arriving freely from the South, and selling at very reasonable prices. Strawberries, especially, are reaching here in a good firm condition, and selling comparatively low.

Foreign Nuts—Easy, the prices in the buyers' favor. The same will apply to figs and dates.

It is stated that, as a result of the high-handed conduct of England in the Nicaragua affair, the Venezuelan government is about to establish a national bank in which United States capital will be interested as far as it may be necessary to call outside assistance. The management of the national finances is to be intrusted to this bank, including the collection of the revenues. This arrangement will render it impossible for England to interfere with duties as threatened in the Nicaragua case, without involving interests of this country. Ordinarily, the Venezuelans would have looked to England for this assistance, on account of her financial prestige and low interest rates, and this action indicates the alienation in consequence of the short-sighted British policy in the smaller American republics.

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The citizens of the village of VANDERBILT will pay a liberal bonus for a Hardwood Factory that will employ seventy-five men or more.

We have the choicest of Maple, Birch and Basswood Timber.
Correspondence solicited.

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State Board of Pharmacy.

One Year—George Gundrum, Ionia.
Two Years—C. A. Bugbee, Charlevoix.
Three Years—S. E. Parkhill, Owosso.
Four Years—F. W. R. Perry, Detroit.
Five Years—A. C. Schumacher, Ann Arbor.
President—Fred'k W. R. Perry, Detroit.
Secretary—Stanley E. Parkhill, Owosso.
Treasurer—Geo. Gundrum, Ionia.
Coming Meetings—Detroit (Star Island), June 24; Lansing, Nov 5.

Michigan State Pharmaceutical Ass'n.

President—A. S. Parker, Detroit.
Vice-President—John E. Peck, Detroit.
Treasurer—W. Dupont, Detroit.
Secretary—F. C. Thompson, Detroit.

Grand Rapids Pharmaceutical Society.

President, John E. Peck; Secretary, B. Schrouder.

THE COCAINE HABIT.

Direful Results of Free Use of the Drug.

The cocaine habit is a comparatively new addition to the evils by which humanity is beset, and it promises to excel even morphinism in insidiousness of growth, in blasting destructiveness and in the number of its victims. Under the influence of cocaine, the subject seems to enjoy a renewal of youth. Capacity for labor is augmented, and the need of sleep much diminished. The occasional use of cocaine leaves a highly illusive impression on the unprofessional mind, producing pleasant sensations, inspiring courage and causing a general feeling of exuberant vitality, with apparently no unpleasant after effects; but while the immediate action of cocaine is more animating and agreeable than that of morphine, it is not nearly so enduring, and the bitter sequelæ are manifested earlier and in a form far more disastrous than in morphine intoxication. Cocaine habitues are utterly unreliable and disregard all personal appearance, going about unkempt, bedraggled and forlorn. While under the influence of the drug they feel equal to any task, forget the past, cherish hopes for the future, are happy in and oblivious to their sad condition. Without it they are nervous, maniacal, morose and even dangerous. The cocaine habit is a swift road to destruction, and leaves in its wake a blight most terrible to behold.

The growing prevalence of this vice is largely due to the greatly reduced price of cocaine, occasioned by improvements in the process of extracting it from the crude drug. Less than ten years ago, cocaine was worth 75 cents a grain; it can now be bought at the rate of two grains for five cents.

Several distinct causes result in the acquirement of this habit. Prominent among these is the pernicious practice of a certain class of druggists (fortunately small in number) who offer cocaine when asked for something that will relieve toothache, neuralgia and countless other aches and pains. It is impossible to estimate the ruinous effect of such recklessness. To the chronic sufferer, cocaine proves at first an inestimable boon; but the first dose breeds an insatiable and almost insuperable appetite, and with this come all the trickery and depravity of an experienced victim. Misery and the bitterness of remorse would fill the soul of the druggist who is so rashly indifferent as to incur this responsibility, had he sufficient imagination to see before him a panorama of the degradation, suffering and ruin for which he has become chargeable.

In some way the erroneous notion has come to prevail that, in treating the morphine habit, cocaine is of great value, counteracting the effects of the morphine. Proceeding on this principle, numberless quacks have claimed ability to cure the morphine habit. The unfortunates whom they have succeeded in deluding are perhaps cured of the morphine habit, but in its stead they become cursed with a vice far more ruinous than all their former ills. Cocaine may counteract the effects of morphine, but when the action of the cocaine is exhausted the system demands greatly increased quantities of morphine, and this in turn produces a desire for more and more cocaine. To use cocaine for curing the morphine habit is like jumping from the frying pan into the fire.

Another class of victims comprises those to whom cocaine has been administered in minor surgical operations, and who, remembering its exhilarating effects, subsequently obtain and use the drug, to their ruin.

Some, ignorant of its possibilities for injury, begin the habit voluntarily; others are led into it by what seems to them a necessity, and others, again, are innocently beguiled into it by the influence of environment and friends.

The cocaine habit is apparently incurable, unless the subject possesses a powerful will and renounces the use of the drug ere its vicious effects are manifest. After the habit is once acquired, the system craves the drug very much as the body craves food. When this drug hunger is not gratified, the habitue suffers all the consequences of natural starvation, until his system recovers its normal condition. With overwork or any mental strain the craving for the drug returns, and is repelled only with the utmost difficulty. Each dose creates a demand for a larger dose the next time, and a point is seldom reached where a constant quantity produces uniform results.

A single instance will illustrate the terrible possibilities of this drug. A prosperous young lawyer, being very much overworked and in great demand, sought renewal of his exhausted energies in cocaine. For a long time this served him remarkably well, stimulating his energies and producing an appearance of renewed vitality. Presently his system failed to respond to the usual quantities of the drug; then began a gradual increase in the dose, with simultaneous reduction in the effect. Finally the drug seemed to lose all potency, and the subject was completely prostrated. Under skillful treatment he recovered after a time and appeared to be restored, but with returning labor and anxiety came the old craving and morbid desire for the stimulant. This he resisted with all his energy, but to no avail. An extreme hunger prevailed in his system, and he could have no peace until this was satisfied. Notwithstanding his former experience, one night he stole from his home and satisfied his longing with cocaine. Pleasant thoughts and blissful dreams were the result. And thus he sustained himself from day to day. By stealth his wife obtained some of the drug, and, finding exhilaration in its use, continued to administer it to herself, guarding her secret from her husband. To-day one is a raving maniac and the other is behind the bars, clamorous for cocaine.

ALBERT N. DOERSCHUK, PH. G.

A Plea for the Kitchen Girl.

Written for THE TRADESMAN.

The average American woman has neither the taste for nor the physical ability to do, with her own hands, the work necessary to be done in any household, however small. We women know how deceptive appearances are in respect to the amount of work to be done, but to the uninitiated it seems that the work in a small family must be, in fact, mere pastime. But facts are stubborn things and the contrary is well known to be true; and the unvarying routine of washing, ironing, cooking, dish washing, etc., must be done with as persistent regularity in a family of three as in one of five times that number.

Now, the vexed question of how to obtain competent help to do this work that we, with here and there an exception, neither like to do, nor are able to do, ourselves—and, I might add, nor know how to do—has, as yet, not been settled.

Of course, we see now and then a faithful and efficient servant in some family, but the army of incompetent and soul-harrowing kitchen girls is, indeed, appalling.

But right here I want to say a word in behalf of these girls against whom mal-

edictions are so freely uttered. For what stimulus have they to be anything but shiftless and incompetent, and, in fact, what chance have they to be anything else? To be sure, no one wants to hire untrained help and be to the trouble of teaching them, and so we all advertise for, and expect to get, a girl who is thoroughly competent, and we add, "No others need apply." If it turns out that she is not all that we require in competent help, she is generally discharged and another hired. But where is she to become competent? This knowledge is not intuitive, nor to be learned but by experience and patient repetition. Where is the school where she can learn the art of cooking, of sweeping and dusting, of washing and ironing? We have schools where girls may study to become trained nurses, and the results are seen in skillful care of the sick. But, where is this great body of domestics to get their knowledge and skill? Their name is legion, and they come mainly from homes where model housekeeping is by no means common.

And another thing: Is the paltry sum of \$2 or \$3 a week a sufficient inducement to a girl of independence and ambition to take this position of servant and be debarred from any other society than that of kitchen girls? When a woman does her own work, she does not, for a moment, consider that she is doing anything that will exclude her from good society. Now, what difference does it make whether a woman does her own work for no recompense whatever, or does for pay the work of some one else? And, again, what is the difference whether a girl earns money by doing housework, or earns it by doing any other respectable work—dressmaking, school teaching, type setting, stenography or any other kind of office work? If we would bring up this position to the level of other occupations, we would soon find a better class of girls to fill it. If, in some way, there could only be an inducement given to these girls to become skillful and competent and intelligent—yes, intelligent, for the ignorance of some of them is dense and their stupid-

ity beyond belief—is it not likely they would become so?

We have no trouble whatever in hiring women skilled in sewing and in nursing; and, until there is some school where girls can be taught housekeeping in its varied departments, and until there is some inducement offered to become a skillful domestic—as there is now to become a good dressmaker and a skillful nurse—we shall go on advertising in vain for competent girls to do our work, and shall go on hiring and discharging a poor class of help that scarcely earn the small sum they receive.

It is in the art of cooking—for cooking, truly, is a fine art—that we find the most deplorable want of knowledge. And how can it be otherwise? To be a good cook requires judgment and experience. No merely mechanical processes of labor will evolve a good dinner. Good cooking calls out many more faculties than are required to be a good seamstress or a good nurse, or even a good book-keeper. A good cook must be quick of perception, correct in judgment, methodical, accurate, neither dull nor slow. And when we shall be willing to pay a better price to have good cooking done, and shall so dignify the position as to render the conditions more desirable under which a girl enters our homes, we shall, doubtless, spend less time bemoaning our sad fate in being at the mercy of inefficient help. H. A. R.

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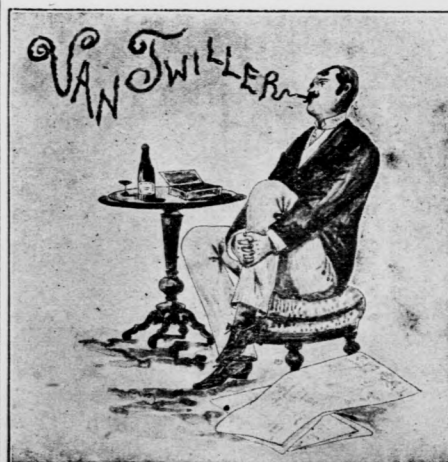
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ACIDUM.		ACIDUM.	
Aceticum	82 10	Cubebae	1 60 21 70
Benzoleum German.	55 75	Erigeron	1 20 21 30
Boric	15	Gaultheria	1 50 21 60
Carbonicum	23 32	Geranium, ounce.	2 75
Citricum	41 44	Gossypii, Sem. gal.	80 70
Hydrochlor.	30 5	Hedera	1 25 21 40
Nitrosum	10 12	Juniperi	50 22 00
Oxalicum	10 12	Lavandula	90 22 00
Phosphoricum dil.	10 12	Limonia Piper	1 30 21 50
Salicylicum	65 70	Mentha	1 30 21 50
Sulphuricum	14 20	Mentha Verid.	1 30 21 50
Tannicum	40 21 60	Morruhae, gal.	1 40 21 50
Tartaricum	30 23	Myrica, ounce.	2 50
AMMONIA.		Olive	90 23 00
Aqua, 16 deg.	40 6	Pice Liquida, (gal. 35)	10 12 12
20 deg.	60 8	Ricini	80 23 00
Carbonas	12 14	Rosmarini	1 00
Chloridum	12 14	Roseae, ounce.	6 50 28 50
ANILINE.		Succini	40 23 00
Black	2 00 22 25	Sabina	90 21 00
Brown	80 21 00	Santal	2 50 27 00
Red	45 50	Sassafras	50 25 00
Yellow	2 50 23 00	Sinapis, ess. ounce.	2 65
BACCAR.		Tigili	2 10 00
Cubebae (po 25)	20 25	Thyme	40 20 00
Juniperus	80 21 00	Thy opt	2 10 00
Xanthoxylum	25 30	Theobromas	15 20 00
BALSAMUM.		POTASSIUM.	
Copaiba	45 50	Bi Carb.	15 20 18
Peru	23 25	Bichromate	11 20 18
Terabin, Canada	45 50	Bromide	45 48
Tolutan	40 50	Carb.	13 20 15
CORTEX.		Chlorate (po. 17 19)	15 20 18
Abies, Canadian	18	Cyanide	50 23 00
Cassiae	12	Iodide	90 23 00
Cinchona Flava	18	Potassa, Bitart. pure.	23 25 00
Eucalyptus atropurp.	20	Potassa, Bitart. com.	23 25 00
Myrica Corifera, po.	12	Potass Nitras, opt.	80 10
Prunus Virgin.	12	Potass Nitras	70 9
Quillaja, grd.	12	Prussiate	25 23
Sassafras	12	Sulphate po.	15 20 18
Ulmus Po (Ground 15)	15	RADIX.	
EXTRACTUM.		Aconitum	20 25
Glycyrrhiza Glabra	24 25	Althae	23 25
Haematox, 15 lb. box	11 12	Anchusa	12 15
" 1 lb. box	13 14	Arum, po.	20 25
" 1/4 lb. box	14 15	Calamus	20 25
" 1/8 lb. box	16 17	Gentiana (po. 12)	80 10
FERRU.		Glycyrrhiza, (pv. 15)	16 18
Carbonate Precip.	2 15	Hydrastis Canadian.	2 30
Citrate and Quinia	2 30	(po. 35)	2 30
Citrate Soluble	2 50	Hellebore, Ala. po.	15 20
Ferrocyanidum Sol.	2 50	Inula, po.	15 20
Solut Chloride	2 15	Ipecac, po.	1 30 21 40
Sulphate, com'l.	2 7	Iris plox (po. 35 38)	35 40
" pure	2 7	Jalapa, pr.	40 45
FLORA.		Maranta, 1/4	2 35
Arnica	12 14	Podophyllum, po.	15 20
Antemiss	18 25	Rhei	75 21
Matricaria	18 25	" cut	75 21
FOLIA.		" pv	75 21
Barosma	14 20	Spigelia	35 38
Cassia Acutifol, Tin-	18 25	Sanguinaria, (po 25)	20
nively	25 30	Serpentaria	50 55
Salvia officinalis, 1/4	12 20	Senega	55 60
and 1/8	80 10	Similax, Officinalis. H	10 12
Ura Ural	80 10	Scilla, (po. 35)	10 12
GUMMI.		Symplocarpus, Fosti-	2 35
Acacia, 1st picked	2 60	dua, po.	2 35
" 2d	2 40	Valeriana, Eng. (po. 30)	15 20
" 3d	2 30	" German	15 20
" sifted sorts	2 30	Ingiber a.	18 20
" po	60 50	Zingiber j.	18 20
Aloe, Barb. (po. 60)	50 60	SEMIN.	
" Cape, (po. 20)	2 12	Anisum, (po. 20)	2 15
Socotri, (po. 60)	2 50	Apium (gravelous)	14 16
Catechu, 1s, 1/4, 14 1/4	2 1	Bird, 1s	40 6
16)	2 1	Carui, (po. 18)	10 12
Ammoniac	55 60	Cardamon	1 00 21 25
Assafetida, (po. 40)	35 40	Coriandrum	12 14
Benzoinum	50 55	Cannabis Sativa	40 5
Camphora	50 55	Cydonium	75 100
Euphorbium po	35 40	Chenopodium	10 12
Galbanum	2 50	Dipterix Odorata	1 80 22 00
Gamboge, po	65 60	Foeniculum	2 15
Guaiaacum, (po 35)	2 30	Poenngreek, po	2 15
Kino, (po 3 00)	2 30	Lini	3 1/2 4
Mastic	2 40	Lini, grd. (bbl. 3 1/4)	3 1/2 4
Myrrh, (po. 45)	2 40	Lobelia	35 40
Opil (po 3 10 23 30)	1 90 22 00	Pharlaris Canarian	40 5
Shellac	40 45	Rapa	4 1/2 5
" bleached	40 45	Sinapis Alba	70 8
Tragacanth	50 60	" Nigra	11 12
HERBA—In ounce packages.		SPRINGS.	
Abinthium	25	Florida sheeps' wool	2 50 27 75
Eupatorium	20	carriage	2 00
Lobelia	25	Nassau sheeps' wool	2 00
Majorum	25	carriage	1 10
Mentha Piperita	25	Extra yellow sheeps'	
Rue	25	wool carriage	
Tanacetum, V	20	Extra yellow sheeps'	
Thymus, V	25	carriage	
MAGNESIA.		Grass sheeps' wool Car-	
Calcined, Pat.	55 60	riage	85
Carbonate, Pat.	20 22	Hard for slate use.	75
Carbonate, K. & M.	20 22	Yellow Reef, for slate	1 40
Carbonate, Jennings	35 36	use	
OLEUM.		SYRUPS.	
Abinthium	2 50 23 00	Accacia	50
Amygdalae, Dulc	30 32	Zingiber	50
Amygdalae, Amarae	8 00 23 25	Ipecac	50
Anial	1 90 23 00	Ferri Iod	50
Aurant Cortex	1 90 23 00	Aurant Cortex	50
Bergamli	3 00 23 30	Rhei Arom	50
Cajuputi	60 65	Similax Officinalis	60
Caryophylli	75 80	"	50
Cedar	35 40	Senega	50
Chenopodii	21 50	Scilla	50
Cinnamomi	1 40 21 50	" Co.	50
Citronella	2 45	Tolutan	50
Conium Mac.	35 45	Prunus virg.	50
Copaiba	80 23 00		

HARRY'S ROOT BEER



One Bottle Makes
Five Gallons.
Retail Price is Only
10 Cents.

**HAZELTINE
& PERKINS DRUG
CO.**
PROPRIETORS,
Grand Rapids, Mich.

GROCERY PRICE CURRENT.

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

AXLE GREASE.		Cherries.		CREAM TARTAR.		"Superior."		FARINACEOUS GOODS.		FLAVORING EXTRACTS.	
doz gross		Red		Strictly pure		1 books, per hundred		Farina.		Souders.	
Aurora		White		Teifer's Absolute		2 " " "		115 lb. kegs.		Oval Bottle, with corkscrew.	
Astor Oil		Erie		Grocers' 15025		3 " " "		Grits.		Best in the world for the money.	
Diamond		Damsons, Egg Plums and Green		CLOTHES PINS.		5 " " "		Walsh DeRoo & Co.'s		Regular	
Frazer's		Gages		Erie		10 " " "		Hominy.		Grade	
Mica		California		5 gross boxes		20 " " "		Lima Beans.		Lemon.	
Paragon		Common		COCOA SHELLS.		COFFEE.		Barrels		2 oz	
BAKING POWDER.		Gooseberries.		35 lb bags		Green.		Grits		4 oz	
Acme.		Peaches.		Less quantity		Hic.		Dried		Regular	
1 lb. 3 doz		Pie		Pound packages		Fair		Lima Beans.		Vanilla.	
1 lb. 1 " "		Maxwell		COFFEE.		Good		Maccaroni and Vermicelli.		2 oz	
Bulk		Shepard's		Green.		Prime		Domestic, 12 lb. box.		4 oz	
Arctic.		California		Hic.		Golden		Imported		XX Grade	
1 lb. 6 doz case		Monitor		Fair		Peaberry		Pearl Barley.		Lemon.	
1 lb. 4 doz		Oxford		Good		Santos.		Chester.		2 oz	
1 lb. 2 doz		Pears.		Less quantity		Fair		Peas.		4 oz	
Red Star		Pineapples.		Pound packages		Good		Split per lb.		XX Grade	
1 lb. 1 " "		Common		COUPON PASS BOOKS.		Prime		Rolled Oats.		Lemon.	
1 lb. 1 " "		Johnson's		Can be made to represent any		Peaberry		Schumacher, bbl.		2 oz	
1 lb. 1 " "		Booth's		denomination from \$10 down.		Mexican and Guatemala.		Monarch, 1/4 bbl.		4 oz	
1 lb. 1 " "		grated		20 books		Fair		Monarch, 1/2 bbl.		XX Grade	
1 lb. 1 " "		Quinces.		50 " "		Good		Quaker, cases		Vanilla.	
1 lb. 1 " "		Common		100 " "		Prime		Oven Baked.		2 oz	
1 lb. 1 " "		Raspberries.		200 " "		Milled		Sago.		4 oz	
1 lb. 1 " "		Red		500 " "		Java.		German		Lemon. Vanilla	
1 lb. 1 " "		Black Hamburg.		1000 " "		Interior		East India.		2 oz regular panel.	
1 lb. 1 " "		Erie, black		CREDIT CHECKS.		Private Growth		Cracked.		4 oz	
1 lb. 1 " "		Strawberries.		500, any one denom'n.		Mandehling		Bloaters.		6 oz	
1 lb. 1 " "		Whortleberries.		1000, " "		Arabian.		Yarmouth.		No. 3 taper	
1 lb. 1 " "		Meats.		2000, " "		Roasted.		Cod.		No. 4 taper	
1 lb. 1 " "		Blueberries		Steel punch		To ascertain cost of roasted		Georges cured.		Rifle-Dupont's	
1 lb. 1 " "		Corned beef		CRACKERS.		Coffee, add 1/4 c. per lb. for roast-		Georges genuine.		Kegs.	
1 lb. 1 " "		Roast beef		Seymour XXX		ing and 15 per cent. for shrink-		Butter.		Half kegs	
1 lb. 1 " "		Potted ham, 1/4 lb.		Family XXX		age.		Holland, white hoops keg		Quarter kegs	
1 lb. 1 " "		1/4 lb.		Family XXX, cartoon		PACKAGE.		Norwegian		1 lb cans	
1 lb. 1 " "		tongue, 1/4 lb.		Family XXX, cartoon		McLaughlin's XXXX		Round, 1/4 bbl 100 lbs.		1/2 lb cans	
1 lb. 1 " "		chicken, 1/4 lb.		Salted XXX		Idon, 60 or 100 lb. case		Scaled		Eagle Duck-Dupont's	
1 lb. 1 " "		Vegetables.		Salted XXX, cartoon		Arbuckle		No. 1, 100 lbs.		Half kegs	
1 lb. 1 " "		Beans.		Kanosha		Jersey		No. 1, 40 lbs.		Quarter kegs	
1 lb. 1 " "		Hamburg stringless		Boston		Valley City 1/4 gross		No. 1, 10 lbs.		1 lb cans	
1 lb. 1 " "		French style		Butter biscuit		Felix		No. 2, 100 lbs.		Kegs	
1 lb. 1 " "		Limas		Soda, XXX		Hummel's, foll. gross		No. 2, 40 lbs.		Half kegs	
1 lb. 1 " "		Limas		Soda, City		tin		No. 2, 10 lbs.		Quarter kegs	
1 lb. 1 " "		Lewis Boston Baked		Soda, Duchess		CHICORY.		No. 2, 10 lbs.		1 lb cans	
1 lb. 1 " "		Bay State Baked		Crystal Wafer		silk		Family, 90 lbs.		Kegs	
1 lb. 1 " "		World's Fair Baked		Long Island Wafers		red		" 10 lbs		Half kegs	
1 lb. 1 " "		Pineapple Baked		Oyster.		CLOTHES LINES.		Sardines.		Quarter kegs	
1 lb. 1 " "		Corn.		S. Oyster XXX		Cotton, 40 ft. per doz.		Russian, kegs.		1 lb cans	
1 lb. 1 " "		Livingston Eden		City Oyster, XXX		50 ft.		Trout.		Kegs	
1 lb. 1 " "		Purify		Parina Oyster		60 ft.		No. 1, 1/4 bbls, 100 lbs.		Half kegs	
1 lb. 1 " "		Honey Dew		DRIED FRUITS.		70 ft.		No. 1, 40 lbs.		Quarter kegs	
1 lb. 1 " "		Morning Glory		Domestic.		80 ft.		No. 2, 100 lbs.		1 lb cans	
1 lb. 1 " "		Soaked		Apples.		80 ft.		Family, 90 lbs.		Kegs	
1 lb. 1 " "		Hamburg marrofat.		Evaporated.		72 ft.		" 10 lbs		Half kegs	
1 lb. 1 " "		early June		50 lb. boxes		CONDENSED MILK.		Sardines.		Quarter kegs	
1 lb. 1 " "		Champion Eng.		7 1/2 c.		4 doz. in case.		Russian, kegs.		1 lb cans	
1 lb. 1 " "		petit pois		8				Trout.		Kegs	
1 lb. 1 " "		fancy sifted		8 1/2		N.Y. Cond'sd Milk Co's brands		No. 1, 1/4 bbls, 100 lbs.		Half kegs	
1 lb. 1 " "		Soaked		9		Gall Borden Eagle		No. 1, 40 lbs.		Quarter kegs	
1 lb. 1 " "		Harris standard		9 1/2		Crown		No. 2, 100 lbs.		1 lb cans	
1 lb. 1 " "		VanCamp's		10		Daisy		No. 2, 40 lbs.		Kegs	
1 lb. 1 " "		early June		11		Champion		No. 2, 10 lbs.		Half kegs	
1 lb. 1 " "		Archer's Early Blossom		12		Magnolia		Family, 90 lbs.		Quarter kegs	
1 lb. 1 " "		French		13		Dime		" 10 lbs		1 lb cans	
1 lb. 1 " "		Mushrooms.		14				Sardines.		Kegs	
1 lb. 1 " "		Pumpkin.		15		N.Y. Cond'sd Milk Co's brands		Russian, kegs.		Half kegs	
1 lb. 1 " "		Squash.		16		Gall Borden Eagle		Trout.		Quarter kegs	
1 lb. 1 " "		Hubbard		17		Crown		No. 1, 1/4 bbls, 100 lbs.		1 lb cans	
1 lb. 1 " "		Succotash.		18		Daisy		No. 1, 40 lbs.		Kegs	
1 lb. 1 " "		Hamburg		19		Champion		No. 2, 100 lbs.		Half kegs	
1 lb. 1 " "		Soaked		20		Magnolia		No. 2, 10 lbs.		Quarter kegs	
1 lb. 1 " "		Honey Dew		21		Dime		Family, 90 lbs.		1 lb cans	
1 lb. 1 " "		Erie		22				Sardines.		Kegs	
1 lb. 1 " "		Tomatoes.		23		N.Y. Cond'sd Milk Co's brands		Russian, kegs.		Half kegs	
1 lb. 1 " "		Hancock		24		Gall Borden Eagle		Trout.		Quarter kegs	
1 lb. 1 " "		Excelator		25		Crown		No. 1, 1/4 bbls, 100 lbs.		1 lb cans	
1 lb. 1 " "		Elipsoe		26		Daisy		No. 1, 40 lbs.		Kegs	
1 lb. 1 " "		Hamburg		27		Champion		No. 2, 100 lbs.		Half kegs	
1 lb. 1 " "		Gallon		28		Magnolia		No. 2, 10 lbs.		Quarter kegs	
1 lb. 1 " "		CHOCOLATE.		29		Dime		Family, 90 lbs.		1 lb cans	
1 lb. 1 " "		Baker's.		30				Sardines.		Kegs	
1 lb. 1 " "		German Sweet.		31		N.Y. Cond'sd Milk Co's brands		Russian, kegs.		Half kegs	
1 lb. 1 " "		Premium.		32		Gall Borden Eagle		Trout.		Quarter kegs	
1 lb. 1 " "		Breakfast Cocoa.		33		Crown		No. 1, 1/4 bbls, 100 lbs.		1 lb cans	
1 lb. 1 " "		CHEESE.		34		Daisy		No. 1, 40 lbs.		Kegs	
1 lb. 1 " "		Amboy		35		Champion		No. 2, 100 lbs.		Half kegs	
1 lb. 1 " "		Acme.		36		Magnolia		No. 2, 10 lbs.		Quarter kegs	
1 lb. 1 " "		Jersey		37		Dime		Family, 90 lbs.		1 lb cans	
1 lb. 1 " "		Lenauee		38				Sardines.		Kegs	
1 lb. 1 " "		Riverside		39		N.Y. Cond'sd Milk Co's brands		Russian, kegs.		Half kegs	
1 lb. 1 " "		Gold Medal		40		Gall Borden Eagle		Trout.		Quarter kegs	
1 lb. 1 " "		Skim		41		Crown		No. 1, 1/4 bbls, 100 lbs.		1 lb cans	
1 lb. 1 " "		Stick.		42		Daisy		No. 1, 40 lbs.		Kegs	
1 lb. 1 " "		Edam		43		Champion		No. 2, 100 lbs.		Half kegs	
1 lb. 1 " "		Leiden		44		Magnolia		No. 2, 10 lbs.		Quarter kegs	
1 lb. 1 " "		Limburger		45		Dime		Family, 90 lbs.		1 lb cans	
1 lb. 1 " "		Pineapple		46				Sardines.		Kegs	
1 lb. 1 " "		Roquefort		47		N.Y. Cond'sd Milk Co's brands		Russian, kegs.		Half kegs	
1 lb. 1 " "		Sap Sago		48		Gall Borden Eagle		Trout.		Quarter kegs	
1 lb. 1 " "		Schweitzer, Imported.		49		Crown		No. 1, 1/4 bbls, 100 lbs.		1 lb cans	
1 lb. 1 " "		domestic		50		Daisy		No. 1, 40 lbs.		Kegs	
1 lb. 1 " "		CATSUP.		51		Champion		No. 2, 100 lbs.		Half kegs	
1 lb. 1 " "		Blue Label Brand.		52		Magnolia		No. 2, 10 lbs.		Quarter kegs	
1 lb. 1 " "		Pint		53		Dime		Family, 90 lbs.		1 lb cans	
1 lb. 1 " "		Quart 1 doz bottles		54				Sardines.		Kegs	
1 lb. 1 " "		Triumph Brand.		55		N.Y. Cond'sd Milk Co's brands		Russian, kegs.		Half kegs	
1 lb. 1 " "		Half pint, per doz.		56		Gall Borden Eagle		Trout.		Quarter kegs	
1 lb. 1 " "		Pint, 25 bottles.		57		Crown		No. 1, 1/4 bbls, 100 lbs.		1 lb cans	
1 lb. 1 " "		Quart per doz		58		Daisy		No. 1, 40 lbs.		Kegs	
1 lb. 1 " "		375		59		Champion		No. 2, 100 lbs.		Half kegs	
1 lb. 1 " "		450		60		Magnolia		No. 2, 10 lbs.		Quarter kegs	
1 lb. 1 " "		75		61		Dime		Family, 90 lbs.		1 lb cans	
1 lb. 1 " "		150		62				Sardines.		Kegs	
1 lb. 1 " "		300		63		N.Y. Cond'sd Milk Co's brands		Russian, kegs.		Half kegs	
1 lb. 1 " "		600		64		Gall Borden Eagle		Trout.		Quarter kegs	
1 lb. 1 " "		1200		65		Crown		No. 1, 1/4 bbls, 100 lbs.		1 lb cans	
1 lb. 1 " "		2400		66		Daisy		No. 1, 40 lbs.		Kegs	
1 lb. 1 " "		4800		67		Champion		No. 2, 100 lbs.		Half kegs	
1 lb. 1 " "		9600		68		Magnolia		No. 2, 10 lbs.		Quarter kegs	
1 lb. 1 " "		19200		69		Dime		Family, 90 lbs.		1 lb cans	
1 lb. 1 " "		38400		70				Sardines.		Kegs	
1 lb. 1 " "		76800		71		N.Y. Cond'sd Milk Co's brands		Russian, kegs.		Half kegs	
1 lb. 1 " "		153600		72		Gall Borden Eagle		Trout.		Quarter kegs	
1 lb. 1 " "		307200		73		Crown		No. 1, 1/4 bbls, 100 lbs.		1 lb cans	
1 lb. 1 " "		614400		74		Daisy		No. 1, 40 lbs.		Kegs	
1 lb. 1 " "		1228800		75		Champion		No. 2, 100 lbs.		Half kegs	
1 lb. 1 " "		2457600		76		Magnolia		No. 2, 10 lbs.		Quarter kegs	
1 lb. 1 " "		4915200		77		Dime		Family, 90 lbs.		1 lb cans	
1 lb. 1 " "		9830400		78				Sardines.		Kegs	
1 lb. 1 " "		19660800		79		N.Y. Cond'sd Milk Co's brands		Russian, kegs.		Half kegs	
1 lb. 1 " "		39321600		80		Gall Borden Eagle		Trout.		Quarter kegs	
1 lb. 1 " "		78643200		81		Crown		No. 1, 1/4 bbls, 100 lbs.		1 lb cans	
1 lb. 1 " "		157286400		82		Daisy		No. 1, 40 lbs.		Kegs	
1 lb. 1 " "		314572800		83		Champion		No. 2, 100 lbs.		Half kegs	
1 lb. 1 " "		629145600		84		Magnolia		No. 2, 10 lbs.		Quarter kegs	
1 lb. 1 " "		1258291200		85		Dime		Family, 90 lbs.		1 lb cans	
1 lb. 1 " "		2516582400		86				Sardines.		Kegs	
1 lb. 1 " "		5033164800		87		N.Y. Cond'sd Milk Co's brands		Russian, kegs.		Half kegs	
1 lb. 1 " "		10066329600		88		Gall Borden Eagle		Trout.		Quarter kegs	
1 lb. 1 " "		20132659200		89		Crown		No. 1, 1/4 bbls, 100 lbs.		1 lb cans	
1 lb. 1 " "		40265318400		90		Daisy		No. 1, 40 lbs.		Kegs	
1 lb. 1 " "		80530636800		91		Champion		No. 2, 100 lbs.		Half kegs	
1 lb. 1 " "		161061273600		92		Magnolia		No. 2, 10 lbs.		Quarter kegs	
1 lb. 1 " "		322122547200		93		Dime		Family, 90 lbs.		1 lb cans	
1 lb. 1 " "		644245094400		94				Sardines.		Kegs	
1 lb. 1 " "		1288490188800		95		N.Y. Cond'sd Milk Co's brands		Russian, kegs.		Half kegs	
1 lb. 1 " "		2576980377600		96		Gall Borden Eagle		Trout.		Quarter kegs	
1 lb. 1 " "		5153960755200		97		Crown		No. 1, 1/4 bbls, 100 lbs.		1 lb cans	
1 lb. 1 " "		10307921510400		98		Daisy		No. 1, 40 lbs.		Kegs	
1 lb. 1 " "		20615843020800		99		Champion		No. 2, 100 lbs.		Half kegs	
1 lb. 1 " "		41231686041600		100		Magnolia		No. 2, 10 lbs.		Quarter kegs	
1 lb. 1 " "		82463372083200		101		Dime					

PICKLES.

Barrels, 1,200 count...	24 00
Half bbls, 600 count...	22 50
Small...	
Barrels, 2,400 count...	5 50
Half bbls, 1,200 count...	3 25

PIES.

Clay, No. 216...	1 70
T. D. full count...	70
Cob, No. 3...	1 20

POTASH.

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

RICE.

Domestic...	
Carolina head...	5 1/2
No. 1...	5
No. 2...	4 1/2
Broken...	3 1/2
Imported...	
Japan, No. 1...	5 1/2
No. 2...	5
Java...	5
Patna...	4 1/2

SPICES.

Whole Sifted...	
Allspice...	9 1/2
Cassia, China in mass...	9 1/2
Batavia in bund...	15
Saigon in rolls...	32
Cloves, Amboyna...	22
Zanzibar...	11 1/2
Mace Batavia...	70
Nutmegs, fancy...	65
No. 1...	60
No. 2...	55
Pepper, Singapore, black...	10
white...	20
shot...	16
Pure Ground in Bulk...	
Allspice...	15
Cassia, Batavia...	18
and Saigon...	25
Saigon...	35
Cloves, Amboyna...	22
Zanzibar...	18
Ginger, African...	20
Cochin...	22
Jamaica...	65
Mace Batavia...	70
Eng. and Trieste...	22
Trieste...	25
Nutmegs, No. 2...	75
Pepper, Singapore, black...	16
white...	24
Cayenne...	20
Sage...	20
"Absolute" in Packages...	
Allspice...	84 1 1/2
Cinnamon...	84 1 1/2
Cloves...	84 1 1/2
Ginger, Jamaica...	84 1 1/2
African...	84 1 1/2
Mustard...	84 1 1/2
Pepper...	84 1 1/2
Sage...	84

SAL SODA.

Granulated, bbls...	1 1/2
75 lb cases...	1 1/2
Lump, bbls...	1 1/2
145 lb kegs...	1 1/2

SEEDS.

Anise...	2 1/2
Canary, Smyrna...	4
Caraway...	80
Cardamon, Malabar...	4
Hemp, Russian...	4 1/2
Mixed Bird...	9
Mustard, white...	8
Poppy...	4 1/2
Hape...	30
Cattle bone...	30

STARCH.

Kingsford's Corn...	6 1/2
20 1-lb packages...	6 1/2
40 1-lb...	6 1/2
Kingsford's Silver Gloss...	6 1/2
40 1-lb. packages...	6 1/2
6-lb. boxes...	7 1/2
Common Corn...	5 1/2
20-lb boxes...	5 1/2
40-lb...	5 1/2
Common Gloss...	5
1-lb packages...	5
3-lb...	5 1/2
6-lb...	5 1/2
40 and 50 lb. boxes...	3 1/2
Barrels...	3 1/2

SNUFF.

Scotch, in bladders...	37
Maccaboy, in jars...	35
French Rappee, in jars...	43

SODA.

Boxes, English...	5 1/2
Kegs, English...	4 1/2

SALT.

Diamond Crystal...	
Cases, 24 3 lb. boxes...	1 60
Barrels, 320 lbs...	2 50
" 115 2 1/2 lb bags...	4 00
" 60 5 lb...	3 75
" 30 10 lb...	3 50
Butter, 56 lb bags...	65
" 30 14 lb bags...	3 50
" 280 lb bbls...	2 50
" 224 lb...	2 25
Worcester...	84 00
115 2 1/2 lb sacks...	3 75
60 5-lb...	3 50
30 10-lb...	3 30
22 14 lb...	2 50
320 lb. bbl...	3 25
8 lb sacks...	60
linen sacks...	60
Common Grades...	82 10
60 5-lb...	1 90
28 10-lb. sacks...	1 75
Warsaw...	
56 lb. dairy in drill bags...	30
28 lb...	16
Ashton...	
56 lb. dairy in linen sacks...	75
Higgins...	
56 lb. dairy in linen sacks...	75
Solar Rock...	
56 lb. sacks...	22
Common Fine...	
Saginaw...	90
Manistee...	90

SALERATUS.

Packed 60 lbs. in box...	
Church's...	3 30
DeLand's...	3 15
Dwight's...	3 30
Taylor's...	3 00

SEELY'S EXTRACTS.

Lemon...	
1 oz. F. M. 1 50 doz...	\$10 30 gro
2 " N. S. 1 30 "...	12 60 "
2 " F. M. 1 40 "...	14 40 "

Vanilla.

1 oz. F. M. 1 50 doz...	16 20 gro
2 " N. S. 2 00 "...	21 60 "
2 " F. M. 2 50 "...	25 50 "

Rococo—Second Grade.

Lemon...	
2 oz. 75 doz...	8 00 "
Vanilla...	
2 doz. 1 00 doz...	10 50 "

SOAP.

G. R. Soap Works Brands...	
Concordia, 100 3/4 lb. bars...	3 50
" 5 box lots...	3 25
" 10 box lots...	3 30
" 20 box lots...	3 20
Best German Family...	
60 1-lb. bars...	2 25
5 box lots...	2 15
25 box lots...	2 00
Allen B. Wrisley's Brands...	
Old Country, 30 1-lb...	3 30
Good Cheer, 30 1-lb...	3 30
White Borax, 100 3/4 lb...	3 65
Proctor & Gamble...	
Concord...	3 45
Ivory, 10 oz...	6 75
Lenox...	4 00
Mottled German...	3 15
Town Talk...	3 25
Dingman Brands...	
Single box...	3 35
5 box lots, delivered...	3 35
10 box lots, delivered...	3 75
Jas. S. Kirk & Co.'s Brands...	
American Family, wrp d...	3 33
" plain...	2 27
N. K. Fairbank & Co.'s Brands...	
Santa Claus...	3 30
Brwn, 60 bars...	2 10
" 80 bars...	3 10
Lautz Bros. & Co.'s Brands...	
Acme...	3 65
Cotton Oil...	6 00
Marsellies...	4 00
Master...	4 00
Thompson & Chute Co.'s Brands...	

SILVER SOAP.

Silver...	3 65
Mono...	3 30
Savon Improved...	2 50
Sunflower...	2 30
Golden...	3 25
Economical...	2 25

SUGAR.

Below are given New York prices on sugars, to which the wholesale dealer adds the 10-cent 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 31
Cut Leaf...	5 31
Cubes...	4 94
Powdered...	5 00
XXXX Powdered...	5 18
Granulated...	4 62
Extra Fine Granulated...	4 75
Mould A...	4 94
Diamond Confec. A...	4 62
Confec. Standard A...	4 50
No. 1...	4 37
No. 2...	4 37
No. 3...	4 37
No. 4...	4 37
No. 5...	4 31
No. 6...	4 25
No. 7...	4 13
No. 8...	4 12
No. 9...	4 06
No. 10...	4 00
No. 11...	3 94
No. 12...	3 87
No. 13...	3 75
No. 14...	3 56

SYRUPS.

Corn...	30
Barrels...	22
Half bbls...	22
Pure Cane...	
Fair...	15
Good...	20
Choice...	25

TABLE SAUCES.

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

TEAS.

JAPAN—Regular...	@17
Good...	@20
Choice...	@24
Choicest...	@32
Dust...	@10

SUN CURED.

Fair...	@17
Good...	@20
Choice...	@24
Choicest...	@32
Dust...	@10

BASKET FIRED.

Fair...	@18
Choice...	@25
Choicest...	@35
Extra choice, wire leaf...	@40

GUNPOWDER.

Common to fair...	@25
Extra fine to finest...	@55
Choicest fancy...	@75
COLORED...	@28
Common to fair...	@23

IMPERIAL.

Common to fair...	@23
Superior to fine...	@30
YOUNG HYSON...	@40
Common to fair...	@18
Superior to fine...	@30

ENGLISH BREAKFAST.

Fair...	@18
Choice...	@25
Best...	@40

TOBACCOS.

Cigars...	
Congress Brand...	\$80 00
Imperial...	70 00
Perfectos...	6 00
Boquets...	55 00
Edw. W. Ruhe's Brands...	
Signal Five...	35 00
Comrade...	35 00
Mr. Thomas...	35 00

FINE CUT.

P. Lorillard & Co.'s Brands...	
Sweet Russet...	@25
Tiger...	30
D. Scotten & Co.'s Brands...	
Hiawatha...	60
Cuba...	32
Rocket...	30
Spaulding & Merrick's Brands...	
Sterling...	30
Private Brands...	
Cherry...	@32
Bazoo...	@30
Can Can...	@27
Nellie Bly...	@25
Uncle Ben...	@25
McGinty...	27
" 1/2 bbls...	25
Columbia...	24
Columbia, drums...	23
Bang up...	19
Bang up, drums...	19

Sorg's Brands.

Spearhead...	39
Joker...	37
Nobby Twist...	40
Scotten's Brands...	
Kylo...	35
Hiawatha...	38
Valley City...	34
Finzer's Brands...	
Old Homestead...	4
Jolly Tar...	32
Lorillard's Brands...	
Climax (8 oz, 41c)...	39
Green Turtle...	30
Three Black Crows...	27
J. G. Butler's Brands...	
Something Good...	38
Out of Sight...	24
Wilson & McCauley's Brands...	
Gold Rope...	43
Happy Thought...	37
Messmate...	32
No Tax...	31
Let Go...	27

Smoking.

Catlin's Brands...	
Kiln dried...	17@18
Golden Shower...	19
Huntress...	26
Meerschaum...	29@30
American Eagle Co.'s Brands...	
Myrtle Navy...	30
Stork...	15
German...	15
Frog...	32
Java, 1/2 foil...	32
Banner Tobacco Co.'s Brands...	
Banner...	16
Banner Cavendish...	36
Gold Cut...	30
Scotten's Brands...	
Warpath...	14
Honey Dew...	36
Gold Block...	30
F. F. Adams Tobacco Co.'s Brands...	
Peerless...	26
Old Tom...	18
Standard...	22
Globe Tobacco Co.'s Brands...	
Handmade...	40
Leidersdorf's Brands...	
Rob Roy...	26
Uncle Sam...	38@32
Red Clover...	32
Spaulding & Merrick...	
Tom and Jerry...	25
Traveler Cavendish...	38
Buck Horn...	30
Plover Boy...	30@32
Corn Cake...	16

VINEGAR.

40 gr...	@28
50 gr...	@29
1 for barrel...	

WET MUSTARD.

Bulk, per gal...	30
Beer mug, 2 doz in case...	1 75

YEAST.

Diamond...	75
Eureka...	1 00
Magic...	1 00
Yeast Cream...	1 00
Yeast Foam...	1 00

WOODENWARE.

Tubs, No. 1...	5 75
" No. 2...	4 75
" No. 3...	4 00
Pails, No. 1, two-hoop...	1 25
" No. 1, three-hoop...	1 35
Bowls, 11 inch...	90
" 13 "...	1 25
" 15 "...	1 80
" 17 "...	1 80

HIDES PELTS and FURS.

Perkins & Hess pay as follows:	
FURS...	
Mink...	40 @ 1 25
Coon...	30 @ 75
Skunk...	60 @ 1 15
Rat Spring...	15 @ 18
Rat, winter...	08 @ 11
Rat, fall...	08 @ 11
Red Fox...	1 00 @ 1 60
Gray Fox...	40 @ 6
Cross Fox...	3 00 @ 5 00
Badger...	50 @ 1 00
Cat, wild...	50 @ 75
Cat, house...	10 @ 25
Fisher...	5 00 @ 6 00
Lynx...	1 00 @ 2 50
Martin, drk...	12 @ 3 00
Martin, pale, yel...	1 00 @ 1 50
Otter...	5 00 @ 8 00
Wolf...	1 00 @ 2 00
Beaver...	3 00 @ 7 00
Bear...	15 00 @ 25 00
Opossum...	10 @ 25
Deer Skin, dry...	10 @ 25
Deer Skin, green...	05 @ 12 1/2

HIDES.

Green...	5 @ 27
Part Cured...	2 7 1/2
Full "...	7 1/2 @ 8 1/2
Dry...	6 1/2 @ 8 1/2
Kips, green...	5 @ 6
" cured...	7 @ 8
Calfskins, green...	7 1/2 @ 9
" cured...	10 @ 12
Deacon skins...	10 @ 25
No. 2 hides 1/2 oz...	

PELTS.

Shearlings...	5 @ 20
Lambs...	10 @ 30

WOOL.

Washed...	8 @ 13
Unwashed...	5 @ 11
Old Wool...	40 @ 7 1/2

MISCELLANEOUS.

Tallow...	3 @ 4 1/2
Grease butter...	1 @ 2
Switches...	1 1/2 @ 2
Ginseng...	2 00 @ 2 25

GRAINS and FEEDSTUFFS.

WHEAT...	
No. 1 White (58 lb. test)...	74
No. 2 Red (60 lb. test)...	74

AVOIDABLE MISTAKES

Where Shoes Are Handled in a General Store.

The general merchant is sometimes disagreeably surprised to find that an article in a certain style of footwear, of which he has bought a large quantity for the express purpose of catering to a new class of laborers, or other industry which he thinks, by all the laws of common sense, should make a market for that style, fails to accomplish this purpose, and by reason of its peculiar fitness for this class of customers is adapted to no other, and becomes a dust collector on his shelves. An instance of this came to my notice only recently. A prominent merchant of Eastern Pennsylvania, who has the reputation of being a pretty shrewd buyer, controlled almost the entire trade of a score or so of Italian laborers who had been transported to that locality to work in the extensive Belgian block quarries. He sold them flour, meats and other provisions, and thought he would get a line on their shoes also. On his next purchasing trip to the city his eye was caught by an extra heavy brogan, the sole of which was plentifully studded with nails with large heads, which he thought would be just the thing to withstand the wear and tear over the stones and would please his customers extremely. He purchased a considerable number of them, and when the next quarryman entered the store and called for a pair of shoes he handed out for inspection a pair of these, saying, "Here is something new and stout which I bought expressly for you," whereupon, to his intense disgust, the Italian said, "Hah, 'talian shoes; no want 'em." So it was with all of them. They did not wish other people to tell them what they wanted, and, the only way the merchant sold those shoes was by pulling the nails out.

A persistent effort is being made by some unscrupulous manufacturers to force on the trade a shoe with a composite sole, generally stamped "solid leather." This is an untruth, pure and simple, and for the protection of the public some course should be taken to prevent this wholesale fraud. As a general rule, these shoes need to be re-soled in about two weeks, the sole being about equal to compressed pasteboard, and the customer who has been cheated with a pair of these shoddy articles looks not to the maker, but to the dealer, for justification.

One of the greatest blessings of the trade in late years is the packing of all goods in single pair cartons, which is now nearly universal. Formerly, when all shoes were shipped loose in cases, the shoes either had to be sold from the cases, which necessitated a great amount of hard work in pulling the boxes down from the shelves, and also was a factor in causing a great amount of internal profanity when the strings became tangled, or they were placed uncovered on the shelves, and, as nothing will offer such a secure resting-place for dust as the seams of a pair of shoes, no matter how often cursorily cleaned, they looked more shopworn after a few days than a pair of shoes in the single carton ever does. A customer will invariably choose the pair in the carton, other conditions being the same, as they are much more convenient to carry, making a neater and more regular package, and he is inclined to patronize the manufacturer who seems desirous of pleasing his customers. The cost of the paper cartons is very little, and bears no comparison to the advantages to be derived from their use.

The opinion was prevalent among many merchants last season that, owing to the almost universal wearing of russets, principally in a cheap grade of goods, by all classes of people, the stylish people who make or unmake the fashion would weary of the color at last, and the abnormal demand would mark the retirement of the russet and tan, for a time at least. They had ceased to hold one advantage which was claimed for them at first—that they needed no polishing—for it was found that the russet shoe would show the lack of polish as soon as, if not sooner than, the plain black, to any eye except the uninitiated,

and anyone who wished to be "in the swim" with regard to footwear was compelled to have them polished daily, at least, if not oftener.

This past condition of affairs now stares the merchant in the face. If he lays in a stock of russets and something new catches the public eye, he will have hard work in disposing of them; but, on the other hand, in spite of the almost phenomenal sales of last year, if attractive new styles are brought out, and the manufacturers succeed in making it the summer shoe *par excellence*, the market may be held secure for another season.

The evils of the credit system are so apparent and so great, when used in connection with the selling of footwear, that a merchant very soon begins to search for a remedy. The price of a pair of shoes or boots is so great in comparison with a single article of any other commodity that the merchant may well hesitate to take the risk in a case where he might let a few pounds of sugar go. In the store devoted exclusively to footwear it can be made the rule, without much trouble or ill-feeling, that no shoes are to be sold except for spot cash, but in the general store the task is more difficult. The merchant's best trade is perhaps with factory hands who come to him for provisions, clothing and shoes, and, as he usually cashes their paychecks at the end of the month, he is tolerably certain of being paid, although, of course, cash is better than waiting 30 days. But he is placed in a somewhat embarrassing position when he denies credit for a pair of shoes to a casual customer on the ground that he cannot afford to take the risk; and the customer points out those cases where he breaks his rule. But the best plan, nevertheless, is to only part with shoes for cash or an equivalent security, no matter if the groceries are sold on credit, and the best plan here also is to sell only for cash, although seemingly impossible in some localities.

Some of the boots made about 25 or 30 years ago must have been fearful and wonderful creations. Broad in the toes, loose over the instep and narrow and high in the heel, could anything be imagined more uncomfortable, and certainly not beautiful in any respect? The older generation laugh at the razor toes of the present, but they acknowledge that no shoe was ever so symmetrical and adapted to the shape of the foot, so well-fitting in places where no room for movement is needed and yet so easy for walking, which surely tests the comfort of the shoe, as the present one. The old boots were defective in the very place on which the comfort of the wearer most depends. Freedom in walking with high heels and a narrow tread is an absolute impossibility, and the freaks of fashion should always be compelled to seek the place where the comfort of the wearer is not interfered with. And what is the use of making a shoe uncomfortable in parts where the lines do not show?

Did you ever think what a comparatively small amount of goods it takes for the country merchant to make a display with? Your city dealer must buy large quantities to fill his show windows, while you, with the varied assortment necessary to supply the manifold calls, can easily change appearances all along the line by the addition of a diminutive quantity of any one staple. A shifting of the goods, taking the old ones to the rear, putting the new ones in the most prominent place, and the fresh stock, especially if packages, easily show for themselves. Neatness, cleanliness and constant change are factors that win the race, equally in city and country. Try to rejuvenate your stock with a very little new material; use soap, water and elbow-grease on your woodwork and see if the customers do not speedily remark on the change.

Why the country store-keeper of to-day should not be as brainy a merchant as his city brother is not a difficult question to answer. Difference in kind and not in degree should only stand sponsor for a condition of affairs that the average dealer thinks he sees, specialization being the natural outcome of the city dealer and dweller. It is impossible to

TRADESMAN COMPANY

Engraving Department

Anything for Any Purpose

The demand for the finest illustrations of all kinds, as well as for the finest mechanical and ornamental designs, is constantly increasing and inciting to continual effort to keep the lead in the production of the best work. To meet these demands, we are constantly adding facilities and improved methods.

OUR HALFTONE ENGRAVINGS

Are unexcelled.

IN PHOTO AND PHOTO TINT

Engraving for Advertising Designs, Buildings, Cards and Letter Headings, we are making plates which will compare favorably with any in artistic design, fineness and printing quality.

For Machinery and Mechanical Designs, our

WOOD ENGRAVINGS

are from the hands of superintendence of an engraver of the longest experience of any in Western Michigan. We challenge comparison with any in clearness, artistic effect, and in complete and accurate representation of the subject. This last feature is important, especially in cuts of patent devices and manufacturing specialties. For such work, the best is emphatically the cheapest, for many a meritorious invention has met with failure through the use of poor and inartistic engraving.

OUR PRICES ARE CORRECT.

While slovenly and inartistic plates may be obtained at lower prices, perhaps, our customers find it more satisfactory to be assured of first class work in every respect, at fair prices.

It is a pleasure for us to answer questions as to the best process for the work required, to give estimates of cost and to send samples of work in similar lines.

Cheap Coupon Books

In this era of low prices and low grade goods, a demand has arisen for CHEAP COUPON BOOKS, which can be made and sold at a lower price than our Standard Grades, that have been on the market for a dozen years past and have stood the test of time. We are not advocates of cheap goods in any line, and we note that those houses which attempt to build up a reputation by catering solely to the demand for low grade goods, seldom make any money and soon cease to cut much of a figure in the business world.

However, if any of our customers want a cheaper book than our regular

TRADESMAN,
SUPERIOR or UNIVERSAL

Grades, we have it and will cheerfully send samples and quote prices on application. Our

ECONOMIC

Book is not quite up to the standard of its predecessors, but it's a heap better than the books sold by other coupon book makers for the same money. If you are skeptical on this point, we solicit a comparison of workmanship and quotations.

Tradesman Company
Grand Rapids.....

conceive of the country store save as a powerful factor in the village or settlement, for it is there, the headquarters of the circumjacent territory, that the clans must gather day and evening. In these sparsely-settled districts, the farmer, the laborer, the teamster and the dweller are bound to arrive during the day, to stay only a minute, to remain finally for two hours, expecting a rear seat near the stove in winter, a bench on the shady side in summer; always a cigar; sometimes a chew of tobacco, or a "nip" from the cider barrel—this, regularly every day, each road, north, east, south, west, contributing a daily quota that must be seen to be appreciated.

In the evening those nearer at hand gather about to vary the long and monotonous hours between 7 and 9 o'clock with tales not always too pure, but told with a vim and just appreciation of the sometimes smutty point. In this mixed gathering the store-keeper is the one surprised. While some one inhabitant may shine above another in the little company, it is to the proprietor that all turn to settle the knotty point of an argument, to prove an assertion or to justify a statement. Here his power is absolute—and while he may be told while behind the counter that his shoes rip, that the sugar was sanded and the butter half lard, beside the stove his position is never questioned. A little uncrowned king, he sits in passive judgment on his fellows and aids in unraveling tangled threads. Hearing the many-sided assertions, from politics, religion and medicine to day-labor, everyday news and the gossip of the vicinity, his mind does expand, his perception broadens and his appreciation becomes keener.

Let us examine his opportunity and see if he makes the best of it. Certainly this power can be placed to his bankable credit if properly wielded, and why should he not lead the conversation on to his goods—new ones just received, old ones still fair in value and condition that he must get rid of? Why not bring out that pair of women's shoes hardly unpacked and, saying, "Boys, look at these!" direct the conversation to that channel where Jones remembers that his wife needs a new pair "just for church," and, being amazed at their cheapness, orders a pair laid away until he comes next week with butter, and where Brown examines and turns and twists, telling the assembly that he paid so-and-so, of such a town, 50 cents more for something not as good? Instead of the desultory flow of small talk that the circle always must hear, why should not the store-keeper shrewdly use the gathering to extol his own wares? Then, they are more apt to be carefully examined, thought about and appreciated than at the counter. Here is an opportunity that always exists, yet unfortunately is not either properly appreciated or taken advantage of.

GENERAL STORE-KEEPER.

Creditor—Can't you meet your bills?
Hardup—You bet! I meet 'em everywhere.

Use Tradesman Coupon Books.

An Inconsistent Policy.

From the Sanitary Plumber.

The short-sighted and inconsistent policy which seeks to close to young men all entrance to the trades, and at the same time allows, without protest, the great influx of foreign workmen, needs little comment. It is intrinsically selfish and unnatural, and being such cannot long continue. The trade school has come to stay. It has come in answer to a great need, and must develop in answer to that need. The right of American youths to enter the trades, and to equip themselves in the most economical manner for a livelihood, cannot much longer be gainsaid or set aside. What might, under other conditions, become the tyranny of a class cannot long exist beside the free institutions of our country. On the contrary, the true interests of organized labor are to be found, not in futile opposition, but in active participation. The opportunity is at hand for the labor organizations of the country to actively influence and, to a certain extent, direct the trade school movement. By co-operation with the schools they can do much to realize the highest opportunity for usefulness that is open to them. By selfish and bigoted opposition they will do much to cripple and narrow their own power. A comprehensive system of trade training suited to the times would involve the recognition of the trade school graduate by the trade organizations of the journeymen, as well as of the masters, and his establishment with a definite place and a definite economic value in the industrial world. Such a system, while effectively preventing the admission of imperfectly trained workmen, would afford ample opportunity to every naturally qualified candidate. An arrangement of this kind would open the doors of the trades to American youth, without requiring the sacrifice of all opportunity for culture that is now demanded. Such an arrangement would mean to a large extent the Americanizing of the trades—it would mean the addition to our industrial army of young men who have had the opportunity of a good public school education, and who are fitted to assume the duties of citizenship with intelligence and patriotism, as well as to attain to the highest efficiency in the operation of labor.

The Monkey and the Sugar.

A tame monkey in India recently was given a lump of sugar inside a corked bottle. The monkey was of an inquiring mind and it nearly killed him. Sometimes, in an impulse of disgust, he would throw the bottle away out of his own reach and then be distracted until it was given back to him. At other times he would sit with a countenance of the most intense dejection, contemplating the bottled sugar, and then, as if pulling himself together for another effort at solution, would sternly take up the problem afresh and gaze into the bottle. He would tilt it up one way, and try to drink the sugar out of the neck, and then, suddenly reversing it, try to catch the sugar as it fell out of the bottom.

Under the impression that he could capture the sugar by surprise, he kept rasping his teeth against the glass in futile bites, and, warming to the pursuit of the revolving lump, used to tie himself into regular knots around the bottle. Fits of the most ludicrous melancholy would alternate with spasms of delight as a new idea seemed to suggest itself, followed by a fresh series of experiments. Nothing availed, however, until one day a light was shed upon the problem by a jar containing bananas falling from the table with a crash, and the fruit rolling about in all directions. His monkeyship contemplated the catastrophe, and reasoned upon it with the intelligence of a Humboldt. Lifting the bottle high in his hands, he brought it down upon the floor with a tremendous noise, smashing the glass into fragment, after which he calmly transferred the sugar to his mouth and munched it with much satisfaction.

A Fakir's Ingenuity.

Enormous business has been done lately at French fairs by a man who professed to sell a rat powder that was perfectly harmless and that struck rats dead on the spot. In order to convince the skeptical, the man, first of all, powdered a slice of bread with the stuff, and ate a piece of it himself. Then he put the remainder under a glass case, in which a rat was kept in captivity. The rat went to eat the bread and instantly fell dead. At five pence a box the powder went off like hot rolls, and the lucky proprietor of the specific was in a fair way to make a fortune. But the police, who in France are very active in protecting the people from fraud, looked into the matter and found that the powder was nothing but ordinary sugar. They also discovered that the case was connected with a powerful electric battery, and that the moment the rat touched the bread the current was turned on, and it was thus his death was brought about. The man was arrested at the fair of Albi, and he has been sentenced to fifteen days' imprisonment.

The Dry Goods Market.

Dry goods men are getting their fall line of underwear, overshirts and yarns, ready for inspection on the road, and some very good values are shown to retail at 50 and 75c and \$1.

Comforts and blanket samples will, also, be shown in new colorings and designs. Prices are very low.

Fall ginghams, prints and domets will be opened to select by sample in June, fully two weeks ahead of time. Prices will rule a trifle firmer than this spring, on account of higher wages paid in nearly all the large mills at Fall River, Providence, Lowell and Lancaster.

Print cloths have reached 3c, which is just $\frac{1}{2}$ c higher than 30 days ago.

Cambries are still jobbed at $3\frac{1}{2}$ c, only a small advance on the raw cloth.

An Aggressive Store Policy.

From the Minneapolis Commercial Bulletin.

Every merchant should have a store policy. Very few have one. There is too much of allowing trade to take its course, and we will be content with what comes our way. That is not aggressiveness, it is nonsense. When the war was on, the great armies did not remain at one point until the enemy came along and engaged in battle with them; they sought out the enemy and conquered. That is what the aggressive merchant will do. This is not an argument for the competition that has no regard for the rights of others; it is an argument against going to sleep and allowing the business of the community to go to a neighbor.

Because some other merchant goes to sleep it is not necessary that you should remain in a comatose condition through fear of injuring the other man; no one is obliged to hold himself in restraint because some other merchant is not able to do business as it should be done. Regard for others is in not wilfully crowding one to the wall by unfair means, such as a system of price cutting and misrepresentation. Every man has the undoubted right to make progress so long as he does it fairly. An aggressive store policy means a right policy of push and progress, not a simpering store method that would cause inanition in a few hours.

What is aggressiveness? It is being wide awake. Advertise in the local paper, and change the advertisement every issue. That is what city merchants do and they are aggressive. Learn how to advertise. Buy well. Never misrepresent; that isn't aggressiveness, it is dishonesty. Always keep that difference in mind.

She Let Him Off.

Wife—My dear, I need a little more of this stuff, and some trimming to match. I wish you would drop into Bigg, Sale & Co.'s and get it.

Husband (a smart fellow)—Let me see. Oh, I know. That's the store where they have so many pretty girls, isn't it?

"Yes."

"Yes, I remember. That blonde girl at the trimming counter knows your taste and will doubtless select just the sort of trimming you want—I mean the girl with the golden hair, alabaster skin, blue eyes and sweet little—"

"There are a number of things I want down town. Never mind, dear, I'll go and get them myself."

Use for Pearl-Shells.

The pearl-shells which are shipped from Australia to the United States are used, principally, for the manufacture of knife handles, shirt buttons and kindred articles. Considerable quantities are also used for decorating papier-mache and for other ornamental work. The pearl buttons, shirts studs, etc., now made in this country are said to be the best and cheapest in the world, a fact due, in great measure, to the care used in selecting the material and to the improved methods of cutting.



FIREWORKS



"We are the people" to place orders with.

Variety and completeness of stock second to none. PRICES ARE MUCH LOWER THIS SEASON and we want to figure with you on LARGE ORDERS. Net price list of staples and large illustrated list of Set Pieces and Celebration Displays furnished upon application.

The Putnam Candy Co.

GOTHAM GOSSIP.

News from the Metropolis--Index of the Markets.

Special Correspondence

NEW YORK, May 18--General trade among grocery jobbers during the past week has been good. The cold weather and reports of heavy losses by frosts may have had a slight temporary effect in keeping out-of-town buyers away until they could be certain of the real damage done, which, as usual, was probably exaggerated.

A new paper has appeared with the title of the *Anti-Monopolist*. It appears to be devoted to the demolition of department stores, and the boycotting of the same by retailers. None of the stores have closed, as yet, nor do we see any signs of weakening on account of the boycott. A few interested parties appear to be getting their board and, perhaps, some salary by keeping up this incessant roar about the department store. Never learning by experience, they proceed to work the grocer for all he is worth; but the retailer is gradually gaining knowledge.

Coffee appears to be regarded as a better article to purchase than a week ago. Holders are evincing some determination to make the most of the present state of affairs, and would-be purchasers need to shop around a good deal if they find parcels to suit their taste as to lowness of price. Quotations are not higher, but the rate given is more easily obtained. Statistically, the position is for lower prices, as the amount of Rio coffee afloat at present is 497,826 bags, against 367,067 bags same time last year.

Refined sugars are firm and steady, but the demand has lessened somewhat. Deliveries are still somewhat behind, but within a very few days all orders will be promptly filled.

The stereotyped condition in the tea trade still remains. The demand is only for immediate wants and at about the same old prices, and buyers and sellers alike seem perfectly indifferent.

Spices are in quite good demand and, for this time of year, holders are making some good sales. Rates are firm and show no signs of weakness. Speculation may have something to do with the present quotations, but trade is healthy.

Syrups and molasses are firm and the demand during the week has been quite satisfactory. Primary points report a scarcity of some grades and the outlook is for a firm market right along.

Canned goods have been in about the usual demand. Some jobbers report a good trade and others a dull one. There are no changes in quotations to mention. Salmon is the firmest thing in the entire list of canned goods and is going out at a very satisfactory rate.

Dried fruits are very much depressed and concessions are made in many cases rather than lose a sale.

Lemons have suffered a great decline in demand during the week, owing, no doubt, in a great degree, to the cold weather. Other foreign fruits, too, show an absence of demand, and, altogether, the market is somewhat demoralized for the time being.

Butter is not running very well as to quality of stock now coming in. The demand is of an everyday character. For the best Elgin 17c is quoted, and this figure is paid, too, for best State and Pennsylvania.

Cheese is extremely dull and quotations are nominal. The hot weather of last week demoralized a great deal of the stock in transit, and the market has been full of stuff which has been selling from 2@5c, thus making it hard to obtain profitable rates for better quality. At the moment the prospect is rather more favorable.

Eggs are selling well, if fresh, but such are mighty hard to find. Others, which are plenty, bring all sorts of prices and the market is dull.

Retailers are all doing a good trade and the prospects are fair for summer. The exodus to the country appears to begin earlier each season and already many have gone.

The Grain Market.

Wheat has been extraordinarily strong during the week and prices went sky-

ward. Cash wheat advanced 9c, which has not happened before in many years. This is due to the scarcity of cash wheat and the effect the frosts have had on the growing crop. Speculation is, also, a great factor. The sales of July wheat aggregated about 900,000 bushels in Detroit on Saturday. No one is able to predict the length of time this booming of the market will hold on. Should it be ascertained that the frosts have not damaged the growing crop of wheat materially, the markets will remain unchanged; but if wheat is damaged as predicted, not only by the frosts, but by the Hessian fly and the cinch bug, we shall certainly see higher prices. While spring wheat in the Northwest has been considerably higher, the case is reversed now. Millers are paying 72c per bushel, which is an advance of about 25c per bushel from the low point; and still farmers are very slow sellers. The weather has much to do with the firmness in prices, even advancing them further.

Corn shared with wheat in the booming prices and advanced about 5c per bushel, notwithstanding the fact that 700 cars were received in Chicago on Saturday and 500 cars on Friday.

Oats shared the advance and if wheat and corn remain firm oats will advance further.

The receipts during the week were as follows: Wheat, 31 cars, being an exceedingly small amount; corn, 23 cars, which is a little more than the average; oats, 10 cars, being considerably more than the normal amount of oats received.

There was another enormous decrease during the week. Wheat decreased 3,100,000, corn 414,000, but oats increased 178,000 bushels. This speaks for itself as regards the future price of wheat. We will also note that white wheat advanced 3½c and red 1½c over Saturday's close.

C. G. A. VOIGT.

PROVISIONS

The Grand Rapids Packing and Provision Co. quotes as follows:

PORK IN BARRELS.	
Mess,	12 50
Short cut	12 25
Extra clear pig, short cut	14 00
Extra clear, heavy	
Clear, fat back	13 00
Boston clear, short cut	13 5
Clear back, short cut	13 5
Standard clear, short cut, best	13 50
SAUSAGE.	
Pork, links	7
Bologna	5½
Liver	6
Tongue	8½
Blood	6
Head cheese	6
Summer	10
Frankfurts	7½
LARD.	
Kettle Rendered	8
Granger	7½
Family	5½
Compound	5½
Cottolene	6½
Cotosuet	6½
50 lb. Tins, ¼c advance	
20 lb. pails, ¼c	
10 lb. " ¾c	
5 lb. " ¾c	
3 lb. " 1c	
BEEF IN BARRELS.	
Extra Mess, warranted 200 lbs.	6 50
Extra Mess, Chicago packing	6 75
Boneless, rump butts	10 00
SMOKED MEATS--Canned or Plain.	
Hams, average 20 lbs.	10
" " 16 lbs.	10½
" " 12 to 14 lbs.	10½
" picnic	7½
" best boneless	9
Shoulders	7
Breakfast Bacon boneless	9
Dried beef, ham prices	11
DRY SALT MEATS.	
Long Clears, heavy	6½
Briskets, medium	7½
PICKLED PIGS' FEET.	
Half barrels	3 00
Quarter barrels	1 65
Kits	90
TRIPE.	
Kits, honeycomb	75
Kits, premium	55
BUTTERINE.	
Creamery, rolls	16
" tubs	15
Dairy, rolls	11½
" tubs	11

PRODUCE MARKET.

Asparagus--Ten days ago it was a drug on the market, but the cold weather of the past ten days has caused a dearth of stock and the price has jumped from 18c per doz. bunches to 45@60c.

Beans--The market continues dull and values have declined still further. In the absence of demand, holders have pressed goods to sale, resulting in a lower range of values.

Butter--In ample supply at 12@15c for choice dairy.

Beets--New, 35c per doz. bunches.

Cabbage--Mississippi stock commands \$1@1.25 per doz.

Cauliflower--\$1.50 per doz.

Cheese--The market has sustained a further decline of ¼@1c per lb.

Celery--Out of market.

Cucumbers--75@90c per doz.

Eggs--Handlers pay about 11c for all offerings of strictly fresh. Picklers have been putting in stocks on the basis of about 10½c, but they are pretty well filled up and lower prices are looked for from now on.

Onions--\$2.25 per bu. for Bermuda and 10@12c per doz. bunches for green.

Potatoes--New stock from Florida is in light receipt, commanding \$1.75 per bu. Old stock is very quiet at 35@40c, but some dealers still insist that bottom has been reached and that higher prices will rule within a few days.

Pieplant--¼c per lb.

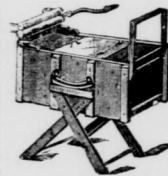
Radishes--Round, 15c per doz. Long, 25c per doz.

Spinach--40c per bu.

Strawberries--Tennessee stock is still coming forward, although a good portion of the receipts is from Southern Illinois. Present prices are \$2@2.25 per crate of 24 qts.

Use Tradesman Coupon Books.

NOTHING SUCCEEDS LIKE MERIT!

THE
Rocker Washer

Has proved the most satisfactory of any Washer ever placed upon the market. It is warranted to wash an ordinary family washing of

100 Pieces in One Hour as clean as can be washed on the washboard. Write for Catalogue and Trade Discounts.

ROCKER WASHER CO., Ft. Wayne, Ind.

I OFFER YOU

Cabbage and Tomato Plants, 200 plants in box, per box	\$ 75
Green Onions, per doz.	12
Round Radishes, per doz.	15
Long Radishes, per doz.	25
Asparagus, per doz.	30
Pie Plant, per bush.	50
Spinach, per bu.	60
Lettuce, per lb.	12
Lemons, per box	\$1 00@ 4 50
Bananas, per bunch	1 50@ 2 00

Soliciting your Mail Orders, I am

Very respectfully,

HENRY J. VINKEMULDER,

445-447 S. DIVISION ST.,

GRAND RAPIDS, MICH.

Eggs Wanted!

Prices quoted on application.

NOTE LOW PRICES

On following goods:

Mrs. Withey's Home Made Jelly, made with boiled cider, very fine. Assortment consists of Apple, Blackberry, Strawberry, Raspberry and Currant:	
30-lb. pail	70
20-lb. pail	50
17-lb. pail	45
15-lb. pail	37
1 quart Mason Jars per doz.	1 40
1 pint Mason Jars per doz.	1 00
Per case, 3 doz. in case	2 85
Mrs. Withey's Condensed Mince Meat, the best made. Price per case	2 40
Mrs. Withey's bulk mince meat:	
40-lb. pail, per lb.	6
25-lb. pails, per lb.	6¼
12-lb. pails, per lb.	6½
2-lb. cans, per doz.	1 40
5-lb. cans, per doz.	3 50
Pint Mason Jars per doz.	1 25
Quart Mason Jars per doz.	2 00
Pure Sweet Cider, in bbls., per gal.	12½
Pure Sweet Cider, in less quantities, per gal.	14
Maple Syrup, pint Mason Jars, per doz.	1 40
Maple Syrup, quart Mason Jars, per doz.	2 25
Maple Syrup, tin, gallon cans, per doz.	9 00
Peach Marmalade, 20-lb pails	1 00
Peach Marmalade in pt. Mason jars, pr doz.	1 20
No. 1 Egg Crate Fillers, best in market, 10 sets in case, No. 1 Case included.	1 25
No. 1 Egg Crates with fillers complete.	33
Special prices made on 100 Crate lots.	

EDWIN FALLAS,

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NELSON--MATTER FURNITURE CO.

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Furniture for City and Country Homes

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Bedroom Suites, Sideboards, Bookcases, Chairs, Tables, Chiffoniers, Couches and Lounges, Upholstered Parlor Furniture, Lace Curtains and Drapery Silks.

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PAINTS, OILS, VARNISHES, BRUSHES, etc., Plate & Window GLASS

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Size 8 1-2x14—Three Columns.

2 Quires, 160 pages.....	\$2 00
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80 Double Pages, Registers 2,880 Invoices...\$2 00

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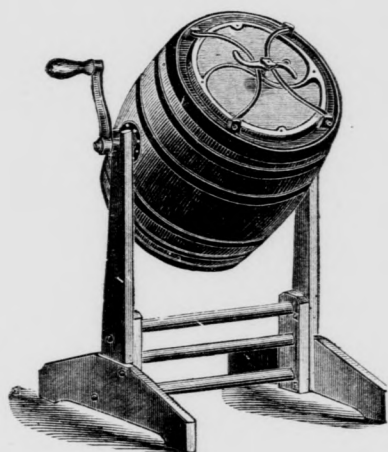
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Catches more Flies
than any other sticky
fly paper and pleases
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Every box guaranteed by the
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Costs no more than common
fly paper.



*The
Favorite
Churn*



POINTS OF EXCELLENCE.

It is made of thoroughly seasoned material. It is finished smooth inside as well as outside. The iron ring head is strong and not liable to break. The bails are fastened to the iron ring, where they need to be fastened. It is simple in construction and convenient to operate. No other churn is so nearly perfect as The Favorite. Don't buy a counterfeit.

SIZES AND PRICES.

No. 0—5 gal., to churn 2 gals.....	\$ 8 00	No. 3—20 gal., to churn 9 gals.....	10 00
No. 1—10 gal., to churn 4 gals.....	8 50	No. 4—25 gal., to churn 12 gals.....	12 00
No. 2—15 gal., to churn 7 gals.....	9 00		Write for discount.

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That is what it means--

**"THE ACKNOWLEDGED LEADER
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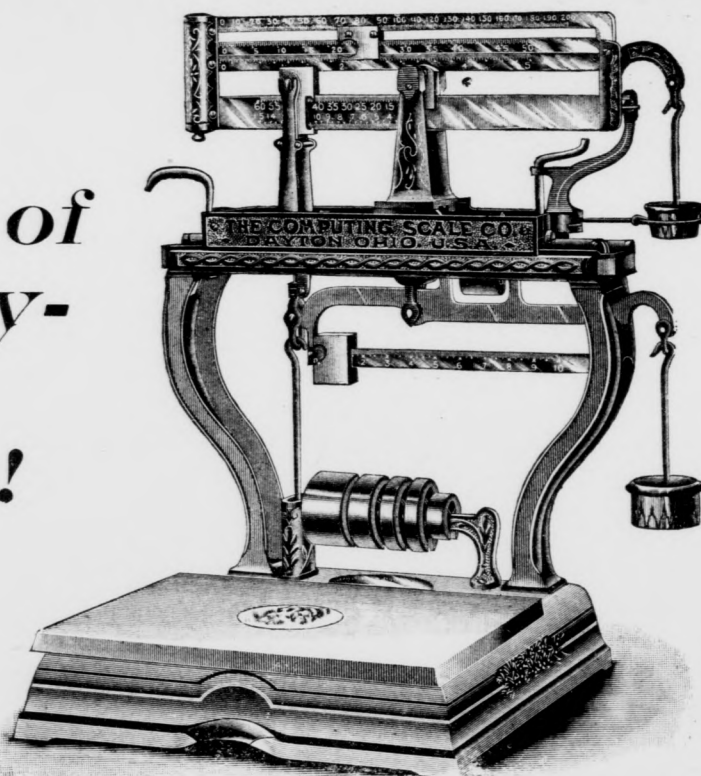
Grand Rapids, Mich.

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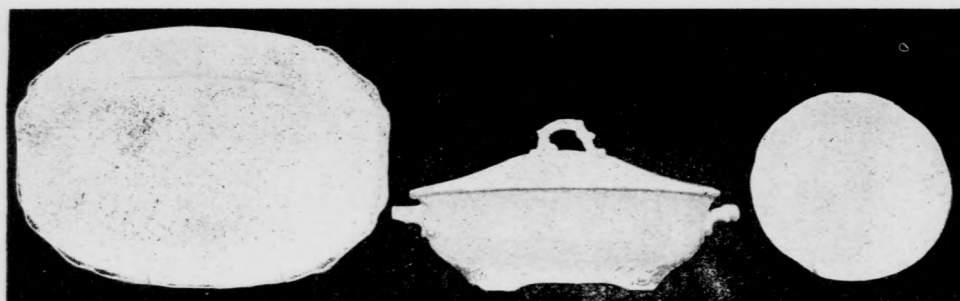
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Office of CHICAGO LUMBERING CO.
Manistique, Mich., Apr. 2, 1895.
Dayton Computing Scale Co.:
Gentlemen: We bought three Standard Market Scales and two Tea Scales of you, Feb. 11th, for our two stores, and have thrown out all our other scales, and had these in constant use ever since.
We are very much pleased with them and think **THEY HAVE SAVED US ABOUT \$5.00 PER DAY**, or nearly the cost of them, by this time.
Yours truly,
THE CHICAGO LUMBERING CO.
Per C. S. Hill, Manager.

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THE BEST MEAKINS' WHITE GRANITE WARE. REDUCED ON EARTH PRICES



NEW IDEAL SHAPE. Original Assorted Crates.



"SUMMERTIME," English Dec. Semi-Porcelain.
PENCIL OR BROWN COLOR.
NO. 13116. "SUMMERTIME."

NO. 141910, IDEAL SHAPE.				NO. 15168, IDEAL SHAPE.				Assorted Crate.			
Orig. Asstd. Cte. Alfred Meakins' White Granite.				Original Assorted Crate, Alfred Meakins' White Granite Ware.							
6 doz 5 inch Plates.....	42	\$ 2 52		5 doz 5 inch Plates.....	42	\$ 2 10		4 doz 5 in Plates.....	51	\$ 3 04	1 doz Sauce Boats... 1 80 90
20 doz 7 inch Plates.....	61	12 20		2 doz 6 inch Plates.....	52	1 04	2 only Teapots, 24s.....	3 00	50		
2 doz 8 inch Plates.....	70	1 40		12 doz 7 inch Plates.....	61	7 32	4 only Sugars, 24s.....	2 53	84		
6 only 6 inch Bakers.....	94	47		2 doz 8 inch Plates.....	70	1 40	3 only 6s Jugs.....	3 38	85		
6 only 8 inch Bakers.....	1 59	85		2 doz 7 inch Plates, Soup.....	61	1 22	6 only 12s Jugs.....	2 25	1 13		
6 only 24s Bowls.....	94	47		6 doz 4 inch Fruit Saucers.....	28	1 68	3 only 24s Jugs.....	1 31	33		
12 only 30s Bowls.....	75	75		2 doz Individual Betterers.....	19	38	6 only 30s Jugs.....	1 13	56		
12 only 30s Open Chambers.....	3 00	3 00		2 only 8 inch Dishes.....	94	16	6 only 24s Bowls.....	94	47		
6 only 9s Covered Chambers.....	4 50	2 25		3 only 9 inch Dishes.....	1 13	28	18 only 30s Bowls.....	75	1 13		
12 only 6 inch Scallops.....	94	94		6 only 10 inch Dishes.....	1 69	85	12 only 30s Bowls.....	63	63		
12 only 7 inch Scallops.....	1 13	1 13		6 only 11 inch Dishes.....	2 25	1 12	6 only prs. 9s Ewers & Basins.....	7 13	3 57		
12 only 8 inch Scallops.....	1 69	1 69		3 only 12 inch Dishes.....	2 81	70	6 only Covered Chambers 9s.....	4 50	2 5		
6 doz 4 inch Fruit Saucers.....	28	1 68		3 only 14 inch Dishes.....	3 94	99	13 only Uncov'd Chambers 9s.....	3 00	3 00		
4 doz Individual Butters.....	19	76		12 only 3 inch Scallops.....	66	66	10 1/2 set hdd. St. Denis Teas.....	37 1/2	3 96		
15 set handled St. Denis Teas.....	37 1/2	5 63		6 only 5 inch Scallops.....	75	38	10 1/2 set hdd. Daisy Teas.....	37 1/2	3 94		
15 set handled Henshall Teas.....	37 1/2	5 62		12 only 6 inch Scallops.....	94	94	31 set unhdd. St. Denis Teas.....	31 1/2	6 62		
21 set unhandled St. Denis Teas.....	27 1/2	6 62		13 only 7 inch Scallops.....	1 13	1 13	Crate and Cartage.....	2 50			
24 only Oyster Bowls, 30s.....	75	1 50		6 only 9 inch Scallops.....	3 25	1 13					
6 pairs 9s Ewers and Bastins.....	7 13	3 57		3 only 7 inch Covered Dishes.....	3 94	66					
6 only 9 inch Dishes.....	1 13	56		3 only 8 inch Covered Dishes.....	4 50	75					
6 only 10 inch Dishes.....	1 69	85		2 only Sauce Boats.....	1 50	25					
6 only 11 inch Dishes.....	2 25	1 13		3 only Pickles.....	1 13	28					
Crate and Cartage.....		2 50		2 only 7 inch Casseroles.....	4 50	75					
Total.....		\$58 72		3 only 8 inch Casseroles.....	5 06	84					
				3 only 5 inch Covered Butters.....	3 38	56					

All these goods in Open Stock at Slight Advance.

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100 PIECE DINNER SET,
Open Stock, \$6.25