

JUN 97

46462

# MICHIGAN TRADESMAN

Volume XIII.

GRAND RAPIDS, WEDNESDAY, JANUARY 1, 1896.

Number 641

Martin DeWright.

J. Renihan, Counsel.

## The Michigan Mercantile Company

3 & 4 Tower Block, Grand Rapids.

Correspondence solicited. Law and collections.  
Reference furnished upon application.

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

## Michigan Fire and Marine INSURANCE CO.

Organized 1881

Detroit, Mich.

## 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. Phone 166-1030  
WIDDICOMB BLDG., GRAND RAPIDS.

IDENTIFICATION  
CHECK  
NO.

TELEGRAPH NO. TO  
THE PREFERRED  
BANKERS' LIFE  
LANSING.—MICH.

This Check furnished by Preferred Bankers' Life Assurance Co., Lansing, Mich., to be worn on key ring to identify keys if lost, also to identify the person in case of accident or sudden illness.

## 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, President.  
ANTON G. HODENPYL, Secretary.

## Country Merchants

Can save exchange by keeping their Bank accounts in Grand Rapids, as Grand Rapids checks are par in all markets. The

## State Bank of Michigan

Offers exceptional facilities to its customer, and is prepared to extend any favors consistent with sound banking.

DANIEL MCCOY, President.  
CHAS. F. PIKE, Cashier.

The Tradesman's advertisers receive sure and profitable results.

## THE SEVENTH ANNUAL.

### Full Proceedings of the M. K. of G. Convention.

The seventh annual convention of the Michigan Knights of the Grip convened in Representative Hall, Lansing, Dec. 30, 1895, at 2:30 p.m. The meeting was called to order by President Jacklin, when Rev. W. H. Osborne read a selection from the Scriptures and Rev. John M. Fitch invoked the divine blessing. After roll call of officers and committees, and the reading of the minutes of the last meeting President Jacklin announced the following special committees:

Credentials—J. B. Heydlauff, Fred Anderson, Geo. Gane, J. J. Evans, Chas. H. Smith.

Rules and Order of Business—E. P. Waldron, John McLean, A. W. Stitt, Max Caspell, W. J. Richards, J. W. O'Brien.

President's Address—N. B. Jones, M. Howan, L. M. Mills.

Resolutions—Leo A. Caro, C. S. Kelsey, Grant S. Bennett, Chas. McNulty, Geo. Munroe.

Amendments—F. M. Tyler, Frank R. Streat, John R. Wood.

Vice-Presidents—E. L. Smith, John H. Temmink, Gustave Hinkler, F. W. Thompson, J. H. Russell.

President Jacklin then read his annual address, which is published in full elsewhere in this week's paper. The address was well received, being greeted with applause at its close. The address was referred to the appropriate committee.

Secretary Owen then read his annual report, which is published verbatim elsewhere in this week's paper. The Finance Committee of the Board of Directors announced that the financial portion of the report was correct and, on motion of Mr. Peake, the report was accepted and adopted.

Treasurer Frost presented his annual report, showing total receipts in the general fund of \$2,331.43 and disbursements of \$1,568.13, leaving a balance on hand of \$763.30. In the death fund the receipts have been \$6,338.58 and the disbursements (twelve checks of \$500 each) \$6,000, leaving a balance on hand of \$338.85. The report was made in detail, was certified to as correct by the Finance Committee of the Board of Directors and was accompanied by a certificate from the bank of deposit, certifying to his statement relative to cash on hand. On motion of Mr. Tyler, the report was accepted and adopted.

The meeting then adjourned until Tuesday morning at 9 o'clock.

### TUESDAY MORNING.

President Jacklin called the convention to order at 9:30 a. m., when a proposition was received from a local photographer to take a group portrait of the traveling men present at the convention on the front steps of the Capitol.

Mr. Peake called attention to the fact that he had paid for such a photograph when the first convention met at Lansing, six years ago, but had never received the photograph, and moved that the communication be laid on the table,

unless some Lansing traveling man could vouch for the responsibility of the applicant. No one being willing to stand sponsor for the gentleman, the communication was tabled.

Election of officers being then in order, nominations for President were called for. M. V. Foley nominated Samuel E. Symons, whose candidacy was supported by G. C. Burnham, A. C. Wetzel, E. P. Waldron, A. W. Stitt and C. S. Kelsey. John McLean and Wm. H. Baier presented the claims of Frank R. Streat.

John R. Wood, O. W. Booth and S. Miller were appointed tellers.

The Committee on Credentials presented the following report, which was adopted:

In the absence of any proof to the contrary, we assume that all members present are in good standing, having paid their annual dues for the current year, 1895, and, therefore, entitled to seats in this convention.

A formal ballot resulted in 207 votes being cast, 162 of which were for Symons and 45 for Streat. On motion of Mr. Streat, the election of Mr. Symons was made unanimous by a standing vote. Mr. Symons was thereupon escorted to the rostrum by a committee and accepted the office in a well-timed address, thanking the members for the honor they had conferred upon him and bespeaking for the organization a prosperous year.

Election of directors resulted in the selection of Frank R. Streat, A. F. Peake and John McLean for two years each and B. D. Palmer to fill the vacancy caused by the election of Mr. Symons to the presidency.

The meeting then adjourned until afternoon.

### AFTERNOON SESSION.

At the opening of the afternoon session, the Committee on President's Address presented the following report:

We respectfully recommend that so much of the President's address as refers to the subject of interchangeable mileage be referred to a special committee of three, to be appointed by the chair, to draft resolutions expressive of the sentiment of this body on this subject, and that all matters pertaining to this subject be referred to such committee, who shall report the same at Tuesday's session.

We recommend this convention to ratify the action of the President in appointing Brothers Tyler, Streat and Wood as a permanent Committee on Proposed Amendments to the constitution and that all matters pertaining to this subject be referred to them.

We recommend that so much of the President's address as refers to the subject of the Atlanta convention be referred to a special committee of three, to be appointed by the President.

We recommend that the subject of providing a fund for defraying the expenses of future annual conventions of this Association be ratified and adopted and the matter of submitting a proper amendment to the constitution to provide for same be referred to the above Committee on Amendments to the constitution with instructions to prepare and present the same at this meeting for acceptance and adoption and your committee would also recommend that this special assessment be made with the midsummer assessment.

The first three recommendations were adopted.

The recommendation relative to the creation of a special assessment for entertainment purposes was debated at considerable length, culminating in the adoption of a resolution referring the matter to the committee of the whole, to report at the next annual meeting.

The President thereupon appointed the following special committees:

On Interchangeable Mileage—N. B. Jones, E. P. Waldron, L. M. Mills.

On Atlanta Convention—John McLean, Geo. A. Reynolds, G. H. Russell.

The Committee on Resolutions presented the following report, which was adopted:

Whereas, It has pleased Almighty God to remove by death, during the past year, our esteemed brothers, Silas Clark, Theodore J. Beaubien, B. F. Winch, Fred Sheriff, Fred Miller, W. L. Reed, Ellen M. Raleigh, Norman L. Boughton, Theodore Schultz, Frank Seymour, Gilbert M. Steese, Sigmund Tobias, Frank B. Gates and A. L. Field; therefore be it

Resolved, That in their death there has been taken from our membership esteemed and worthy members and, recognizing our great loss, and the still greater loss to their families and friends, be it

Resolved, That the Michigan Knights of the Grip in convention assembled at Lansing, December 30, 1895, do extend to the families and friends of our deceased members our heartfelt sympathy, in this, the hour of their bereavement; and be it further

Resolved, That a copy of these resolutions be spread upon our minutes and a copy forwarded to each of the families of our departed brothers.

Resolved, That we, the Michigan Knights of the Grip, in our seventh annual convention, assembled at Lansing, hereby declare our sympathy with the Cubans in their struggle for independence.

Resolved, That the thanks of the Michigan Knights of the Grip be extended to the officers and Board of Directors, for the efficient manner in which they have carried on the duties of their various offices and so carefully protected the interests of the members of our Association, during the year 1895.

Resolved, That a vote of thanks be extended to Post A for the magnificent manner in which they have entertained this, our seventh annual convention.

Resolved, That a vote of thanks be extended to the municipal officers of the city of Lansing and the citizens in general for the open hearted hospitality with which they have received us and for the lavish manner in which their streets were decorated and for the universal kindness which they have extended to the visiting Knights among them during this convention.

Resolved, That our especial thanks are due to the ladies of Post A and to the ladies of Lansing in general for the marked courtesy and kindness they have shown to the visiting ladies among them, and that we assure them that their open hearted hospitality will be a bright spot in the memories of all of us who have attended our seventh annual convention.

Resolved, That a vote of thanks be extended to the press of Michigan in general for the great and efficient manner in which they have, at all times, furthered our interests; and that our thanks are especially due to our official organs and W. H. Turner, General Man-

[CONTINUED ON PAGE TWENTY-FIVE.]



## PRESIDENT'S ADDRESS.

## Review of Year's Work by President Jacklin.

Lansing, Mich., December 30, 1895.  
Members of Michigan Knights of the Grip:

We are assembled to-day in Seventh Annual Convention, in the beautiful Capital City of Lansing, and in the Hall of Representatives of the Capitol Building, for the purpose of reviewing the work of our Association during the past year, and the transaction of all regular and important business for the future growth and prosperity of our Association. Bearing ever in mind that all business or work, worthy of our attention, should be carefully considered and, when done, well done.

On year ago, at Grand Rapids, you honored me by electing me President of this Association. I appreciated the high honor then, and thanked you from the bottom of my heart, promising, to the extent of my ability, to perform the duties devolving upon me. I have endeavored to keep the promise then made, by pursuing a careful and considerate course of action, in harmonizing all interests for the greatest good of the Association, and ever bearing in mind that this Association belonged to its membership, and that the constitution and by-laws of the same was to be my guide. I had fondly hoped to be more actively engaged upon the road, and to become more thoroughly acquainted with our members, but circumstances prevented, to a certain extent. I have attended to such correspondence as came before me, carefully examined each and every new application, and conformed strictly to all requirements. I have counseled and advised with members and rendered such assistance as I could. I have attended the regular meetings of the Board of Directors—brought all matters of business and interest fairly, and presented frankly, for their consideration, and ruled impartially, so far as my judgment dictated. I responded to the appointment and commission, by Gov. John T. Rich, as a delegate to the "Congress of Commercial Travelers of America," held at Atlanta, Ga., November 13th and 14th last. I will now submit, in detail, the work for you to review, and ask of you to carefully consider, and accept, or reject, as it may appear to you proper.

First, I desire to say that I have had the cheerful, earnest and hearty co-operation and support of the Board of Directors, the Secretary and Treasurer, the Vice-Presidents, and all members of committees, when called upon. The officers of this Association have worked loyally and unitedly for the best interests of all, and I take this opportunity to express my appreciation and thanks.

## Membership.

Our membership during the past year has been reclaimed in a great many cases, and many new members have been added, as the report of our worthy and well qualified Secretary will show to you. We are, at the present time, in a healthy and flourishing condition, as a social association. The experiences of the past have been to us object lessons for the future. From a crude and unsatisfactory manner of doing business with our membership, we have so systematized the work that it has become a pleasure, and words of praise are received from all quarters.

## Finances.

The finances of our Association have been very carefully guarded. Our worthy Treasurer has insisted upon every dollar received being turned into the Treasury, and for every dollar paid out, a warrant and a check must appear. His report will show the receipts and disbursements, with proper vouchers for every dollar or fraction thereof.

The dues, for which membership certificates for the year 1895 have been issued, will show the number of actives on our rolls, subject to assessment for the Death Benefit Fund. I regret to say that some of our members have been negligent in keeping up their assessments, which entitles the beneficiary, in

case of the death of a member, to the \$500 provide for them and theirs. We have made but two assessments during the year—(two single; Nos. 1 and 2, \$1 and No. 3, \$1) equal to \$4, and the annual dues of \$1, making the total amount for the past year \$5, the cost to each member. We have had eighteen deaths during the year. Four members allowed their assessments to lapse, thereby depriving their beneficiaries of \$500 each—\$2,000. One of these cases I desire to call to your particular attention, and to plead for your careful consideration and action thereon. I do think it worthy. Fourteen were in good standing, twelve have been paid, two are in process of adjustment, and will be paid at the earliest moment possible.

## Board of Directors.

Your Board of Directors, in accordance with your constitution, have "exercised a general supervision over all the business of the Association," in a thorough, practical, business-like manner, have attended the Board meetings promptly and faithfully; have carefully considered, and re-considered, all matters coming before them, and have, to a unit—with, I think, a single exception—agreed. And the case in point is upon the death claim of Eliza M. Cawley, for the death of her husband, James P. Cawley, which occurred February 25, 1895. I desire to present this case upon the floor of this convention, and upon its merits, as the proofs herewith show, allow it to rest. I do this for the purpose of maintaining our Association as a social and fraternal organization, and for the purpose of giving the claimant the benefit of the doubt, if possible, under our constitution, and thereby establish a vested right and not a gratuity. Further, I desire it distinctly understood that this action on my part as a minority in this case, in no wise reflects upon the members of the Board of Directors. They, one and all, acted in accordance with the constitution, as they construed it.

## Vice-Presidents.

The Vice-Presidents of this Association have guarded well in their respective districts and will, I trust, favor us with satisfactory reports of cases and responsibilities assumed.

## Committees.

The work of the respective committees has received the attention due, and in all cases, so far as I know, has been reported promptly and favorably; and I trust that the chairmen of the several committees will make their reports quite fully, either orally or written, as may be agreeable to them. The work of the Legislative Committee and the special Committee on "Interchangeable Mileage," during the sessions of the Legislature and with the assistance of the members of the Board of Directors and all those who could render assistance, was pushed to a supposed satisfactory termination. The work was well done, and we thought to rejoice at our success, but, at the last moment, all was crushed by the veto of our bill by his excellency, the Governor. We were disappointed, to say the least, after the assurances we, as the Board of Directors, had received from him. The work must now be renewed. I shall take occasion to refer to "interchangeable mileage" further on in this address. The thanks of this Association are due to all members of the committees who so faithfully worked for our interests, and also to those who in any way assisted.

## Proposed Amendments to the Constitution.

It was deemed advisable by the members of the Board of Directors to receive and carefully consider such amendments to our constitution "as may, from time to time, be presented by our members or any of them," and, accordingly, upon motion, at a regular meeting of the Board, I appointed a committee of its members, consisting of Bros. Tyler, Streat and Wood, to receive, classify, arrange and present their report to the Board of Directors, at the meeting, which was held at the home of the Secretary, George F. Owen, in Grand Rapids, on November 29 and 30. The objects of this meeting were fully accomplished and the Board presents to you their report, through its Committee, which I have appointed as a permanent Committee on "Proposed Amendments to the Constitution," for this convention. I trust that you will give careful consideration and approval if, in your judgment, the amendments should be adopted.

Under date of October 16, 1895, a communication was received by his excellency, Governor Rich, from Atlanta, Ga., requesting that he appoint ten or more delegates to represent this State from among representative traveling men, wholesalers and manufacturers, to attend a "Congress of Commercial Travelers of America," to be held at Atlanta, Ga., November 13 and 14, 1895, at the "Cotton States" and International Exposition. Governor Rich complied with the request, and appointed and commissioned the number, of which I, as your President, was the only one present from this State, it being impossible for many to leave at that time and season of the year. I beg to report and recommend as follows: I arrived on the evening of November 12, November 13 was "Commercial Travelers' Day" at the Exposition. Receptions and welcoming addresses were in order, and were of a truly Southern character, bearing with them acceptances usually irresistible. There is a warmth and an enticement about a Southern welcome which tempts one to capitulate, even before the campaign has well begun. You are made to feel quite at home, as was the case at the reception, at the executive mansion, of Governor W. Y. Atkinson, of Georgia, in the evening. November 14 the "Congress" assembled, being composed of representatives of commercial travelers' associations from all parts of the country, but more particularly of the representatives of the "T. P. A.," which organization appears to be very strong in the South and West. The subjects for discussion were:

- 1st. Commercial Travelers' Associations.
- 2nd. The Secretary of Commerce of the United States.
- 3rd. An U. S. Legation Building in the City of Mexico.
- 4th. A National Bankruptcy Law in the United States.
- 5th. Interchangeable Mileage.
- 6th. Extension of Foreign Trade and Trade Territory.

We are more particularly interested, I think, in the first, second and fifth subjects. "Interchangeable Mileage" strikes us very hard. The address, and the care and deliberation given to these subjects, were of a very high order.

The following resolutions were introduced and adopted:

1st subject:

Resolved, That it is the recommendation of the Congress that all organizations of commercial travelers in the United States co-operate in a spirit of fraternity, cordially and courteously toward the achievement of all work which has for its object the benefit of commercial travelers, and generally of commercial interests. Adopted.

2nd subject:

Resolved, That this body recommend that each state in the United States elect a Commissioner of Commerce to look to the promotion of the commerce of their respective states. Adopted.

Whereas, This body, in congress assembled, recognizes and feels the imperative need for a better system of obtaining statistics and information for the promotion and extension of commerce within the United States and into foreign territories, and that the present facilities are inadequate, therefore be it

Resolved, That it is the sense of this body that Congress, at its next session, be and is hereby petitioned to create a cabinet portfolio, to be known as the Secretary of Commerce, whose duty it shall be to carefully guard the domestic and foreign commercial interests of the United States, to collect information and statistics to that end, and in every way to promote commercial intercourse, not only throughout the United States,

but commercial relations between this and all foreign countries, and that a special department or bureau, presided over by said Secretary of Commerce, be devoted to the collection and compilation of information pertaining to the conditions, both advantageous and restrictive, surrounding the extension of the trade of this country into foreign markets. It is further

Resolved, That all commercial bodies, boards of trade, chambers of commerce, manufacturers' associations, associations of wholesale and retail merchants, all legislative bodies, both state and municipal, and associations of commercial travelers, be strongly urged to co-operate, and at once take the proper steps for memorializing the Congress of the United States to the same end; the successful results of such petition being of vital importance, and of incalculable benefit to the entire commerce of this nation. Adopted.

## 3rd subject:

The following resolution was then offered by John A. Lee, of Missouri, which was unanimously adopted:

Resolved, That the issuance by railroad companies of interchangeable mileage tickets, at a flat rate of two cents per mile, is in every way practicable and desirable; that no legal objections now stand in the way, and that it is due to the commercial interests of the country from the railroads that such interchangeable mileage tickets should at once be placed on the market. And it is further

Resolved, That this Congress recommend that all commercial travelers' associations, through their committees for that purpose, at once take up actively and aggressively the work of inducing railroad managers to establish a thorough and complete plan of interchangeable mileage, with reasonable extra free baggage privileges with such tickets; and that they secure the aid of all commercial organizations in bringing sufficient influence to bear upon the railroads to produce the desired result.

The business of the Congress was transacted in a very satisfactory manner. A representative delegation from Nashville, Tenn., presented an invitation to hold the next annual "Congress" in that city, during the autumn of 1896, that being the one hundredth anniversary of the admission of the State into the Union. Coupled with all the attractions and advantages of Nashville, as the Convention City of 1896, is the Great Semi-Centennial Exposition, to be held there and every commercial traveler and citizen of the United States will be invited. I had the honor to address the Congress and move the acceptance of the invitation. It was made unanimous.

I earnestly recommend that the work of the "Congress" be ratified by this Association, and that delegates be elected or appointed, and commissioned at the proper time, to attend the meeting and participate in the deliberations, and report to this Association.

## Organization of Posts.

Our by-laws provide for the organization of posts in any city or village of the State. It is reported that a post has been organized at Kalamazoo, alphabetically lettered "K." Post "K" is most cordially and fraternally welcomed by the State Association.

## Matter of Information.

I desire to call the attention of our members to a matter of information for all traveling men. Our respected First Vice-President, A. S. De Golia, Detroit, was, on January 5, 1895, seriously injured by an accident and was disabled for 16-27 weeks. He was carrying an accident policy in the United States Mutual Accident Association; had been a policy-holder for 8-5-12 years and paid all premiums. His claim was duly filed, sixteen days before notice of change from association to company, viz: from "United States Mutual Accident Association," to the "United States Casualty Company." He has, thus far, been unable to get a settlement of his just claim. I submit letters, etc. There are other members of our Association with similar claims against said United States Mutual Ac-



cident Association, notably, R. A. Harrington, of Flint. The question naturally arises, the old association having gone into the hands of a receiver, and having been practically swallowed up by the United States Casualty Company, is this company or their agents, entitled to consideration and business from our membership? You will answer the question rightly.

#### Annual Conventions.

In the future, as in the past, it will be a question of how to provide for the annual convention—or reunion, as I will term it—for the reason that we are a social organization and we find that it is a very great burden upon our posts to entertain as elaborately as the pace we have set for these occasions would indicate, and I therefore suggest, for your consideration, a plan to create a fund, to be properly guarded by the Board of Directors, to be known as the "Entertainment Fund," by an assessment, at the proper time, upon our membership of 50 cents each, to be used for the purpose of defraying the necessary expenses of our annual conventions, and recommend that a resolution be offered with this object in view.

#### In Conclusion

I wish to state that whatever of success may be due to my administration of the affairs of this Association during the past year, the credit is largely due to the Secretary and Treasurer, and to each and every member of the Board of Directors. They, one and all, have been faithful and untiring, in and out of season, at times when their personal interests were being sacrificed, for the good of the Michigan Knights of the Grip. I, therefore, urge upon you to be careful in your selection of officers and members of the Board of Directors, to fill vacancies by expiration of service, by selecting good men and true, with a view of producing harmony of interest, unity in action, and economy in expenditures. These three essentials are for the future growth and prosperity of our Association. Further, allow me to suggest that fraternity and co-operation with kindred associations and organizations throughout the United States is particularly desirable, at this time, when so much appears for us to take interest in and action thereon.

Thanking you for your support during the year, your attention on this occasion, and wishing one and all a happy, active and prosperous New Year, I remain,

Yours to command,  
R. W. JACKLIN.

#### Use Care in Spreading Ink.

During January much time and attention should be given to the advertising.

Go over each ad until you feel sure that it's as good as you can possibly make it.

You should be your own critic, and more severe and harder to please than anyone else, because these ads concern you and your welfare more closely than they do any other person.

If your competitors drop out of the papers during the dull season your ads will stand just that much better chance of attracting attention.

If you are the only advertiser in the paper in your line so, much the better for you. It's almost as good as owning the paper yourself.

Make the advertisements bright, attractive, convincing and you're bound to attract attention.

People will say to each other, "That man Blank is a hustler. He never seems to let up in his effort to draw trade. He's working just as hard now to get people in as he did before Christmas!"

If you can draw opinions of that kind from the public, you are on the road to success.

An employer is not bound to abandon the use of a particular machine or appliance which is in common use and in a proper state of repair, merely because there are other machines or appliances in use that are better adapted for doing the work or that may be handled with greater safety.

#### SECRETARY'S REPORT.

##### Detailed Statement of Receipts and Expenditures.

To the Officers and Members of Michigan Knights of the Grip:

Your Secretary would respectfully submit the following as the report for the year ending Dec. 28, 1895:

Members in good standing Dec. 27, 1894,	1,539
Members joined since January 1, 1895,	460
Honorary members joined since January 1, 1895,	60
<b>Total</b>	<b>2,065</b>
Members lapsed since Dec. 27, 1894,	229
Members died since Dec. 27, 1894,	18
<b>Total</b>	<b>247</b>

Showing to-day a membership in good standing, 1,818

This shows a net gain for the year of 269.

##### RECEIPTS—MORTUARY FUND.

Mortuary Assessment Nos. 1 and 2 for \$2 was ordered by the January Board of Directors January 15, to close Feb. 15. From the assessment I received \$2,778.

Assessment No. 3 was ordered June 1 and I made it to close July 15. From this I received \$2,850.

I also received during the year from delinquents on assessment No. 3 for 1894, \$30.

Total receipts, \$5,685, all of which I have remitted to Treasurer Frost and I hold his receipts therefor.

I have drawn warrants for thirteen death claims as follows:

Warrant No. 9—Beneficiary of Silas Clark	\$500
Warrant No. 10—Beneficiary of Theodore J. Benabien	500
Warrant No. 11—Beneficiary of B. E. Winch	500
Warrant No. 12—Beneficiary of Fred Sheriff	50
Warrant No. 13—Beneficiary of Fred Miller	500
Warrant No. 14—Beneficiary of William L. Reed	500
Warrant No. 15—Beneficiary of Ellen M. Raleigh	500
Warrant No. 16—Beneficiary of Norman L. Bouton	500
Warrant No. 17—Beneficiary of Theodore Schultze	500
Warrant No. 18—Beneficiary of Frank H. Seymour	500
Warrant No. 19—Beneficiary of Gilbert M. Steese	500
Warrant No. 20—Beneficiary of Sigmund Tobias	500
Warrant No. 21—Beneficiary of Frank B. Gates	500
<b>Total</b>	<b>\$6,500</b>

The four who neglected their payments were J. P. Cawley, Detroit; Van Deering, of Jackson; Scott Swigart, of Grand Ledge, and J. L. Robertson, of Marine City.

I want right here to express my thanks to the many loyal members for their prompt payments, for by reason of that loyalty and the active work of our officers we have had to make only two assessments.

##### GENERAL FUND.

The following is a statement of the General Fund (I will report this as received and reported to the Board of Directors at our quarterly Board meetings):

January 12, received from Secretary Mills	\$126 45
Received from 1-95 dues	197 00
Received from 47 applications	47 00
Received from 33 honorary applications	33 00
June 1, received 1895 dues and applications	139 00
Sept. 7, received 1895 dues and applications	86 00
Sept. 7, received honorary dues and applications	9 00
Nov. 29, received 1895 dues and applications	66 00
Dec. 30, received 1895 dues and applications	136 00
Dec. 30, received 1895 dues and applications	914 00
<b>Total receipts</b>	<b>\$1,753 45</b>

These sums I have remitted to Treasurer Frost by check from time to time during each quarter, it being my intention to start in each quarter without a penny of Association money in my hands.

##### RECAPITULATION.

Receipts of Mortuary fund	\$5,685 00
Receipts of General fund	1,753 45
<b>Total</b>	<b>\$7,438 45</b>
<b>EXPENSES OF SECRETARY'S OFFICE.</b>	
Postage and supplies	\$321 30
Printing matter and stationery	164 65
Secretary's salary	689 65
Grip tags	43 35
Repairing desk and typewriter	2 75
<b>Total</b>	<b>\$1,221 70</b>

The expenses of holding the meetings of Board of Directors during the year have been \$161.81.

Never in the history of our Association have our losses been so large in one year. Eighteen of our members have laid down their grips and crossed the Dark River. Four of them, through oversight or neglect, had let their payments lapse; therefore, their loved ones were deprived of the amount, which, though small, might mean to them a fortune; and, could you read the letters which I have received from some of the beneficiaries and the heartfelt thanks which they expressed, you would never begrudge the small amount it has cost you, nor would you ever again let your assessment pass unheeded.

I wish to express my thanks to the several committees for the assistance they have given me in watching the interests of the Association, in filling their respective responsibilities.

Our Legislative Committee, with the assistance of many loyal working members (after fruitless efforts with the railroad magnates), through untiring work, obtained from our Legislature a bill known as the Interchangeable Mileage bill (and this work was all done without a cent's expense to the Association); but our good Governor saw fit, in his great wisdom, to constitute himself judge and jury, and sat down on it and refused to sign it. Of course, we are taught that there is a hereafter. No doubt his reward will come in due time.

In my last notice to the members, I asked their opinion in regard to adding an accident feature to our Association. I have received a large number of replies, and there is a majority who favor it, providing it can be added without detriment to our organization. I would recommend that the President be instructed to appoint a special committee to look into the feasibility of it and report at our next meeting.

Another thing I would like to call your attention to is the sending of cash in a letter. I have only had two claims this year of money being lost, and in both cases they said they sent cash, and my cash book shows that fully one-third of the remittances are in cash.

I would also call your attention to the filling up the stub to the notice that is sent you. As I keep the stubs as a record, I would ask you as a favor that, for the benefit of your future secretaries, you will fill them out. It is for your protection, as well as the convenience of your Secretary.

Your Board of Directors, at the last meeting, decided that in the future they will issue a new form of certificate. It will be gotten up in the form of a policy, so that you will have something you can frame and not be troubled with a new certificate every year. It will show the amount of your mortuary benefit and also your beneficiary, and I would ask that all of you who have not already given the full name of your beneficiary do so at once, so that it will show on your certificate.

When I took the books, as your Secretary, I found 1,129 names on them that did not show their beneficiaries' names. I sent out a notice to each one, and you would be amused to see the answers which came back. Some corrected the record and some wrote me very lengthy letters, saying that if I did not know enough to keep the books I had better resign. Several were very clever and made me their beneficiary. All I wish, brothers, is to record your wishes. If you all want me as your beneficiary, all I have to say is, "Barkis is willin'."

In closing, I desire to return my thanks to the President, Treasurer and Board of Directors for the hearty support they have given the Secretary during the past year, and to the membership generally for the cordial co-operation and their loyalty to the organization. We have the grandest organization on the face of the earth and our loyalty to it will be emblazoned in gold on the banner of fame.

Respectfully submitted,  
GEO. F. OWEN, Sec'y.

Publicity pockets profits.

#### MENTAL REST FOR MERCHANTS.

The work of the manager of a successful mercantile undertaking is of the character most taxing to the mental powers. Not only is this statement correct in regard to general trade, but it is the mercantile end of a manufacturing business which is the critical point, deciding its success and requiring the utmost mental effort of its projectors. To be sure, the matter of production requires great attention. Every care must be taken to procure the most economical apparatus, to find the best methods, to procure the best materials, to hire the most profitable and economical workmen—all these require study, but they are all subject to rules and data that may be tangibly defined and comprehended; and the task of learning the cost of production and bringing that factor in the problem of success to its proper status is far simpler than that of the most advantageous placing of the product and the realization of profitable returns.

Competition in production is based on comprehensible data; competition in selling involves the most abstract and incomprehensible. The variations in the elements of the problem are causing constant change. The methods of every competitor may affect your business and require consideration; fluctuations in the markets bring taxing questions for study. The best way to push sales is an infinite subject and the questions of credits and collections are enough to "drive one wild."

The merchant is fortunate who undertakes this work with a sufficient mental equipment. But such an one, to stand any show of success, must have his mental forces suitably trained, and in his training provision must be made for mental rest and recreation. The lack of this provision is the lack which decides the downfall of a much greater proportion of those entering the arena of trade than is generally supposed. Yet a little consideration will convince any of extended experience of the truth of the statement. Constant mental effort without recreation is apt to degenerate into worry and anxiety; these are fatal to a merchant's success and usually results in financial disaster, mental shipwreck or suicide, or perhaps all three.

Constant mental effort, intellectual overdoing, is enough, taken alone, to destroy the brightest minds. Readers will recall examples of this in the case of many eminent divines and literary workers. Two notable examples occur to mind in the recent cases of Joseph Cook, of Boston, and Myron W. Reed, of Denver. In these and in hundreds of others that might be cited, the cause of failure was simply intemperate intellectual work, and yet these men have really less reason for mental exertion than the average merchant. It is no wonder that so many of these find failure in this direction; there are many more of such cases than is generally supposed.

Stop and think. Are you controlling your mental efforts and providing suitable rest and recreation? If not, the matter is worthy of attention.

One effect of the recent earthquake in Cincinnati and the surrounding country is just coming to light. Notwithstanding the recent heavy rains, it has been discovered that many cisterns are still as empty as during the long dry spell. Investigation shows that the cement was cracked in hundreds of cisterns, rendering them practically worthless.



## Around the State

### Movements of Merchants.

Cedar Springs—E. A. Marvin has embarked in the grocery business.

Flint—Fred Wesson has purchased the meat business of Nicholson Bros.

Holton—S. P. Murphy succeeds S. J. Murphy in the boot and shoe business.

Holton—H. S. Henderson, of H. S. Henderson & Co., general dealers, is dead.

Douglas—Geo. J. Menold has removed his drug stock from Coldwater to this place.

Mendon—The clothing store of R. M. Waddell has been closed on chattel mortgage.

Dowagiac—Geo. Hamel succeeds Hamel & Co. in the cigar manufacturing business.

Unionville—Durkee & Kolb succeed Fred J. Durkee in the hardware and implement business.

Hudson—Geo. R. Beardsell, of the firm of Beardsell & Plympton, grocers and druggists, is dead.

Albion—R. K. W. Van Nuys is succeeded by Lewis Hunt & Co. in the bakery and confectionery business.

Benton Harbor—W. C. Hovey succeeds Hovey & Brunson in the carriage and agricultural implement business.

Ludington—H. C. Hansen has merged his business into a stock company under the style of the Hansen Mercantile Co.

Judd's Corners—Aaron House has sold his general stock to A. Reed, who will continue the business at the same location.

Traverse City—F. Gardner has sold his grocery stock to Schuyler Adley who will continue the business at the same location.

Watervliet—Kidd, Dater & Co., of Benton Harbor, have taken possession of D. L. Wigent's stock of groceries by virtue of a chattel mortgage.

Saginaw—The dry goods stock of Tuomey & Co. has been taken in charge by the Ferguson Adjusting Co. in the interest of the Detroit and Chicago creditors. The stock will be sold under the chattel mortgages given some time ago.

Detroit—Harry G. Baker and Charles M. Smith have been admitted to partnership in the wholesale drug house of T. H. Hinchman & Sons, which will hereafter be known as T. H. Hinchman Sons & Co.

Ionia—John F. Bible and Frank C. Thompson have embarked in the grocery business at this place under the style of Bible & Thompson, having purchased from C. Elliott & Co., of Detroit, the stock formerly owned by J. L. Taylor and acquired by them by virtue of a chattel mortgage.

Kalamazoo—The wife of a Kalamazoo business man sat up until 12 o'clock the other night waiting for her husband to come home. At last, weary and worn out with waiting, she went to her bedroom to retire and found the missing husband there fast asleep. Instead of going down town, he had gone to his room. She was so mad that she wouldn't speak to him for a week.

Detroit—W. H. Mitchell & Co. have merged their wholesale millinery business into a corporation under the style of the W. H. Mitchell Co. The capital stock is \$30,000, of which \$23,720 is paid in. The shares are held as follows: William H. Mitchell, 1; Douglass E. Kellogg, 1; Adelbert A. Tefft, 640; Albert H. Webb, 500; Richard

Rowland, 900; Fred S. Alley, 100; Arthur W. Hurdley, 100; Joseph A. McColl, 100; Alexander Reno, 30; Alexander Reno, trustee, 628.

Saginaw—The Hoyt Dry Goods Co. will discontinue business here and transfer its interests to Cleveland, having closed a contract with Cleveland parties for the erection of a fine modern business block in that city, on Euclid avenue, nearly opposite the Arcade. The building will be 60x400 feet in size, six stories and basement, seven floors in all and equipped in the most thorough manner for the rapid handling of merchandise.

Lansing—The annual meeting of the stockholders of Hugh Lyons & Co. occurred Dec. 31. The books of the company show that last year was the most prosperous in the history of the company, the business having increased about 40 per cent. A 15 per cent. dividend was declared and paid. The following officers were elected: President, Hugh Lyons; Vice-President, Cyrus G. Luce; Secretary, H. D. Luce; Treasurer, Elgin Mifflin.

Cheboygan (Tribune)—The merchants of Cheboygan had made great preparations to supply all the demands of Santa Claus for Christmas, but the snow leaving prevented the farmers from bringing their wood, elm logs and other products in, whereby to supply the needful and hence their patronage from the rural population was limited. While they all enjoyed a good city trade, the thaw, undoubtedly, knocked them out of several thousands of dollars of business that they would otherwise have enjoyed.

Kalamazoo—The Conger Company, dealer in variety goods at 136 South Burdick street, made a general assignment last week, the action being precipitated by an execution obtained by the Garden City Stationery Co., of Elkhart, Ind., which has a claim of \$500 against the company. It was also carried out promptly in order to prevent the closing of the store during the holiday trade. David H. Haines was made assignee, and the store is now in his hands. The claims against the company are all small ones, the largest being \$700. It is asserted that Mr. Conger has never recovered from the Conger & Baumann failure, on account of a large debt which he has been trying to liquidate. Besides this load, the company has had to contend against a poor holiday trade.

### Manufacturing Matters.

Alba—The Alba Handle Co., not incorporated, has removed to Escanaba.

Battle Creek—D. D. Buck, of the firm of Buck & Hoyt, furniture manufacturers, is dead.

Cheboygan—Merritt Chandler is getting out 300,000 ties and 18,000 telegraph poles for W. H. Downes.

Munith—The Stockbridge Brick & Lumber Co. succeed Thos. Pinney & Co. at this place and also at Stockbridge.

Marshall—Jos. Gramer, Sr., brewer, has merged his business into a stock company under the style of the Jos. Gramer Brewing Co.

West Bay City—The West Bay City Brewing Co., J. Knoblauch proprietor, has merged its business into a stock company under the same style.

Rogers City—Hoeft & Larke will put in about 2,600,000 feet of white pine logs this winter, from timber said to represent the last remaining group of pine left tributary to the Huron shore between Bay City and Cheboygan.

Tawas City—The Business Men's Association has raised a bonus of \$2,000 for a heading factory, and is now advertising for a casket factory and a table factory.

Kalamazoo—Frank Allen, who has been with the Kalamazoo Cycle Co. for some years, has taken an interest in the Celery City Cycle Co., which will remove to a new location Jan. 1.

Coral—John McLennan and Harry Putnam have formed a copartnership under the style of the Candy Cabinet Co. for the purpose of embarking in the manufacture of novelties in wood.

Bay City—Since the failure of Estey & Calkins a new firm has been organized to operate the planing mill, which is now styled the Bay City Planing Mill Co. It is running with the same crew.

### Bank Notes.

The newly-organized Citizens' Savings Bank of Owosso will open its doors for business about Feb. 1.

Mt. Pleasant—The Commercial Bank and the People's Savings Bank have consolidated under the style of the People's Savings Bank.

Henry S. Hull and J. M. Longnecker of the Oval Wood Dish Co., have purchased of the Lewis estate its large interest in the First National Bank of Traverse City, and Mr. Hull has been elected one of the directors of the bank. The Lewis heirs still retain their personal holding of bank stock.

At a meeting of the stockholders of the Home National Bank of Saginaw, held Dec. 30, the owners of all but \$20,000 of the \$200,000 capital stock unanimously voted to go into liquidation through the Second National, selling the Home Bank building to the Second National, in which the latter will hereafter do business. The Second National will increase its capital stock and will have a capital and surplus of nearly half a million. The Home National was organized in 1882.

A deal which has been under consideration between the stockholders of the Missaukee County Bank and the owners of the Lake City Bank at Lake City, for some weeks, has been practically consummated. The transfer will take place January 1, it is expected, and the business of the Lake City Bank will be merged with that of its neighbor. S. B. Ardis, principal owner of the younger institution, becomes a stockholder in the Missaukee County Bank. Mr. Lewis, the cashier, will remove to Eastern Tennessee.

State Bank Commissioner Sherwood has authorized the incorporation of the Sanilac County State Bank of Croswell, with a capital of \$30,000, all paid in. The directors are B. R. Noble, John P. Niggeman, M. D. Wagner, J. L. Benedict and C. F. Lawson, with B. R. Noble as President, M. D. Wagner, Vice-President, and John P. Niggeman, Cashier. The bank was formerly a private bank, owned by Mr. Noble and Mr. Niggeman, and was one of several private banks in Sanilac county under the management of Mr. Noble, who contemplates incorporating them all under the State law.

### How to Wash Windows.

In washing windows do not use soap; water in which a small amount of ammonia has been mixed is much better. A small pointed stick, with cloth wrapped about it for the corners, a sponge, and one of those rubber scrapers, will be of much service, while the final polishing can be done with tissue paper.

### The Grain Market.

Wheat was firm during the week and closed fully one cent up. One of the strong factors was, the extraordinary large exports from both coasts, being 3,456,000 bushels against 1,814,000 bushels the corresponding week in 1894. Then, the receipts at the initial points in the Northwest had their influence on the market and, as stated last week, the bear arguments were all exhausted, which left the market to work for higher prices on its own volition. The market had its usual holiday appearance, and will have for a couple of weeks yet, as many concerns are closing up their business accounts in order to start anew in 1896. Owing to the bad roads, the winter wheat receipts are very nominal, but should the roads improve we will probably receive more, as farmers seem quite willing to sell.

Corn had a very strong undertone during the week, which was caused by the mild weather; thus deliveries were hindered to a certain extent.

There was no perceptible change in oats. The receipts are still very large, and as the oat meal trusts are not in the deal this year, they are liable to remain low. The visible was rather disappointing, as it showed an increase of only 560,000 bushels. This is rather small, if there was no mistake made.

The receipts during the week were: wheat, 12 cars; corn, 4 cars and 4 of oats—the smallest number cars of wheat in years, or since a record has been kept. Wishing all a happy and prosperous New Year.

C. G. A. VOIGT.

Three hundred of the Little Rock, Ark., State prisoners have been contracted by the authorities to cultivate and pick cotton for a planting company. Half the product of their work is to go to the State. There are four or five hundred more whom the State would like to hire out, on the same terms. In this experiment, all the risk and trouble which would attend the use of the convicts for the prosecution of road building is incurred and the returns from their labor will not amount to one-tenth as much as if devoted to that work. Such a disposition of the convicts' work would not be in competition with the free labor of the State. But the results of their labor in road building would not have so immediate and tangible effect on the meeting of state expenses, and this is what best pleases the taxpaying constituents of the legislators. It is a pity that some missionary of common sense could not be sent to these benighted localities to teach that every dollar saved(?) to the state by using convicts to compete with free labor costs many dollars in the destruction of industries and that if such labor were devoted to the improvement of highways the value of the whole commonwealth would be rapidly increased. The direct returns from their labor in any industrial enterprise would be a drop in the bucket in comparison.

### How to Light Store Windows.

In lighting store windows the aim should be to throw the light on the goods. The old way of having a chandelier with one or two lights in the center of the window did not meet this requirement. Two lamps, if lamps are used, placed in the corners of the window with reflectors behind them, will produce much better results. Gas can also be arranged in the same position. Of course, by far the best results can be secured from incandescent lights.



## Grand Rapids Gossip

G. W. Chaffee succeeds Young & Chaffee in the commission furniture business in the Lockerby building.

Henry Wickerink has opened a grocery store at New Era Kilns, one mile north of New Era. The Olney & Judson Grocer Co. furnished the stock.

P. B. Gast and F. A. Pulte have formed a copartnership under the style of Gast & Pulte and embarked in the manufacture of laundry and toilet soap at 42 So. Jefferson street.

It is the Michigan Bark & Lumber Co., instead of the Grand Rapids Bark & Lumber Co., which has purchased the cedar on lands owned by Will Straight, four miles west of Lilley, and has built a mill on the lands to saw out 20,000 ties.

I. F. Hilsinger has purchased the interest of his partner, W. C. Vliet, in the firm of Hilsinger & Vliet, grocers at 283 Jefferson avenue, and removed the stock to Elwell, where he has purchased a store building, and where he will embark in general trade, purchasing his dry goods from Burnham, Stoepel & Co. and his line of shoes from the Herold-Bertsch Shoe Co.

E. J. Herrick is rapidly recovering from the injuries sustained during a runaway by his carriage team while on his way to church last Sunday. He is not yet handsome to look upon, inasmuch as a series of bandages cause him to resemble in appearance a knight of the Middle Ages, but he hopes his face will resume its normal condition by next week, so that he can appear on the street without being compelled to resort to the use of a mask.

B. S. Harris, whose opinion is held in high esteem by the grocery trade generally, suggests the formation of a grocers' club, to be composed of from fifty to 100 retail grocers, placing the annual dues at about \$10 a year and maintaining regular club rooms in which to hold meetings and entertain guests. Mr. Harris has evidently come to the same conclusion which must sooner or later be reached by everyone—that the burdens of business rest on comparatively few shoulders and that the business of a town is, practically, done by a few men. While there are nominally 300 retail grocers in Grand Rapids, the retail grocery business of the town is practically done by about 100 grocers, and a club which would include the leading representatives of the trade would, undoubtedly, receive the hearty co-operation and support of everyone who appreciates the benefits of organization. This idea was, probably, suggested to Mr. Harris by reason of the backwardness shown by some of the suburban grocers in supporting the Retail Grocers' Association, which has stood as a barrier between prosperity and demoralization.

### The Grocery Market.

Sugar—All grades of refined have been advanced  $\frac{3}{8}$ c since our last issue, and an active demand is reported at the advance. Cables indicate another advance in beet sugars and our own raw sugar market is very strong, with light offerings at  $\frac{3}{4}$ c for centrifugals. The course of the refined sugar market at this time would be surprising when the visible supply of raw sugar is taken into consideration, were it not, as expressed by one of our correspondents,

that "Refiners don't like such a large demand for their product, without knowing where the raws are to come from, for such large requirements. It is said that 180,000 barrels of refined sugar were taken by the country on Thursday last, before and after the advance." The general position is unchanged.

Cereal Goods—The American Cereal Co. has issued a circular to the trade, withdrawing its former guarantee on goods of its manufacture. It still guarantees them to be fresh on shipment from manufacturer and jobber, but will not replace them after they have laid any considerable length of time in the possession of the retailer.

Lemons—The arrivals at the United States ports are averaging very heavy and a bulk of the fruit is selling low. The trade throughout Michigan orders invariably the best grades, and by so doing, derives a better profit, and, at the same time, very little complaint is received from the customer. We believe that the better class of dealers prefer good goods at a slightly increased cost and that they experience little loss from the coarse, rough scrub stock hawked about by peddlers. There is no immediate prospect of any advance in prices. Small purchases are the safer, owing to the probabilities of frost.

Bananas—It has been several years since there has been such a scarcity of this kind of fruit in the local market. None of the wholesale fruit dealers or commission men saw fit to order a full car, owing to the very light demand from the out-of-town trade. The Italians engaged in retail trade had in a car of New Orleans fruit and they divided their shipping stock as occasion demanded, so that very few orders from out of town were turned down.

Oranges—Prices were held up very firmly during the holiday trade, and it was with difficulty that local dealers executed all of their orders. The California Navels have been more or less streaked with green and have been quite sour; but a decided improvement will soon be noticeable and a perceptible decline in prices is already manifest. There are a good many foreign oranges coming forward, and that fact, coupled with the certainty of a large volume of California Seedlings and Navels about ready to be moved, warrants a belief in much lower prices and better quality during January.

Foreign Nuts—Nearly all varieties have declined since the holiday demand ceased and it would seem that prices are now about as low as they can be. As soon as the annual inventories are all taken and the odds and ends cleaned up, a better demand and, probably, a firmer feeling as regards prices will become apparent.

Peanuts—Have advanced  $\frac{1}{8}$  to  $\frac{1}{4}$ c per pound, and, while the limit has probably been reached, there is no reason for believing any particular change from present quotations will be made in the near future.

Benj. Whittemore, formerly with W. H. Goodyear, the Hastings druggist, has taken the position of prescription druggist for Hall Bros. Co., at Kalamazoo.

Frank H. Barnes, Western Michigan Manager for Scofield, Shurmer & Teagle, entertained his brother, Henry, from Cleveland, during the holidays.

$\frac{1}{2}$  off on New York Fancy Basket Japan Teas. E. J. Gillies & Co. J. P. Visner, Agt.

### Gripsack Brigade.

J. P. Pressly, of Belding, has engaged to travel for the Lansing Pants and Overall Co.

James A. Morrison (Olney & Judson Grocer Co.) left Jan. 1 for Boston, where he will spend a week as the guest of the coffee importing house of Dwinell, Wright & Co.

Joseph H. Gibbons, for the past two years on the road for Curtis & Son, of Charlotte, has engaged to travel for the Columbia Refrigerator Co., of Northville, covering the retail trade of Michigan, Ohio and Indiana. Mr. Gibbons will continue to reside at Charlotte.

Hereafter no one can become a member of the Michigan Knights of the Grip on the payment of the annual dues or membership fee. According to the new constitution he must pay the membership fee of \$1 and an advance death assessment of \$2, making \$3 in all.

B. F. Parmenter has identified himself with the I. M. Clark Grocery Co., taking the route heretofore covered by Hull Freeman, who has engaged to travel for an Elkhart paper house. Mr. Parmenter is a salesman of education and experience and will, undoubtedly, make his mark in his new connection.

J. C. Watson, traveling representative for Daniel Lynch, is confined to his home by reason of a sprained back, which has caused him considerable pain and much uneasiness. Mr. Watson confidently expected to attend the Lansing convention and was much disappointed over the turn affairs took.

Post C (Detroit) held its annual meeting last Saturday evening. The election of officers resulted as follows: Chairman, L. Williams; Vice-Chairman, Charles Burnham; Secretary and Treasurer, J. W. Schram; Board of Directors, W. V. Gawley, H. F. Moeller, A. S. DeGolia, Gus Hinkler, John McLean; Sergeant-at-Arms, M. Howarn.

S. L. Rice, for the past year traveling representative for Baker & Shattuck (Adrian), prior to which time he was on the road four years for Clark, Mason & Co., of the same place, has engaged to represent the Lemon & Wheeler Company in Southern Michigan and Northern Indiana. Mr. Rice will continue to reside at Coldwater, which has been his home for several years.

Grand Rapids has redeemed herself, having gone to Lansing via special train with seventy-five members of the Knights of the Grip. The next largest delegation was Saginaw, with forty members. Detroit sent thirty-eight and Jackson sent about thirty members. It is to be hoped that Grand Rapids will now maintain the prestige she has acquired as the champion delegation, in point of numbers, in the organization.

Fermor Coppens has resigned his position with the Star Clothing House to take a position as traveling salesman for the Chicago Stove Works, beginning with the New Year. He will assist his uncle, P. J. Coppens, in looking after the interests of the house in Michigan. P. J. Coppens has been in the employ of the company for the past nineteen years, and it is hoped that Fermor will prove as faithful as his uncle.

Allan D. Grant, formerly on the road for Northrup, Robertson & Carrier, of Lansing, but for the past two years traveling representative for the Globe Tobacco Co., has returned to the fold of the Lansing house. He will cover the trade of the larger cities of the State. The vacancy with the Globe Co., caused by his change of base,

will be filled by Chas. E. Williams, formerly engaged in the grocery business in Grand Rapids.

A Saginaw salesman spent his holiday vacation with an uncle in the country. Upon being suddenly called upon to ask the blessing, and, not being accustomed to it, he promptly tackled the difficulty in the following words: "We acknowledge the receipt of your favor of this date. Allow us to express our gratitude for this expression of good will. Trusting that our house may merit your confidence and that we may have many good orders from you this season, we are yours truly."

### For a Worthy Charity.

The Tradesman is in receipt of a \$50 check from the Samuel Bingham's Son Manufacturing Co., of Chicago, manufacturers of printers' rollers, for the benefit of the Children's Home of this city. The occasion of this liberal donation is a wager resulting from a controversy as to the identity of some rollers which had been forwarded to the manufacturers. It has been the custom of the Tradesman Company for several years to send its press rollers to the Bingham Co. whenever they required renewing. A quantity received from them recently were not up to the usual excellent standard, resulting in their return. They were so evidently bad that the manufacturer denied their being the rollers it had shipped, claiming the Tradesman Company had returned some old ones instead. As that question could best be decided by a personal examination of the rollers in use, the Tradesman offered to bear the expenses of a representative of the company and to pay to the Children's Home \$50 as a penalty if it should prove that the wrong rollers had been returned; otherwise the Bingham Co. was to pay a like amount. The wager was accepted without hesitation and in a few days the President of the company, M. F. Bingham, called at the office and was quickly satisfied of the correctness of the Tradesman Company's position. It was found that the rollers had been cast from the material belonging to some Chicago daily, through the carelessness of a subordinate. The Tradesman has always found the Bingham Co. reliable and its work superior to any others it has dealt with in that line, and it is glad to record the liberality of Mr. Bingham, which provides so handsome a New Year's present to a worthy charity.

### Flour and Feed.

Another very quiet week, merchants only buying on the "hand to mouth" policy, not caring to accumulate stocks at this season of the year.

In sympathy with general financial depression, the market has been weak and, to make large sales for future delivery, concessions would have to be made. Fortunately for the Grand Rapids mills, however, their trade has been steady and uniform for several months, so that but little surplus has accumulated. In fact, the merchant millers of the country are not anxious to push their flour on to the market, under existing conditions, there being a very general belief that, as soon as confidence in financial circles is restored, values of breadstuffs will advance to a more satisfactory basis.

Feed and millstuffs in fair demand and prices unchanged for the week.

WM. N. ROWE.

A clerk sometimes finds, when he becomes a proprietor, that he can't afford to pay himself his old salary.



## BICYCLE MANUFACTURE.

## Grand Rapids' Activity in This Industry.

The manufacture of bicycles and bicycle specialties in Grand Rapids has become an industry of more than average importance for towns of its size. The mechanical ability developed by the demands of the manufacture of fine woodworking machinery seems to adapt itself readily to the peculiar requirements of the new industry, and from the first the output of the factories has been such as to command a reputation for more than the average in reliability. Many of the wheels put out six years ago are still doing good service for those who have more regard for utility than for modern style. The special care given to close mechanical accuracy of construction has insured against the failure that has overtaken the industry in many localities, and has placed it on a basis here to command permanent and indefinite development.

The first factory in the field was the Grand Rapids Cycle Co. Commencing in a small way, this concern early received the aid of several valuable inventions, and, from the beginning, its output commanded a ready sale, which has steadily taxed its growing facilities to the present. Its first considerable output, six years ago, was doubled the next year and the ratio of increase thus inaugurated has been maintained ever since, and will be for 1896. To do this has required almost constant addition to factory buildings and plant, and yet, with a force of nearly 200 men, the present demands make it necessary to run day and night shifts in some of the departments. The building erected last season was considerably larger than the original factory and is provided with the latest appliances which experience has suggested for the economical and rapid production of the wheels and with the best ventilating, heating and dust removing apparatus in use. Among other innovations is a pleasant reading and lunch room, provided with tables and chairs and with suitable reading matter in the way of papers and magazines.

A curious feature of the enterprise is that the power for the factory is supplied by three large electric motors, run by currents supplied by the Edison Co., although it is necessary to make steam for heating purposes and for other uses in the factory and for power for running their own lighting plant. It has been found the most economical to provide very heavy and expensive machines for much of the work, a single drill press costing as much as \$1,000.

The material is mostly obtained in this country. Imported tubing is used some, but the American production is fully as good, although it takes time to demonstrate that fact to purchasers. There is no trouble now in obtaining sufficient material for any probable demand.

The product goes to all parts of this country and wheels are being sent to many others. During the week preceding the interview of the Tradesman, orders were received for about 500 wheels, one agent having placed 200. Among recent orders were some for Helsingfors, Russia; Cape Town and Johannesburg, South Africa; Hamburg, Germany, and for Sweden, Holland and other foreign countries. These are suggestive of the possibilities of the increase in trade.

The next most extensive manufacture

for this season is that of the Sligh Furniture Co., to be called "The Sligh." This company has made extensive preparations, by additions to its factory and the purchase of a complete outfit of the most improved machinery. It has secured the services of George Burdick, formerly superintendent of the Black Manufacturing Co., at Erie, Pa., makers of the well-known "Tribune," assuring the skill and experience which, with ample room and capital and the latest apparatus and material, put the success of the production beyond question. The experience and success of the Sligh Co. in selling goods assure that part of the undertaking. It has secured the services and experience in this line of C. S. Hartman, who transfers his allegiance from the Fox Machine Co., and will use his store on East Fulton street for local headquarters.

The company will build from 3,000 to 5,000 wheels for this season's trade and will employ in the work from seventy-five to 100 men. The wheels are to be strictly high grade and will be sold at prices to compare with those of other high-grade manufactures. The model is the latest and will be on exhibition at the coming cycle show in Chicago.

An older enterprise, but not so extensive, is the Cycloid Cycle Co., which commenced operations in a small way nearly two years ago. The wheels built by this company have given it a reputation for good work and the enterprise is rapidly growing. It is expected that the output will amount to over 1,500 wheels for 1896, which are to be taken by Studley & Jarvis.

Quite extensive preparations are being made for bicycle manufacture by the Perkins Machine Co. These are not far enough advanced for the company to give definite data as to what it will do. The difficulty of obtaining the proper machinery has seriously delayed the enterprise, but it will, doubtless, be in season to secure a share of the 1896 trade.

The Fox Machine Co. put out quite a number of wheels last year and will, probably, be represented among those of 1896, although the manager seems reluctant to give information on this point. Judging by appearances, this part of the company's manufacture will not be extensively pushed.

Another enterprise promising considerable importance is the manufacture of wood rims by the Berkey & Gay Furniture Company. Quite extensive preparations have been going on for several months, perfecting and fitting up machinery, and purchasing and preparing material. This consists of Michigan elm which is superior to any other in the country. It has to be cut to dimensions and carefully seasoned before it is fit for use. Shipments have been going forward for the past thirty days. All the Grand Rapids factories are being supplied and two of the largest factories in the country outside, besides moderate shipments East and West.

The special features of these rims are the joint and a reinforcing canvass strip and the finish. Enquiries are coming from all quarters and the outlook is that there will be no trouble in disposing of all that can be manufactured.

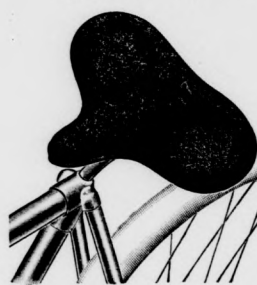
The automatic bicycle seat, a specialty manufactured by the Automatic Bicycle Seat Co., is proving a success and is being extensively pushed and advertised.

Still another seat is the invention and manufacture of Alexander Dodds, of the Dodds Machine Works, called the "Utility." This enterprise is new, the seat having been on the market but a few weeks. It starts out with excellent prospects and, being in the hands of an energetic pusher, will, undoubtedly,

..... THE LATEST .....

## The Utility Cycle Seat

.... For Gentlemen and Ladies....



Cut Showing Top of Seat



Seat Tilted Back to Show Construction

PATENT ALLOWED.

NO MORE

SITTING ASTRIDE  
CHAFING  
ACHING JOINTS.

ALMOST LIKE SITTING ON NOTHING....

The seat consists of two upright coil springs, on the top of which is a thick covering of felt, the whole mounted with a fine quality of leather. Whatever the motion of the hips may be—sidewise, backward or forward—the Utility Seat follows without the least resistance; hence its ease of riding. On a long ride, to get a new position, one needs only to tilt back (much as you would in a chair) and you have a new, restful position. Then, to "buckle down to business"—when going up hill or scorching, and you want your seat to tip forward, you have it instant. In short, the improvements in the Utility Seat over the old "saddle," is a long stride toward the IDEAL SEAT so many riders have been looking for. It is a superb seat for the average rider who does not follow racing—lady's seat, heavy man's seat, or the business man who sits upright, or for the rider who makes long trips from town to town. It is made just as good as money will make it. It is not an attempt to provide a cheap article; but a seat which the rider wants at sight. PRICE NET \$5.00.

Manufactured by ALEXANDER DODDS,

30 MILL STREET.

GRAND RAPIDS, MICH.

Free Tobacco=  
An Eye Opener!

Some of our competitors in the metropolis are trying to imitate our methods of advertising, but it is only a sickly imitation. We offer this week with each and every order for one-half chest

## Leaf or Dust Japan Teas,

with our broad guarantee that they are equal in cup quality and style to anything, at the price, in Michigan,  
One 16 lb. Butt Evenchange Plug Tobacco, FREE.  
Cash with order.  
Samples of Teas mailed upon application.

The Jas. Stewart Co.

(LIMITED.)

SAGINAW, MICH.



ly, become an industry of considerable magnitude. This seat is to be exhibited at the Chicago exhibit, January 4 to 11.

Another specialty is a mitt to be attached to the handle bars for protection of the hands against cold. These are the invention of R. H. Graves. The manufacture and sale are rapidly increasing.

It will be observed that several of the enterprises are only just entering the field, but these are in the hands of projectors whose business experience and prestige, as well as capital, put the question of success beyond a doubt.

#### The Chicago Cycle Show.

It seems to be an assured fact that the Chicago Cycle Show, which will be held at Tattersall's under the direction of the Board of Trade of Cycle Manufacturers, January 4 to 11, will be productive of great good, both in direct returns to the exhibitors and in the education of the agents and others attending.

If it were possible to get the use of a building with double the floor space of Tattersall's, which is located at the corner of Sixteenth and Clark streets, every inch of it would be occupied by those establishments which have already been allotted space at the Show, as well as by those who were late in making application for space, and so are denied the opportunity of exhibiting their goods. There are almost a score of establishments which have been denied admittance to the show, owing to want of room within the building. Originally it was planned to hold the exhibition in the Coliseum building, which huge structure collapsed as it was being erected. The Coliseum will be available for the next Chicago Cycle Show, for the building is now being reconstructed, and will be ready for occupancy by next summer.

The show will open on Saturday evening, January 4, and close the following Saturday. That the representation will be of the widest character is patent to anyone who will carefully examine the list of exhibitors. Agents and attendants at the show will again be entitled to the same reduction in railroad fare which was obtained for them on the occasion of the last Chicago show. A rate of a fare and a third for the round trip will be issued.

Tattersall's building is not more than ten minutes' walk from the center of the business district. The appearance of the show will be much superior to that seen at the last exhibition. The exhibits are mixed, and not as they were last January, in departments.

Every effort is being made to bring agents to Chicago for the purpose of inspecting the new models, and, from assurances now in hand and the education which these agents who attended the last show received, it is expected that at least 5,000 dealers will be recorded upon the trade visitors' book.

#### One Hundred and Twenty Additions During December.

Grand Rapids, Dec. 31—One hundred and twenty names have been added to the membership roll of the Michigan Knights of the Grip during the month of December, as follows:

Joseph S. Hart, New York City.  
John Skillman, Grand Rapids.  
E. B. Faude, Ionia.  
O. L. Hyde, Detroit.  
W. A. Ryan, Grand Rapids.  
E. J. Curtis, Linden.  
A. I. Simmons, Chicago.  
F. J. Schwartz, Chicago.  
J. E. Kenny, Durand.  
John Waddell, Grand Rapids.  
C. E. Mearns, Grand Rapids.  
T. H. Baker, Shelby.  
J. H. Darrow, Lansing.  
E. J. Harris, Saginaw.  
H. W. Beckrow, Saginaw.  
F. E. Armstrong, Saginaw.  
P. G. Spangler, Saginaw.  
E. P. Atwood, Jackson.  
H. A. Bordean, Jackson.  
Sol Cohn, Jackson.  
W. G. Melville, Ludington.  
Ford North, Lansing.  
Seth Davis, Saginaw.

L. Verdon, Kalamazoo.  
E. H. George, Lansing.  
Wm. Cannon, Ionia.  
V. I. Treat, Coldwater.  
A. H. Rothermel, Kalamazoo.  
D. K. McNaughton, Kalamazoo.  
E. D. Knapp, Grand Rapids.  
R. D. Johnston, Saginaw.  
J. J. McDonald, Grand Rapids.  
D. W. Leedy, Grand Rapids.  
E. E. Kraai, Muskegon.  
F. W. Brooks, Toledo.  
F. A. Carter, Thief River Falls, Minn.  
D. T. Waldron, Buffalo.  
F. G. Hutchinson, Detroit.  
F. G. Batcheller, Detroit.  
F. G. Wells, Lansing.  
F. D. Page, Jackson.  
B. D. Meeker, Grand Rapids.  
G. D. Wilcox, Eaton Rapids.  
J. B. Kelly, Detroit.  
J. D. Robinson, Big Rapids.  
A. M. Love, Grand Rapids.  
J. E. Phillips, Ionia.  
O. E. Rasmus, Muskegon.  
J. D. McKay, Grand Rapids.  
H. F. P. Schneider, Detroit.  
Theo Gale, Lansing.  
C. W. Gilkey, Lansing.  
J. A. Urquhart, Lansing.  
E. D. Glancy, Lansing.  
Louis Rosenbaum, Kalamazoo.  
J. H. Lavin, Saginaw.  
O. C. Gauld, Saginaw.  
Frank Plumb, Saginaw.  
W. H. Hood, Coldwater.  
C. W. Starr, Owosso.  
J. A. Watson, Bancroft.  
E. J. Evans, Lansing.  
A. G. Childs, Kalamazoo.  
A. L. Oppenheimer, Cleveland.  
C. J. Phillips, Jackson.  
C. S. Brown, Hastings.  
W. F. Sullivan, Lansing.  
Neal McMillan, Rockford.  
W. S. Armstrong, Traverse City.  
L. E. Phillips, Grand Rapids.  
F. J. Hayden, Milwaukee.  
C. H. Morgan, Grand Rapids.  
E. E. Hewitt, Rockford.  
E. M. Converse, Jackson.  
Geo. H. Martin, Jackson.  
H. L. Robson, Lansing.  
H. L. Pipp, Grand Rapids.  
R. L. Scott, Jackson.  
E. R. Wills, Detroit.  
T. F. Giddings, Kalamazoo.  
W. H. Johnston, Kalamazoo.  
C. A. Remisch, Kalamazoo.  
T. E. Doyle, Kalamazoo.  
F. L. Walker, Kalamazoo.  
J. L. Sternfield, Kalamazoo.  
Harry Hill, Kalamazoo.  
Wm. B. Streeter, Kalamazoo.  
A. M. Robson, Lansing.  
Edward Ross, Lansing.  
T. J. Leshner, Lansing.  
Chas. Christopher, Lansing.  
Fred Darling, Lansing.  
B. C. Barrett, Milwaukee.  
C. X. Johnson, Grand Rapids.  
J. F. Coghlan, Grand Rapids.  
F. B. Kreps, Grand Rapids.  
Geo. H. York, Battle Creek.  
D. D. Ford, Battle Creek.  
Chas. W. Smith, Battle Creek.  
H. A. Latta, Battle Creek.  
E. T. Shekell, Battle Creek.  
R. E. F. Baxter, Battle Creek.  
Geo. W. Lusk, Battle Creek.  
Chas. L. Ward, Battle Creek.  
Frank C. Sayers, Eaton Rapids.  
Franklin E. Singrey, Ft. Wayne.  
Tom C. Price, Saginaw, W.  
E. H. Maxwell, Lansing.  
I. B. Wolf, Jackson.  
Ed. C. Emmer, Grand Rapids.  
Edgar Hubbard, Concord.  
John Goebel, Grand Rapids.  
Fred E. Howe, Dowagiac.  
Truman Hubbard, Concord.  
M. B. Pollock, Grand Rapids.  
Wm. H. Graves, Detroit.  
Julius Tisch, Grand Rapids.  
A. W. Kelly, Detroit.  
L. C. Johnson, Ann Arbor.  
A. L. Saltzstein, Grand Rapids.

In addition to the active members above named, five additions have been made to the list of honorary members, as follows:

J. W. Calkins, Clare.  
H. E. Painter, Marshall.  
W. M. Woodard, Kalamazoo.  
C. B. Rogers, Springport.  
W. L. Andrews, Williamston.

# Begin the New Year Right

and

## Shake Off the Dragging Chains of Credit.....

By discarding the pass book and other antiquated bookkeeping methods and substituting in their place the

### COUPON BOOK SYSTEM

Which places the credit transactions of the merchant on a cash basis, and enables him to avoid all the losses and annoyances incident to old-fashioned methods.

### ACCOUNTS NEVER OVERRUN

One of the strong points of the coupon system is the ease with which a merchant is enabled to hold his customers down to a certain limit of credit. Give some men a pass book and a line of \$10, and they will overrun the limit before you discover it. Give them a ten dollar coupon book, however, and they must necessarily stop when they have obtained goods to that amount. It then rests with the merchant to determine whether he will issue another book before the one already used is paid for.

### CAN ALLOW A DISCOUNT

In many localities merchants are selling coupon books for cash in advance, giving a discount of from 2 to 5 per cent. for advance payment. This is especially pleasing to the cash customer, because it gives him an advantage over the patron who runs a book account or buys on credit. The cash man ought to have an advantage over the credit customer, and this is easily accomplished in this way without making any actual difference in the prices of goods—a thing which will always create dissatisfaction and loss.

### FIVE GOOD REASONS

Briefly stated, the coupon system is preferable to the pass book method because it (1) saves the time consumed in recording the sales on the pass book and copying same on blotter, day book and ledger; (2) prevents the disputing of accounts; (3) puts the obligation in the form of a note, which is *prima facie* evidence of indebtedness; (4) enables the merchant to collect interest on overdue notes, which he is unable to do with ledger accounts; (5) holds the customer down to the limit of credit established by the merchant, as it is almost impossible to do with the pass book.

Are not the advantages, above enumerated, sufficient to warrant a trial of the coupon system? If so, order from the largest manufacturers of coupons in the country and address your letters to

**TRADESMAN COMPANY**  
GRAND RAPIDS, MICH.





Devoted to the Best Interests of Business Men

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

TRADESMAN COMPANY

ONE DOLLAR A YEAR, Payable in Advance.

ADVERTISING RATES ON APPLICATION.

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

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

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

E. A. STOWE, EDITOR.

WEDNESDAY, - - - JANUARY 1, 1896.

### CONGRESS MAKES A GOOD START.

On account of the political difference between the executive and legislative branches of the Government it was predicted that there would be no co-operation and that a deadlock would be apt to occur. It is, therefore, rather a surprise to see the readiness with which the President's suggestions are seconded by Congress. The Venezuelan message carried a recommendation that a commission to investigate the boundary question should be appointed by the President. As quickly as such action could be taken a bill was passed in both houses, in accordance with the President's wish. Immediately following this, a message is sent to Congress calling attention to the rapid depletion of the Treasury and asking that action be taken to provide for the emergency. Without hesitation, the new Committee on Ways and Means reports a bill to increase the revenues \$40,000,000, which passes the house with but little debate. Then, to provide for immediate necessities, the same Committee reports a bill for the issuing of short-time, low interest bonds, which passes the house as promptly. All this would seem to argue a hearty concurrence in legislation were it not that these two bills were not just what the President asked for. He claimed that the need would be met by the retirement of the greenbacks and the issue of bonds instead, thus breaking the "endless chain" which had been depleting the Treasury gold by presentation for redemption, over and over again. With this arrangement he claims the revenues as now laid would be sufficient. So that with the apparent harmony, there is still a possibility of friction and these bills, though starting out with such promise, may fare hard before they get through the Senate and the President's hands.

The bill for increasing the duties is undoubtedly a move in the right direction, and is certainly in accord with public sentiment. The manner in which the legislative work has been done so far is reassuring as to any extended consideration of the question that should tend to unsettle values as during the consideration of the Wilson bill. In fact, so far, the action, on account of its promptness, has seemed to have a beneficial effect. The reassembling of Congress will be watched with a good deal of solicitude. If the action so well begun as to the revenue can be carried through in like manner

it will do much to reassure business and restore a normal condition of finance.

The bill providing for emergency bonds is not of so much real importance. Its only recommendation is the short time feature. The rate of interest is immaterial, for the higher rate will command a premium to correspond—the market value of the bonds is fixed by laws not passed by Congress, and a proper disposition of them will command the right price.

### TRADE STILL GOING THE WRONG WAY.

While the general recovery from the sudden panic caused by the President's message has been more complete than could be expected, many industries were affected and lines of trade adversely influenced, in which there can be no recovery until the holiday season is fairly over. Pending financial legislation and the uncertainty caused by the unfavorable condition of the Treasury undoubtedly aid in continuing the waiting and depression. The great anxiety is on account of paucity of orders. The general decline still continues, although hides have been advanced by speculation from 10 to 25 per cent. in two weeks. Shoes and leather, however, show slight decline.

Bessemer pig iron declined 25 cents and the bar iron association has reduced its prices. The industry is suffering from the undue advance. Minor metals are a shade lower. The coke combination is cautiously advancing its prices for short intervals.

It is the same story in textiles and woolen goods—dull and waiting—and woolen prices declined in soft dress goods and ladies' cloth an average of 1½ per cent. for week.

Wheat and cotton were decidedly affected by the panic and the general waiting condition makes recovery slow. Western receipts are considerably more than double those of last year, while exports have been a trifle less.

The total number of failures for the year is put at 13,013, against 12,721 for 1894. It is notable that a larger proportion of the failures was of solvent firms than was the case last year. Speculation in Wall Street was feverish during the week, being affected by the panicky conditions and by pending and proposed legislation. In spite of all this, there was a decided recovery in confidence and prices.

Early in the current week wheat developed unexpected activity with a positive advance attributed to unfavorable news as to the Argentine crop and the improved tone in Wall street on account of the disposition manifested by the Government to take suitable care of its finances. While general trading was dull on account of the holiday season, there seemed to be a better feeling.

A matter in connection with the bicycle trade which bids fair to engage considerable attention this season is that of the ill effects of unsanitary saddles. It is generally claimed by physicians that the saddles mostly in use are injurious and go far to counteract the beneficial qualities of the wheel as a means of exercise, and their advice has deterred many from the use of the wheel. This has turned the attention of inventors to the question, and saddles are being put upon the market which, it is claimed, are free from such objections. The matter is worthy of attention at the hands of manufacturers and dealers who are striving to secure the widest possible adoption of this means of progress and exercise.

### THE PHILADELPHIA STRIKE.

The strike of the street railway employees of Philadelphia, which terminated the day before Christmas, was one of the most remarkable in many respects of any that has ever occurred in this country. The principal contest of the strike leaders was for the recognition of the union on the part of the employers. This was refused in the settlement, although it was conceded that employees could retain their membership in any lawful organization. All questions of difference in wages or hours are reserved for future consideration.

The strike was greatly encouraged by the people on account of the company's having just discontinued the granting of transfers. The strikers took advantage of this prejudice and thus secured the aid of a large proportion of the populace in the riots and destruction of property.

The strike proper continued only a week, but this was long enough for very serious consequences. Occurring, as it did, just before the holidays, it brought untold disaster to the retailers of the city. Their loss is much greater, in the aggregate, than that of the street railway company, although the destruction of its property was tremendous, and in fares alone its loss was about \$350,000.

The number engaged in the strike was 4,000. Between 1,000 and 2,000 non-union men were put to work by the company before the settlement. By the terms of the settlement they will be retained and the old men put at work as fast as places can be found for them. It was through the friendly mediation of Mr. Wanamaker that terms of settlement were finally agreed upon. Work was resumed on Christmas day, but, the company failing to meet the ideas of the disaffected in the reinstatement of the men, there was a new outbreak, which was of short duration.

For so short a strike this was the most violent and disastrous that has ever occurred. If its results are a victory for the strikers, it is about as costly and as barren as can be imagined.

### WHAT HAS BEEN DONE FOR ARMENIA?

It is now about three months since the representatives of the European powers took their last determined stand, that the Turkish government must put an immediate stop to the atrocities against its Christian subjects, and proposed the most vigorous measures to that end. The movement, just at that time, was caused by the beginning of a peculiarly atrocious series of outrages, which, indeed, seemed to threaten the extermination of the Armenians. The terrible outbreak of carnage and rapine made the whole civilized world stand aghast and the great question was, how best to put an immediate stop to the career of the Turkish fiends and rescue the remnant of the persecuted from death at their hands and from starvation on account of the loss of all means of sustenance.

That there could be any extended delay in the matter seemed impossible. Diplomacy would require a little time to exhaust its resources and then something would be done. Months have passed. The first few weeks were filled with manifestoes, conferences and ultimatums. It seemed that nothing could stop or hinder the work of rescue long. But there comes the diversion caused by the ambassador's demand for extra guardships. By this time, the people had become tired of the subject, for no

political sensation can occupy the public mind long without weariness and satiety. Then, other questions—threatenings of National complications—occupy the mind, and the months have passed. What has been done for Armenia? The ambassadors are still before the Porte, with no apparent change in their position, except an appearance of relaxation. Armenian slaughter still goes on unchecked, and there is absolutely no appearance of progress in the direction of rescue; in fact it seems much farther off to-day than it did three months ago.

Something is being done in the way of monetary relief, from this and other countries; but, in the conditions obtaining in the stricken countries, it can amount to but little. The only apparent ray of light is that this country is taking up the cause of its despoiled citizens in Turkey. If this should lead to the United States taking a hand in the matter, financial considerations will not stand in the way and the tricks of diplomacy will not hinder long.

### TO RE-ARM THE MILITIA.

The recommendation made by General Miles, and embodied in a bill already introduced, that the National Guard of the different states be armed with the 45-caliber Springfield rifles, recently discarded by the army, is rather a radical movement. In the first place, most of the state troops are already armed with that rifle, and have been for years. In the second place, the State of New York, which maintains fully 25,000 men, or as large a force as the entire United States Army, has already made arrangements to arm her troops with an improved magazine gun, and, lastly, it has always been the policy of the Government to issue to the States the same sort of an arm which is used by the regular army, so that in the event of war there would be no diversity of armament.

It certainly would be wiser to arm the state troops with the improved magazine gun now in use in the army, because they would in that way become fully familiarized with the weapon they would be called upon to use in the event of war. The state troops are the first reserve of the regular army, and consequently they should be as well armed as the regular army itself, and, moreover, be perfectly equipped to take the field at short notice.

The Government, instead of issuing the discarded Springfield rifles to the state troops, should ask Congress to authorize the manufacture of improved arms at once, with a view to arming the entire National Guard with the same arm as that in use by the regular army, as speedily as possible.

It naturally affords the Tradesman much pleasure to be able to present the first full report of the proceedings of the seventh annual convention of the Michigan Knights of the Grip, albeit such an undertaking necessitates a delay of a day in issuing this week's paper. The Tradesman's report includes the full text of all the papers and reports, a summary of the discussions and a correct statement of the action taken on each topic introduced. The report will be perused with interest by merchants as well as traveling men because it discloses the thoughts and aspirations uppermost in the minds of the progressive traveling salesman of the day.



**A NOTABLE VISIT.**

It is announced that in a few days Grand Rapids is to have the honor of a visit from the renowned hero of the Pullman strike and the martyr of Woodstock jail, Eugene V. Debbs. Mr. Debbs comes to this city with the qualifications necessary to command the homage of audiences whose intelligence is not a credit to any community. It is a passion of the most ignorant and debased to have an opportunity to see those who have become the most notorious, and the more sensational and outrageous the means by which the notoriety is obtained, the greater the attraction. It was owing to this characteristic of the most ignorant of the sensation-loving classes that the talented and refined John L. Sullivan was enabled to star around the country posing as an actor. In the Debbs case there are, also, the same attractive elements which make the murderer such a object of interest to ignorant and weak-minded women and men. For was he not the leader of a murderous insurrection responsible for the loss of millions upon millions of property and of many lives—more than those who perished in the rebellion for which Riel was hanged a few years ago in Canada?

Mr. Debbs comes abundantly equipped with the qualifications necessary to command success with such audiences. Lacking in intelligence, without any personal qualification worthy of recognition by a decent man or woman, a drunken bar-room loafer, whose conduct disgusted his immediate followers to such an extent that he was thoroughly "turned down" when he came out of jail, it remains to be seen whether he has the qualifications to command the attention of an audience containing a single person of dignity or repute. It remains to be seen whether any ministers of the gospel are so low in intelligence and timeserving in character as to accept the invitation of the committee to a seat on the platform with the eminent speaker whose treasonable conduct in any other country would have condemned him to the gallows.

**THE GOVERNORSHIP.**

The time is rapidly approaching when choice must be made by convention of a man to guide the political, social and business interests of Michigan for the next two years. The governorship is not entirely an ornamental office. It involves responsibilities and affords opportunities which make the question of choice a serious matter. The short but sensational career of the Populist leader, Waite, of Colorado, is an illustration of the importance of care in the selection of such officials, and a nearer one can be found in the notorious Altgeld, of Illinois. A recent incident in the career of the latter is a case in point, showing how the ends of justice may be defeated by such a timeserving demagogue. The Civic Federation, an organization of the best business and moral elements, made necessary on account of the municipal corruption of Chicago, succeeded in securing the conviction and imprisonment of two of the most notorious political toughs, who were responsible for the killing of reputable citizens at an election riot. The authority of his office enabled this "popular" Governor to promptly undo the work of reform by pardoning both of the criminals, thus putting a premium on murder and the desecration of the ballot.

Michigan cannot afford to elect a

Governor of this stamp. The business interests, especially, require a man of conservative character and broad judgment—in short, a man who can be depended upon to do the right thing at the right time. Such a man, for instance, was President Harrison, and such a man, in most business matters, is President Cleveland. Such men are obtainable for the Michigan governorship, and it is to be hoped that such a man will be selected, in preference to the leaders of municipal rabbles or those who will sacrifice principle to conciliate the walking delegate of union labor tyranny.

**OUR GREAT RESOURCES.**

No country in the world can reach the full measure of prosperity and greatness within the confines of a Chinese wall, but, of all countries upon the earth, possibly the United States could come nearer reaching a great destiny under such circumstances.

Were the navies of the other nations to impose an actual embargo upon our trade and blockade of our entire coast line, there is scarcely an article for man's support and even comfort that could not be produced in its raw or manufactured state in this country. This can be said of not another nation on the globe. A complete blockade of any other country would produce a famine. Here we have the cattle and sheep and hogs for meat and for leather; the breadstuffs in great abundance; the cotton and wool for clothing; the timber and clay for building purposes; the iron and copper, and the coal for fuel. Even cane and beet sugar can be produced almost in sufficient quantity to meet our wants. Coffee is not here, but can be had by rail from Mexico. Nearly all of man's wants can be supplied by our native and manufactured products.

It is not probable that we shall ever be put to such a test of our independent resources, but it is possible. The French and British navies could to-day maintain such a blockade for a year, or until we could build ironclads enough to raise it. It is very comforting, therefore, to contemplate the variety and abundance of our resources under such an emergency. Even the South, without half the development now enjoyed, fought through a three years' blockade, and could have lasted longer without great suffering had not the Union armies been marching and countermarching across it all the while. Truly it is a grand country we have and our pride and boasting are pardonable.

The outcome of the Venezuelan controversy will be watched with much interest by the French government, for the reason that the line of French Guiana is being moved to include a slice of Brazil in exactly the same manner that the English have encroached on Venezuela. The advance of France precipitated a conflict with Brazilian troops, in which the French were successful. This was followed by diplomatic negotiations, which have been so far unsuccessful, and it looks as though Brazil would have to fight unless the precedent that will be established in the controversy between the United States and England as to the Monroe doctrine shall be such as to settle the matter. It would seem as though there was sufficient need for a clear definition of this doctrine in the number of territorial encroachments constantly imminent.

The earliest branches of an education are beech, birch and hickory.

**MANITOBA'S FIGHT FOR FREE SCHOOLS.**

The contest over the question of separate denominational schools in Manitoba seems likely to come to a conclusion in a short time. The Manitobans have adopted American ideas in their government and in the school system, and decided some time ago to devote the public funds to the maintenance of none but non-sectarian schools. The defeated minority, depending on the strength of sectarianism in the Eastern provinces, appealed to the Dominion Parliament, with such success that early last spring an order was issued commanding the Manitoban government to restore the separate school system. The Legislature refused obedience to this mandate. The matter was then taken up in the House of Commons, where it was stated that, in the event of a continued refusal to obey on the part of the recalcitrant province, a session of the Dominion Parliament would be called to consider the matter early in January. In view of this a special election has been called in Manitoba to vote upon the question, to be held January 15th, in the hope that the majority in favor of the American system will be so great as to influence the action of Parliament.

In view of the fact that Manitoba adjoins our north-central states and is decidedly American in spirit and feeling, the outcome of the controversy will be watched with much interest. That the sectarian conservatism of the eastern provinces should attempt to foist such an obnoxious school system upon the more progressive members of the Federation because it is within their power to do so seems most intolerable.

**ADVERTISING VS. SCENERY.**

That signboard advertising pays is indicated by the fact that it is so rapidly increasing, and it follows that it is a method that has come to stay, but the disfigurement to which the country is being subjected thereby is becoming a serious matter. With or without the consent of owners, fences, buildings, trees, rocks—anything on which lettering can be painted—are appropriated by the ruthless desecrator, and signboards are interposed in every pleasant vista until there is no longer any such thing as scenery near our larger towns. It seems as though the shrewd advertiser selects the most attractive places for his unsightly disfigurements, thinking they will thus more likely meet the eye; but if his object is to produce a pleasant impression on the mind of the beholder, in most cases that object is defeated. For the disgust created by the outrageous disfigurements, the impertinent obtrusions, neutralizes in a great degree the benefit sought in the advertising.

There is a strong sentiment growing in many localities against this increasing nuisance, and in some places the authorities are employing men to remove the unauthorized disfigurements, and those engaged in painting and posting such signs are arrested and fined. In a recent instance at Riverside, Cal., the fine imposed was \$20. It is to be hoped that the sentiment will continue to grow until this almost intolerable nuisance shall be abated.

The Sunday night before Christmas there was brought into the Chicago post office ten tons of mail as the result of a single collection, the largest in the record of that institution.

It is more dangerous to eat stale fish than meat, because, the moment that decomposition sets in in the flesh of a fish, exceedingly poisonous products, possibly compounds of phosphorus, begin to form. The poison is an irritant, and its effects are usually first a severe attack of indigestion, passing in the most severe cases into the gastric enteritic form; then come great coldness of the body and nervous disturbance and depression. Another form still more serious begins with nausea, severe and protracted vomiting, compression of the pulse, great lowering of the temperature, cramp, diarrhoea, then convulsions. The decomposition of meat does not produce these poisons and, therefore, "high" meat and game may be eaten with comparative impunity; but it must never be forgotten that fish, the moment that decomposition sets in, becomes actual poison, and that the further the decomposition proceeds the more poisonous the fish becomes.

It is a matter for political self-gratulation that the panic caused by the war scare message had so little effect in changing the expression of patriotic sentiment. Had not patriotism been more potent than the "greed of capital," the sudden decline and panic in American stocks, showing the degree in which English capital has power to injure our securities, would have changed the expression of sentiment and it would have been discovered that a serious mistake had been made. That there was no such effect argues that American capital is ready to face any exigencies to which patriotism may subject it.

Many in this country have deprecated the fact that the United States could do nothing directly for the rescue of the Christians in Turkey on account of the American policy of neutrality in Old World affairs. But the recent outrages against American citizens and the destruction of their property seem likely to make the matter the business of this country. If there is enough of the Turkish government left against which to push the claims, there will be a long reckoning when such matters are brought to the official knowledge of the United States.

A carload of redwood for use in making lead pencils was recently shipped from Sanger, Cal., for Nuremberg, Germany. Some time ago, experts from Germany investigated the timber resources of the Pacific coast in an effort to find a substitute for cedar, the forests in Europe from which the supply of that wood for pencils has hitherto been obtained having become almost exhausted. It is said that the redwood from the east slope of the Sierras is the only wood beside cedar with a sufficiently straight grain to make it suitable for pencils.

An article in another column on the local manufacture of bicycles will be a surprise to many in the indication of the importance to which this industry is rapidly growing. This has a value in the outlook for the future of our local industries in that it indicates a diversity which insures healthy growth. While furniture will doubtless be the leading one for many years to come, a great number of others are assuming sufficient proportion to prevent the vicissitudes in that single line from having too great an influence on trade conditions.

Three hundred pounds of excellent tea was recently marketed in Memphis, raised by a planter in Arkansas.



## Getting the People

### Art of Reaching and Holding Trade by Advertising.

Thousands of merchants in this great United States are just now cudgeling their brains for something to write about in their advertisements. Holiday season is past, it isn't time to advertise spring goods, and the result is an alarming lack of good material where-with to Get the People.

Just as surely as business is likely to be dull for a time, just so surely must the progressive merchant hustle so much the harder for custom, and just so much more fetching must he be in his advertising literature. People will always buy an article when they have the money and really want it, but it requires a shrewd advertiser and a shrewd salesman to sell them something they don't need.

Original.

### It Speaks Volumes

When we say that our trade is keeping up to the average, even after the Holidays are past. Our universal practice of giving absolute values for every dollar spent in our store encourages people to buy and insures them fair treatment in all dealings. Just try a sample bargain.

ALLOKAY & CO.

Apropos of novelties in advertising, there are plenty of hints—some good, some bad—for merchants in the following on "Chicago Methods," by Miller Purvis, in Printers' Ink:

That the methods adopted by Chicago advertisers are correct and paying ones is proved by the success of the advertisers and their continued use. Naturally, in a city the size of this, there are a good many different ways of obtaining publicity through ads, and it would be pretty hard for a beginner to decide which one of those in use here to adopt.

Marshall Field & Co. are always dignified in their ads, and I believe they are truthful. In their ads they say:

"Our prices are always lower than those quoted elsewhere." "Our advertisements are entirely free from exaggeration." "Our stocks, varieties and assortments are immeasurably the best in Chicago." It would not require any argument to convince careful buyers that these statements are truthful, and in the half-page that follows there is a statement of varieties and qualities, with prices, that sounds reasonable and entirely within bounds.

This style of advertising is characteristic of the ones put forth by other big dry goods and bric-a-brac houses, like Schlesinger & Mayer, Carson, Pirie, Scott & Co. and Mandel Bros. All these firms do a very large business, and have first-class reputations for selling high-class goods at good prices, but at prices that are entirely within reason.

There is another class of department stores here which are bargain stores. At these stores may be found goods at almost any price and of any quality. They advertise a certain line of goods at a very low price, and, when the ads are followed up, the discriminating buyer finds that the articles advertised are there, but of a quality that makes their purchase a matter of doubtful economy. Then the polite saleswoman—and they are all polite—is ready to show you a higher-priced article at a higher price, and, if the shopper will stop to look, she will find that she can buy just as high-class articles there as in any other place. I think this class of stores do business in an absolutely honest fashion, for they never claim in the ads that the bargains they advertise are the best goods, and readily admit that

they are not when the shopper asks any questions concerning them. They have the goods at a price, as advertised, but do not make any false claims for them in any way, except to say in their ads that their prices cannot be duplicated, when the fact is that they can in any other store of the same kind in town. These people advertise to get the crowds in their store, and then take chances of selling the goods advertised, or something better. On Barnum's principle, that if he could get the people to his show by any means, he would give them the worth of their money, these stores advertise to catch the bargain hunter's eye, and then try to give them good value at whatever price they pay for what they take.

There are other stores here which are fakes pure and simple. Going along the street the other day, I saw a certain line of plaid dress goods displayed at ten cents a yard, which was a genuine bargain. Further up he street I saw a piece exactly like it, piled in front of a big store, marked, "5 cents to-day." At the door a young man stood, and as I passed he said: "This is the last day for us, as our lease expires." I went in, out of curiosity, to see the big crowd, and I found the counter where the plaids were crowded with ladies, but the sales girls were not trying to wait on them. While I stood there, I was approached by two or three of these girls and asked to look at some of the articles a man is interested in, but refused to buy. While I stood there, I heard one clerk say to another: "Why don't you get a move on you? The old man has put some plaids out, marked 5 cents, and is getting them in here, and he expects us to get something out of the crowd." This showed me that that store was a fake, and as it is here yet, I presume it is no better now.

One clothing advertiser invariably begins his ads with some moral reflections that often come very near being epigrams.

I quote a few from to-day's papers: "Men of bad reputation are seldom as bad as they seem."

"Reputation is not character."

"More than a thousand innocent men are imprisoned in Chicago every year."

"Men have been hanged in Chicago simply for the reputation forced on them."

Then follows: "Most clothing houses have made mistakes, too. They have overloaded themselves at boom prices, and now some of them are forced to quit business."

"The Nonesuch makes no mistakes," etc.

All the argument goes to prove that because they have not made a mistake they can now buy cheaper and sell cheaper than others. Another firm has come out with alarming frankness, and states that it does not offer goods below cost at any time of the year, and gets just as good a profit during the holidays as at any other time. This is no doubt true and the telling of it deserves its reward, though I have a suspicion that the man who claims to sell closer than any one else does or can will get the trade of the hunters after cheap bargains.

Original.

### There are a Few Left Over—

Not many, though—of those beautiful and wearable Cloaks and Jackets we bought for the Holiday trade. We will close them out now at a large reduction in price and guarantee every garment in all respects.

HOWARD & CO.

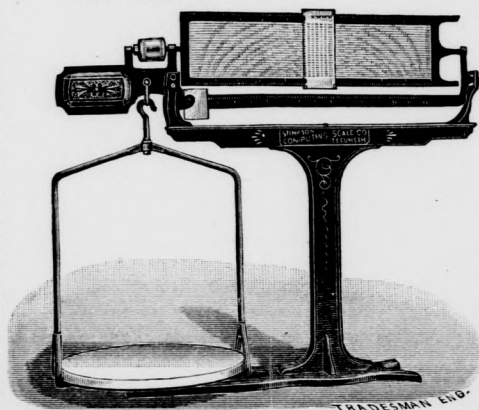
It has always been a favorite argument of mine that an advertisement should be devoted, as nearly as possible, to one thing at a time. "Too many irons in the fire" do not pay in advertising any better than in other matters.

In this connection, a prominent Canadian journal for advertisers says:

## Do Not Be Deceived

by claims of competitors. The Stimpson Computing Scales are fast superseding all others. To see them is but to appreciate their superiority.

They Weigh and Compute at one Operation, by the movement of one poise. Having Weight and Value before you at all times, their work is proven the Acme of Simplicity.



This cut represents the STIMPSON COMPUTING BUTCHER'S SCALE,

which contains all the valuable features of our well-known grocer's scale, and for weighing meats, fish, butter, cheese, etc., has no equal.

For further information address

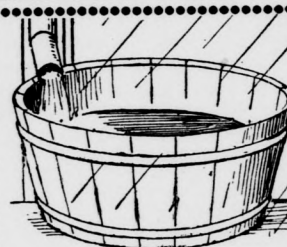
STIMPSON COMPUTING SCALE CO., Tecumseh, Mich.



There are good reasons WHY you should sell

## Atlas Soap

The women-folks want it because it is pure and doesn't hurt the hands. It brings greater profit than any other brand on the market. Why? Ask your traveling man.



### Catching Rain Water

is a familiar practice in sections where the regular water supply is too hard for use. Its softness and purity make it very desirable on wash day. The same results can be derived by using

### OAK LEAF SOAP.

It makes the hardest water soft, makes the clothes white without injuring them, and reduces the labor of washing one-half. Ask the grocer for it.

OLNEY & JUDSON GROCER CO., Wholesale Agents, Grand Rapids, Mich.

## The = Best = Seller = in = the = Market



Retail Prices:

Half Pint.....\$ 25  
Pint.....50  
Quart.....75  
Half Gallon.....1 10  
Gallon.....2 00

A Combined Cleaner, Polish and Disinfectant.

The Only One.

Sample (1/2 pint can) and prices sent to dealers free on receipt of business card and 20 cents postage. See wholesale quotations in Grocery Price Current.

W. F. Henderson & Co., Sole Manufacturers, 42 Hubbard Court, Chicago.



First have something to say, then say it. Talk of one thing at a time. Two articles may be equally worthy, but you can't claim attention for both at once. One article well advertised is better than two articles half advertised.

Don't repeat ideas. Be short—direct—pointed. Smooth, flat ads are as easy to forget and as hard to pay attention to as dry sermons on a sleepy summer Sunday. Put in points—sharp ones.

An article for sale has but three points of interest for the public—how good it is, the price, and where to get it—points cold and unromantic, but full of business. Present facts about the thing you sell—give reasons why the price is a fair one, and if you do it correctly the smallest kind of type for your name and address will not hide them from the interested reader.

Put a good heading on your ad; make it bold and concise. The heading should always have some connection with the article advertised. Don't have too much reading matter; short and to the point. Cut out all words that are not essential to direct meaning. Short, crisp sentences are the kind that count.

Avoid generalities. Particularize. Give special mention of a special article with special price and the attributes most likely to sell it. Arrange facts in logical order, so that when the reader has finished he is convinced that he needs the article and had better buy it of you. There is nothing from cheese to broadcloth that cannot be effectively advertised in this space-saving style.

Original.

### Occasional Wet Feet

Are necessary to the comfort and sweetness of yourself and family, but wet stockings while being worn are unnecessary nuisances and in fact dangerous. Waterproof shoes offered by **MUDDY FEET & CO.** are a great economy.

Above all things else, don't let up on advertising because trade is quiet after the holidays. Load your cannon of publicity with hot shot and go gunning for customers. If they climb a tree, go after 'em, and if they refuse to be bagged, take 'em by main strength—honestly, of course. Trade is never so lively or so dull but that it can be made better by plucky, persistent, careful, painstaking advertising.

FDC. FOSTER FULLER.

### Disastrous Year in Furs.

From the Dry Goods Reporter.

The year 1895 will be remembered as one of the poorest the fur trade has ever known. In no previous year were there as many failures, nor has there ever before been such fierce competition. The whole trouble appears to rest with the manufacturers, who made up an immense amount of cheap furs, for which there has been only a limited demand, the weather, for the most part, being unfavorable for the sale of furs.

In making preparations for the season the entire trade was imbued with the idea that there would be a large demand for furs. Just why this opinion was held does not appear, but manufacturers went ahead on that basis. The demand for furs on the part of American merchants was so large that prices went up very considerably in Europe and supplies ran short. Manufacturers were led to believe that a large part of the demand would come from the middle and lower classes, and that they would want cheap furs. This led the manufacturers to pay particular attention to low-priced furs, and the amount of trashy stuff put on the market was simply appalling. Skins were used which

had never before been utilized for garments.

Another important factor in the situation was the large number of concerns which went into the fur business, in the belief that this would be the banner season for furs. Cloak houses, which had previously dealt in furs only to a limited extent, went into it heavily, and this made competition fierce. Continued unseasonable weather served to restrict the demand, and houses with limited capital went under. Some men who had had no previous experience went into the business, and they were among the first to fail. Nearly thirty failures have occurred in the United States, and of these nineteen were in New York alone, but it is worthy of notice that only a very few of the old-established firms failed. Some of these did not take stock in the generally accepted idea regarding the season, and they are consequently not seriously affected by present conditions.

The question of styles does not appear to have entered into the situation to any extent, the main cause being the anticipation of a demand which failed to materialize.

With high-priced furs trade has been fairly good. Furriers report the demand as about on a par with last season, and there has not been the over-production, of as in cheap furs. The experience for the present season, it is hoped, will be a salutary lesson to the trade and prevent a repetition of it another year.

### Outside the Counter.

Too little attention is generally given to little details that make for the customer's personal comfort, or that minister to the customer's vanity, by delicate study of the weaknesses in human nature.

Everybody is favorably influenced by attention. It is the very marrow of feminine appreciation, the keen delight of girlhood, the solace of age, the ready key that unlocks the good-will of "all sorts and conditions of men." The merchant who adroitly plays upon the self-appreciation of his customers is very sure of large returns of reciprocating profit.

Put a little fellow—white or black—in quiet livery at the inside of the door, to open or close it for visitors. It is wonderful how much "buttons" adds to the tone of a store; and the expense is very trifling—a dollar or two a week with a few perquisites. It is worth many times the cost, in the advertisement of your solicitude for your customers' convenience.

A full-length pier glass—a mirror reaching to the floor—is always a comfort to a woman when she comes near it, and a surreptitious glance to see whether her skirt "hangs" right, or her hat is straight, carries with it a grateful sense for the thoughtfulness which provides the means for this satisfaction.

Little things? Oh, yes, of course, but then it is just these little things whose aggregate produces big results. America is growing out of her crudities. The twentieth century merchant will make elaborate provision for the creature comforts of his customers, for the financial no less than the aesthetic value of that wise provision.

### Feel Highly Complimented.

From the Mancelona Herald.

That excellent trade journal, the Michigan Tradesman, has on two different occasions reproduced a number of advertisements from the Herald to show the manner in which they are written and the attractive style of composition. The business men of this place ought to feel highly complimented when a publication of the reputation which the Tradesman enjoys reproduces their advertisements for other merchants to pattern after.

Any man that fails to secure his full rights is not living up to his highest duty. Every true man will see to it that he receives his just dues at the hand of every other man. But it should be our aim, not only to secure for ourselves all we are worth, but also to make ourselves worth more.

### BOOK OF BOOKLETS—Chap. II.

1. Verily, I say unto you, the man who hath been born in wisdom advertiseth his wares after the manner of the coming generation, and getteth himself a BOOKLET which describeth his merchandise in a comely manner and with conciseness,

2. For the buyer who readeth a BOOKLET doth so with much pleasure and enlighteneth his mind with due regard withal for the merits of the goods and chattels therein spoken of.

3. And, moreover, I say unto you, the BOOKLET enableth the advertiser to say many things in a seemly manner which will be read and taken heed of by the people.

4. For therein he may be able to please the vanity of the reader, and by his logic he disarmeth the anger which ariseth in the breast of the man who hath no time for lengthy parables.

5. Yea, verily, I say unto you, that he who writeth and sendeth out to the men of all countries BOOKLETS which please by reason of their terseness is greater than he who taketh a city, for he commandeth the trade of all cities and of all the people in those cities.

6. When thou settest thyself down to write thy BOOKLET, let thy mind dwell upon those things which will interest the buyer of merchandise, for thereby wilt thou gain praise to thyself and profit to thy account.

7. And when thou selectest a maker of BOOKLETS to print thy publicity, be thou certain that thou pickest out one who understandeth his business and knoweth how to make thy BOOKLET attractive to thy customers, for thereby thou winneth half the battle.

---Selah.

The Tradesman Company makes a specialty of Booklets, for Manufacturers, Wholesalers and Retailers. A special writer is employed who will prepare the matter for the booklet if desired.

**Tradesman Company**  
GRAND RAPIDS.



## JANE CRAGIN.

## Cy Plays the Part of the Good Samaritan.

Written for the TRADESMAN.

It was along towards five o'clock; at all events it was between daylight and dark. Cy was standing at the office window and looking out into the deepening twilight of the rapidly closing year. He was thinking of ways and means to increase the financial prosperity of the past year, when his eye caught the figure of a man, half creeping, half crawling around the end of the Neely house to the back door. When he reached the corner of the house, he peered through the darkness as if he were trying to find something. Then, after a quick glance in ever direction, to see if anybody was in sight, he seized some crusts that were lying in the swill box and, stepping into the corner formed by the L and main part of the building, ate every crumb of that mouldy bread.

"By George! If that ain't a little the wust I ever see! If I call to him, he'll scud. I'll go out and kind o' saunter by there and mebbe I'll meet him."

Jane had gone to supper and Jim was in the store. Cy went out at the front store door and walked leisurely around the corner. He saw his man coming toward him.

"Good evening," said the store-keeper, with a strong emphasis on the good.

The man was touched by the hearty tone and, hesitating a little, stopped and said, "I wonder if you could help me to a place to sleep to-night. I've had my supper; but my last cent is gone, and I must sleep somewhere. Do you think you can do anything for me?"

"Well, I don't know. It's so dark I can't see you; and I don't like the idea of giving you money without knowing who you are or what you'd do with it if I did. I'll tell you what I'll do—you come right along home with me. I haven't been to supper yet, and, even if you've had yours, I'll bet you can worry down a cup o' tea or something. After that I'll see what I can do for you. Who are you, anyway, and how do you happen to be here in Milltown in this shape? You can tell me as we go 'long. It's too biting cold to stand here."

They kept on in the direction Cy was going. Urged by the cold, Cy started off at a brisk pace, but he had to slacken his steps—the man couldn't keep up; he made an effort, but hadn't the strength. Seeing this, Cy took him by the arm and supported him. Telling him to keep his story until they reached a place warm enough to listen in comfort, they slowly found their way to the Huxley door.

"Mother," said Cy, "here's a friend of mine that I've invited to try potluck with us to-night. I declare! I've forgotten the name. Willard—Oh, yes. Mother, Mrs. Huxley, Mr. Willard."

"I'm dreadful sorry, Mr. Willard, that I didn't know you were coming—I should feel a little surer of your supper. Cy, you'd better take Mr. Willard right up to your room. Don't stay long, for supper's most ready to put on the table."

Cy took the man "up to his room." They were hardly inside the door, when the man said with emphasis, "Please don't ask me to sit at the table with you—I'm not fit, I'm not clean. My clothes are too dirty to be even decent. Take me to the kitchen and let me have my supper there."

He stood by the door where the light fell full upon him and Cy had a chance

to take him in. He was a man about 25 years old, five feet ten or thereabout in height, with a pleasing face, dark hair and beard and heavy black brows. His voice was pleasing, too, and his language showed training, as well as his manners. That one look at him out of Cy's searching eyes settled the question for the store-keeper.

"Never you mind about your looks. Here's warm water and soap. Go ahead. You'll feel better in a minute or two. Take your coat right off—that's it. While you're busy with that, I'll brush up a little myself. Now, excuse me just a minute;" and downstairs Cy went to let his mother know who their guest was, and to find out what she had done with the shirts and other wearing apparel which she had been insisting he should wear out, much against his will.

"You needn't hurry about supper, mother. It'll take some time for him to be ready;" and back he hurried upstairs.

No wonder the man was cold. He had on only a thin cotton shirt without underwear of any kind.

"Now, then, Mr. Willard, you're not dressed warmly enough for this weather, and I've a lot o' things I shall never wear, and it'll be a good thing for me if you'll just take 'em off my hands. You're about my build and I guess these things'll fit you all right. Here's this underwear and the rest. On with 'em;" and Cy slipped out of the room.

When ready to go down, the man didn't look much like the fellow who had come up a half hour before. Soap and water had done their work and the garments that Cy had brought up fitted him to a T; and he wore them, too, as if he was accustomed to wearing clothes as good as those.

Hungry? Of course he was. In the first place, in spite of the "potluck" Cy had called it, it was a remarkably good and appetizing meal. When it was over, the young man told his story.

"I have but little to say for myself and that little is soon told. I told you my name is Willard—Henry Willard—and I live in Willowby, Maine. The rest is soon told in the old story of the Prodigal Son. I've spent my substance in riotous living, have eaten my full share of the husks. When I get home—if I ever do—I shall have a great deal more to say to my father than that young man had to say to his. I've been pretty busy thinking for the last three or four months. I've known what it is to go hungry, and when a man of my age finds that out, he knows what he's talking about. I thought at first I wouldn't tell you, but before I met you, Mr. Huxley, I had what I called supper from some bread I found in a pail at the back door of the house we passed first after I met you."

"No, I shall stop nowhere but get home as soon as I can. The first money I get after I reach there I shall send to you for the first real dinner I have had in four weeks. Now, sir, I'll not trouble you any more, and, thanking you heartily for your kindness—both of you—if you will get my hat, I'll go."

"Go?" said Cy. "I guess not. Sit down, unless you want to go to bed. It's pretty early in the evening, but that isn't anything, if you want to go to sleep. Do you?"

It was exactly what he did want and, with no fear now as to the result, the guest chamber was placed at the man's disposal. There was no doubt about his making good use of the privilege—

## Worden Grocer Co.

Are now receiving large shipments of **SYRUPS** and **MOLASSES**, all grades, from highest to lowest, and can bill your orders to your entire satisfaction.

PRICES ARE RIGHT.

Worden  
Grocer  
Co.  
GRAND RAPIDS, MICH.

Silver

The finest canned goods packed in New York State, for sale only by

The  
Musselman  
Grocer Co.

Queen

of GRAND RAPIDS  
MICH.

The line includes the following varieties of Fruits and Vegetables:

2 lb. Black Raspberries	2 lb. Corn	2 lb. White Wax String Beans
2 lb. Blackberries	2 lb. Succotash	3 lb. Golden Squash
2 lb. Red Pitted Cherries	2 lb. White Marrowfat Peas	3 lb. Hubbard Squash
2 lb. Strawberries	2 lb. Extra Early June Peas	3 lb. Cold Packed Tomatoes
3 lb. Bartlett Pears	2 lb. Sifted Fancy June Peas	2 lb. Refugee String Beans
	3 lb. Apricots	

Canned

To those who have had these goods we need say nothing. To those who have not we can only solicit a trial order.

Goods

LEMON & WHEELER CO.

Wholesale  
Grocers.....

GRAND RAPIDS

CHRISTENSON BAKING CO.

MANUFACTURER OF

Crackers

AND FULL LINE OF

Sweet Goods

252 and 254 CANAL ST., GRAND RAPIDS



that was what Cy thought when he passed the door at eleven o'clock that night. The man went east on the ten-something train the next morning. Cy more than suspected himself a fool with a capital F, but he bought him a through ticket to Willowby and gave him money enough to keep him from being hungry until he should reach the end of his journey. He took him over to the depot and saw the cars leave with him aboard, and, as he turned away after bidding him good bye, he said to himself, "Well, he may go to Maine and he may leave the train at Boston; but I've done what I'd like to have any one do for me, and that's all I need to bother about."

Long months after this Cy received a letter postmarked Willowby, the contents of which he did not divulge for a week to those in the store.

RICHARD MALCOLM STRONG.

#### Milling Industries of Grand Rapids.\*

The first grist mill in Grand Rapids was made in 1834, by putting a run of stones into the Indian Mission sawmill, which stood near where is now the railway junction, above the north line of the city, on the West Side. For lack of water power it could do but little work.

Up to the time of railroad communication there were only two grist mills doing much business.

In 1837, Dwight and James Lyman built a grist mill on Coldbrook Creek, a short distance above where is now the railway station. On February 28, 1880, this mill was blown down.

In 1836, the foundations were laid for the building which came to be known as the "Big Mill." It stood on the river bank, nearly opposite the foot of Hastings street. It was begun by Lyon & Sargeant. In the same year N. O. Sargeant sold his interest to Carrol, Almy & Richmond. The superstructure was erected in 1837. James A. Rumsey assisted in the building and was the miller operating it until 1845. In 1846, it was purchased by John Clements and Martin L. Sweet, who operated it until 1854. The latter built, in 1854, another large mill opposite the "Big Mill." Both mills were sold to Gardner and Armitage. On July 13, 1873, the new mill was destroyed by fire, as was also the "Big Mill" a little later.

The grist mill known as the Kent Mills stood between Canal street and the mill-race, a few rods south of Bridge street. It was a stone building, built by John W. Squiers in 1842, and was operated by him.

The Valley City Mills were built in 1867, by A. X. Cary & Co. Mr. Cary was their manager for ten or twelve years. They are now operated by the Valley City Milling Co., established in 1884, of which C. G. Swensberg is President and Wm. N. Rowe Manager. These mills are among the best equipped in the State, having a capacity of 300 barrels of flour per day, "Roller Champion" and "Lily White" being among their specialties. They are now known as the Grand Rapids Roller Mills. They use both steam and water power. This company carries on a trade with almost every state east of the Mississippi River and occasionally ships flour to Europe.

The Globe Mills, located on Mill street, south of Bridge street, were built in 1868, by G. M. Huntly and C. A. Moross. They are still at work, having passed into the hands of the Valley City Milling Co. In these mills the company do a heavy business, aggregating nearly \$1,000,000 per annum.

The Star Mill's, on the west bank of the river, below Bridge street, were built, in 1868, by Wellington Hibbard & Co. In 1870, the firm became Mangold, Hibbard & Co. In 1875, after the death of Mr. Mangold, it became Voigt, Herpolshiemer & Kusterer. In 1881, it became C. G. A. Voigt & Co.,

by whom the mills have since been operated.

The Crescent Mills, built of brick, capacious and well equipped, were erected in 1875, by Hibbard, Rose & Co. In 1883, these mills were purchased by C. G. A. Voigt and W. G. Herpolshiemer, who have since operated them under the firm name of Voigt Milling Co.

In 1881, W. W. Hatch and Henry Mitchell erected the Model Mills, on Winter street, for the special manufacture of a new process flour—"Jonathan Mills System." These mills were removed to the side of the railroad track near the west end of the G. R. & I. R. R. bridge. They are in operation still, the Valley City Milling Co. having purchased them and erected a grain elevator, with a storage capacity of 75,000 bushels, and a flour warehouse, with a capacity of holding 7,000 barrels. They can turn out 350 barrels per day.

The total output of the flour mills of the city is about 1,500 barrels of flour per day.

How like is life to some great mill  
Which never shutteth down,  
And we are like to Nature's wheat,  
The glory of her crown.

The rolls are like the years which turn  
And grind us as they roll,  
And God, the mighty miller,  
Whose product is the soul.

To this great mill of life we come  
By His own will decreed;  
He grinds us in revolving years  
To suit His every need.

Death stands without to get his toll,  
Time marks the final hour;  
Earth takes the body, dust and dross,  
God takes the soul—the flour.

WM. S. ROWE.

#### Wiles of a Handsome Woman Buyer —Unscrupulous Male Buyer.

"What won't merchants nowadays do in order to gain a business advantage?" asked the drummer from Ohio, who then partially answered his own question by saying:

"I went into a big department store last week. I found that the buyer for my line of goods was a woman, a mighty handsome woman. I made an appointment for her the next morning, and when I arrived with my samples I found half a dozen salesmen ahead of me and had to wait my turn.

"The buyer was busy just then with a fellow who sold cheap jewelry. He was a susceptible youth and the girl was stringing him for all he was worth. You'd have sworn she was dead in love with him. She called him by his first name, leaned her head confidently against him as they looked over the samples, and insisted on pinning the goods into his scarf and shirt front to see how they would look. As a result she bought all she wanted for a song. That young fellow's employers are probably wondering yet how he came to make such prices.

"Some male buyers are just as unscrupulous, though," continued the drummer from Ohio, "though not always on their employer's side. I once went into a store at Aurora, Ill. The buyer shivered and remarked that it was a very cold day, and that he didn't have any coal at home. I excused myself, obtained his address, and sent him five tons of coal that afternoon. The next day I called around at the store and took a big order at my own figures."

A wholesale dry goods merchant of New York recently gave a supper to twenty of his friends engaged in the dry goods business in that city. As one of the guests happened to speak of the state in which he was born, the host made inquiry into the nativity of the others, and it turned out that the twenty men were born in twenty different States of the Union.

\* Paper prepared by Wm. S. Rowe, the 15 year old son of Wm. N. Rowe, and read at the Central High School Commercial Day.

#### ARMOUR'S HIGH GRADE

## Butterine, Lard Vegetole and Compounds

Are sought for by all who know their  
excellence.

## THE WESTERN BEEF AND PROVISION CO

Are the authorized Wholesale  
Agents and jobbers of all kinds  
of smoked and fresh MEATS  
and Provisions.

## PRICES ALWAYS THE LOWEST

Mail and telegraph orders given special attention.

71 CANAL STREET, Grand Rapids.

Telephone 1254.

## New Novel Attractive Drums

The latest  
winner in  
packages is  
Sears' Three  
pound Drum  
filled with el-  
egant Sey-  
mour Butter  
Crackers.

After the  
crackers are  
removed the  
drum can be  
used in the  
regular man-  
ner, making  
a wonderfully  
attractive  
toy for chil-  
dren.

We want  
every one of  
your custom-  
ers to join  
our corps of  
drummers.  
We will fur-  
nish the  
drums and  
you can do  
the rest.



## The New York Biscuit Co. Grand Rapids



## A TRICK OF FATE.

The Gillieflower farm lies on the road to Oak Orchard, just after you cross the covered bridge and climb the hill. The large white house sets well back from the road. The barn is built of round cobble stones from the lake shore. Back of the barn an apple orchard stretches to the banks of the creek. To the right are fragrant meadows of buckwheat. In this good home Nathan Gillieflower and his wife, Ann, were now enjoying a comfortable and prosperous old age.

They had two children—Joel, a bachelor of 35, who superintended the farm work, and Miss Julia, who never looked into the family Bible because it contained the date of her birth. Joel and Miss Julia had been to the district school down near Two Bridges, and afterward had driven in daily to the high school in Alton. They were, from the beginning, sober, respectable and industrious, and sober, respectable and industrious they would always continue. They looked very much alike, and also like their father and mother, between whom there was the resemblance common to old couples. They were tall and heavy, with dark hair, light blue eyes, faces broad at the chin, dull brown complexion and indefinite eyebrows and eyelashes. They bought their clothes ready made in Buffalo. These were often expensive, but the effect was irregular. Miss Julia liked a touch of bright color in her hats. Joel gave his fancy rein in the matter of neckties.

Neither Miss Julia nor Joel had ever known a love affair. This was not the result of determined celibacy. Cupid had never aimed their way. Joel had once taken Sally Calthorpe to drive, and all the way had talked about the crops, particularly of the ravages of the cabbage worm and a device of his own to defeat that belligerent animal. When he went to announce his victory the following Sunday, Miss Sally was gone with another man.

The elder Gillieflowers were very anxious that Joel should marry. First, because it was "nateral an' right," and second, because they wanted to see an heir to the Gillieflower acres. Their son was likely, steady, well-to-do. What more could a woman want? As for Julia, that was of less importance. Old maids were more in the order of nature. A bachelor was a monstrosity.

Old Nathan talked seriously to Joel about it as they husked corn in the barn.

"Why don't yer git yer a wife, Joel? Yer mother'n me air gittin' tired of waitin' fer you an' Julia. Seem's ez if you jest set 'round an' expected the Lord to fix yer up a rib, same's He did for Adam. Yer missin' yer best years, I tell you. Why, I married yer mother when I warn't but 20 year old. Yer needn't take a beauty. Any smart, healthy girl will do. There's Matilda Bridges. Why don't you make up to her? Old Martin Bridges ain't another chick nor child in the world. If ye're scairt about it, I'll sound the old folks fer yer."

But Joel hastily declined his father's kindness. Matilda Bridges weighed 200 pounds and was cross-eyed, and Joel had his dreams. They showed him a trim young woman, with black eyes and hair and scarlet lips, resembling a summer boarder who once stopped in the neighborhood. This vision appeared when cabbage worms were quiescent.

One evening, as he drove home from the mill, thinking of his single state, he saw painted on the fence in mam-

moth letters, "Advertise." He read no further, but took the word as a prophetic message. He knew of no maiden to his fancy, but, of course, the world held one somewhere. He would seek her through the omnipotent press. The more he thought of it, the more the idea pleased him. Without the ordeal of asking he would know if the maiden were willing. He could enumerate the necessary qualifications, so that none others need apply. And finally everything could be finished up before the spring planting came on.

The wording of the advertisement took much thought. He decided to keep his plan entirely secret. After twenty slips of paper were torn up, the following notice was sent to the weekly to which the Gillieflowers had been subscribers for many years: "A good-looking" (mother always says so, that's all I know about it,) "well-to-do, steady young man would like to correspond with a modest, amiable and industrious lady, object, matrimony. Address J., this office."

When Joel took the weekly from the mail and saw that notice on the first page he blushed violently. It seemed to him that everybody must know who sent the advertisement. He was almost afraid to give his father the paper, lest they should suspect him at once. But the old man took no further notice of the all important paragraph than to remark to his wife, who sat with her knitting on the other side of the table:

"Here's another darn fool advertising fer his mate."

Joel and Julia had gone to the prayer meeting at Deacon Podgers'. They drove along in silence, and, strange to say, both were thinking of the same thing. Julia Gillieflower had long suffered from the heavy weight of the commonplace. She longed to throw off the bonds of conventionality, to feel some of the wild emotions she read about in novels. In short, she wanted to get married. She had seen that notice in the weekly. It was a wild, a dreadful thing to do, but she was very much inclined to answer it.

That night before she slept, Miss Julia composed the following letter: "Jay: Dear Sir—I have seen your advertisement in the 'Weekly,' and would like to correspond with you, if agreeable. I am affectionate, industrious and well off, and willing to meet a suitable partner for life. I have been to school and to a high school. I would be willing to do anything for my husband. Please address Evelina, Buffalo, N. Y." Miss Julia also wrote to a friend in Buffalo to forward these "Evelina" letters to her under cover.

In three days Joel received a bundle of answers to his advertisement. He took them from the mail himself, and read them as old Clover lazily jingled the sleighbells on the homeward road. They were a motley crew. Several addressed him as "Darling Jay," which he thought indecorous. One or two made unpleasant puns on his initial letter. Finally he took out a delicately tinted envelope of the twenty-five-cents-a-box order. The handwriting, though slightly disguised, was of that delicate, copy book kind which Joel had been taught to admire at school. The address nestled modestly toward the bottom of the envelope.

A thrill went through Joel's fingers as he opened the end. The contents were exactly to his taste. It was signed "Evelina." Lovely name! Joel looked over the level fields to the sunset which

Great Weather, This,  
FOR

## RUBBERS

WE have them, and YOU can get them promptly, if you will send your orders to

W. A. McGRAW & CO.,  
Only Rubbers. Detroit, Mich.

## H. S. ROBINSON AND COMPANY.

General Agents for

Candee Rubbers

Jobbers of..

Felt Boots, Knit Socks,

Etc., and all Warm Goods in stock in our Jobbing Department, where we carry all the newest and best styles of.....

BOOTS AND SHOES

We manufacture the best wearing goods in the world.

FACTORY: 330, 332 Lafayette Avenue.

WAREHOUSE: 99, 101, 103 and 105 Jefferson Ave.

Detroit, Mich.

## Reeder Bros. Shoe Co.

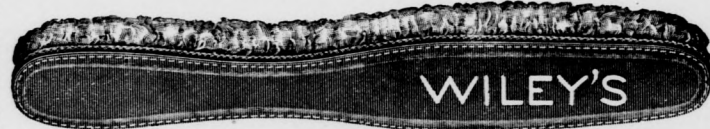
State Agents for

LYCOMING RUBBER CO.



OUR stock is full and complete in all lines, including all the new styles. In Light Goods we handle the Regular Toe, London Toe, Picadilly Toe and Razor Toe. Our Lumbermen's Goods are the Best Fitters and Best Wearers in the World.

We also carry a line of Keystone goods, which are Lycoming Seconds, and which are admitted to be the best seconds in the market. Send in your orders.



Send for  
Catalogue.....



Over Gaiters, 7 Button, \$1.80 per doz. and up.  
Leggings, Wool, Jersey and Leather Socks  
and Slippers for Rubber Boots.

LAMB WOOL SOLES

HIRTH, KRAUSE & CO., Grand Rapids.



flamed behind the distant woods. Far away old Ontario panted under its icy bars. The red glow shone back from the polished surface of the snow. Strange he had never noticed these things before!

He answered the letter that night, elaborately backhanding his writing and keeping his assumed name. He wrote how nice a home he would make for his bride, how large the farm was, that she would never need to work hard, but might have her own horse and carriage and go where she pleased. He hinted that he lived not far from Alton.

This letter was duly forwarded to Miss Julia, whose delight therewith flushed a pretty pink into her plain face. Lived near Alton!

What could it mean? Miss Julia knew the vicinity well. Running over the names of the unmarried men, she finally came to Woodford Longley. He lived ten miles the other side of Alton, owned a large farm and was a jovial widower whom Miss Julia felt she could readily take to her heart. The idea of Woodford gradually strengthened itself to a conviction. Therefore her next letter she wrote in fancy to him. She was glad to have so pleased him. She felt from the tone of his letter how kind and good a man he was. She dreaded lest when he saw her he should be disappointed. Altogether she wrote four pages of tender sentiment, which later enraptured the heart of Joel. What a treasure of womanhood was this he had discovered! In every line he could read how completely her character harmonized with his own. How congenial she would be to his parents and Julia!

He replied ardently, pressing for a meeting and a definite promise of marriage. Julia's heart pained her deliciously over this letter. The crisis had come. She must now confess to her parents that she had accepted the proposal of Mr. Woodford Longley. She knew they would be pleased, for the Longleys were much respected in the neighborhood, and Woodford had been very good to his first wife.

She answered the letter at once: "My dear one: Overcome by my confusions, however can I answer your lovely letter? My heart is yours. If you want me to, I will meet you on Wednesday in the Alton depot at 2 o'clock. I will try to make you a good wife. Yours until death, Evelina."

She did not sleep well that night, but tossed and turned in her feather bed, watching the moonlight creep across the snowfields through the white window curtains. The fire in her cylinder stove made a pleasant glow in the tidy room. She finally arose and, wrapping herself in a warm shawl, sat down in the rocking chair to dream of her blissful future. Joel, too, was restless. She could hear him turning and sighing in the next room. Poor Joel! He would miss her sorely, for they were accustomed to going everywhere together. She wished he might find a good wife.

The next morning she absent-mindedly watered the geraniums with the coffee and poured the milk into the fire.

"Good land, Julia, what does ail you?" exclaimed Mrs. Gillieflower. "Here, don't you touch my wool slippers. You'll be burning those up next."

By the second day Julia roused her courage to the point of telling her mother of her approaching marriage. Mrs. Gillieflower was quite overcome and for an awful moment suspected her daughter's mind had given way.

"You don't mean it, Julia. Who to?" "Mr. Woodford Longley, I think," answered Julia, blushing furiously at the sound of the beloved name. The hired girl, who happened to come in at that moment, heard it and stopped aghast.

"Put the coal on the fire, Vira, and go back to the kitchen," commanded Mrs. Gillieflower sharply. "I'll be out to see to the butter in a minute. Now, Julia," as soon as the door closed, "I want to know what this means."

"Why, he advertised in the paper, and I answered, and then he wrote describing his place and all, so's I knew who it was. An' then he wanted to marry me right off. Oh, he writes such beautiful letters! He said his wife should live like a lady, an' have a horse and carriage of her own, an' he would always love her an' be kind to her."

Mrs. Gillieflower folded her hands. "Wood Longley advertise for a wife! What's the world comin' to? He didn't need any advertisin' when he took his first. Julia, show me those letters. How did you get 'em, anyhow?"

"Why, I wrote to Flora Bridges in Buffalo, an' she sent 'em on to me. I've only had four or five. He doesn't know who I am yet. He says he doesn't care. He knows my heart's pure an' true."

"Doesn't know who you are? How did he write to you, then?"

"Why, I signed myself 'Evelina' and he's 'J.' I'll get the letters," and Julia ran out of the room with joyous step. Mrs. Gillieflower hunted up her glasses as she might have done if a diamond mine had been discovered at the front door. Julia came down with the precious packet tied up in bright pink ribbon. Mrs. Gillieflower was a slow reader. Julia, fidgeting around the room, stopped at the window. "Why, here's father, an' he must have been to the office. He's got a letter in his hand."

She opened the door for the old gentleman, who burst out in great excitement. "Look here, wife!" Mrs. Gillieflower dropped her head and looked at him over her spectacles. "Just you look-a-here." He waved a sheet of tinted paper in the air. "What do you think of that young scamp, Joel, now? I went down to the office to see if there was any mail, an' Sam Flick, he handed me out this letter, an' sez he: 'Joel's gittin' lots of letters from the 'Weekly' lately.' I sez 'Oh, that's the quarterly subscription due. I'll open it here an' send the money right along.' So I tore the envelope open, and then I found there wuz another envelope inside, an' I tore that, too. 'This is curus,' sez I. An' then I drew out this sheet of paper. I hadn't my glasses, so I asked Sam Flick to see how much it was, for I thought somethin' uncommon must be up from that pink paper. So he read it, an' Geewhillikens! just you listen here!"

"Lemme read it," said his wife, "you hain't your glasses now any more'n you had then. 'My dear J.—Overcome by my confusions, however can I answer your lovely letter? My heart is yours. If you want me to, I will meet you on Wednesday in the Alton depot at 2 o'clock. I will try to make you a good wife. Yours until death, Evelina.'"

Julia sprang forward with a shrill cry: "Oh, that's the letter I wrote to Woodford. Give it to me! What is it doing here?"

"You—you—you wrote that letter to Woodford? Woodford who? How kin you be Evelina? What's Joel doin' with her, I'd like to know?" Mr. Gillieflower spoke so rapidly that the words almost choked him. His wife sat absolutely silent.

Julia still reached for the letter when the kitchen door opened and Joel entered. "Mother, the old gray hen's gone, and Job says he's seen a fox around," he began, then stopped astonished at their faces.

His father thrust the tinted sheet into his hand. "Who's Woodford and what are you doin' with his letters?" he demanded.

"Woodford is Woodford Longley," cried Julia. "I wrote him that letter."

Joel glanced over the writing. His face flushed and then paled. "I don't know how you come by this letter. I meant to tell this soon's I received it, but I don't like my private affairs pried into. I have asked this young lady, Miss Evelina, to marry me, an' she's accepted. You've been teasin' me to find some girl this long time, an' now I've done it."

"But who is she? What does she look like?" queried old Mr. Gillieflower.

"She's dark an' cherry," answered Joel, whose imagination had been active. "She lives with her folks, who are well off, an' she's been through the High School."

"How did you know her?"

"I advertised."

"Advertised!" cried the three listeners together.

"Yes, I advertised in the 'Weekly,' an' she answered it. Here are her letters," Joel drew a package of notes tied with a blue cord from his pocket and laid them on the table.

"Those—those are the letters I wrote Woodford Longley!" exclaimed Julia.

"Look here, Joel," said Mrs. Gillie-

flower, picking up the papers she had dropped on the floor when her husband entered. "Look at these letters. Have you ever seen any of 'em before?"

Joel stared at them blankly. "Why, yes, I wrote them letters to Evelina."

"Well, then," said the old lady, rising from her chair, "those are the letters Flora Bridges has been sendin' here to Julia from a man named J., an' these are the letters Julia's been writin' to a man named J. an' signin' herself 'Evelina.' Woodford Longley ain't anything to do with it. An' if ever there were two fools on earth, they're my children!"

Joel and Julia looked at each other. The dull color crept up into Joel's cheeks. "I sh'd think," he said finally, "that you might a-known better than try to trick a man into marrying you at your age!"

This was the first unkind word he had ever spoken to his sister. Julia picked up her treasured letters, pink ribbon and all, and tossed them into the stove.

"I guess," she snapped, "you'll have enough to do settlin' Sam Flick an' the boys at the store without jeerin' me. Father had Sam read the letter out loud, 'cause he thought it was a bill."

"Yes, you'll ketch it, Joel," comforted his mother.

He did catch it. So did Julia. For the servant who overheard her statement that she was to marry Woodford Longley spread the news far and wide. Quite the truth of affairs the neighbors have never found out. Julia is still keeping house for her bachelor brother.

A. W. MITCHELL.



Our Spring Line is in the hands of our travelers. They will call on you early with the "Market's Best" at prices to match the times. If you're not on our calling list kindly consider it an oversight and drop us a card.

Yours for Shoes, etc.,

# Herold-Bertsch Shoe Co.



# DON'T

Place your order for Spring Goods until you see our line. We can make you some prices that will please you.

**WE ARE RIGHT IN IT!**

Agents for the BOSTON RUBBER SHOE CO.

# RINDGE, KALMBACH & CO.,

12, 14, 16 PEARL STREET.



## PICTORIAL ADVERTISING.

## Some of the Advantages of This Particular Style.

By John P. Lyons in Toledo Blade.

The first duty of an advertisement is to attract attention. If it doesn't do that, though it is as full of wit, logic and persuasion as the north pole is of cold, it is a failure. Now, a picture attracts attention; there is no question whatever about that. It attracts everybody's attention. The terror of the nursery will stop teething to look at it. Ninety-year-old grandfather will give his specs another wipe to get a better view of it, and your wife, your manservant, and your maid-servant and the stranger within your gates will all look at a good picture. It appeals universally. Our progenitors away back in the early days of the human race, before letters were yet invented, wrote to one another in pictures. The picture was the first dawn of literature. But, even now that the greater part of us are able to read and write, there are a good many that still prefer this instantaneous process of communication.

There are some people that are too lazy to read; they like a picture because it can be absorbed with so little effort. And then there are a great many of us—by no means the least important element in the community—who really haven't the time to read; we like a picture because it tells the story in a flash—it gets us there in a minute. Now those who can't read, those who won't take the trouble to read, and those who haven't the time to read constitute a considerable body, and the pictorial advertisement is the only one that will reach them.

But, of course, the larger part of the community consists of people who have the ability, the inclination and more or less opportunity to read. But where there is so much to read, they must discriminate. The day has long since gone by when a body reads the newspaper from corner to corner, taking everything as it comes. We glance at the headlines—if they interest us we read the article; if not, we skip it. Still less do people read the advertising; there must be something about it that will attract attention. Big black type may make an advertisement conspicuous, but it can hardly make it attractive. Now nothing will draw attention quicker to an advertisement than an attractive picture.

Don't spring a nightmare in printer's ink—some ghastly, shuddering thing that will drive nervous people to their doctors. I have known advertisers to try to attract attention by something conspicuously repulsive. This doesn't pay. People will never thank you for giving them the shivers. Suit your picture to the people you are after. If you are advertising in a man's paper be rather sparing of infants and cats. You can work in as many fair maidens as you choose—men will always look at those; but keep your cat and infant pictures for the woman's page.

Make your pictures appropriate to your subject. Many advertisers make a mistake in this regard; they have an idea that any pretty picture makes as good advertising as any other pretty picture. This is quite wrong; for your picture should not only attract attention, but it should attract attention to the particular object that you are advertising. I remember a concern that advertised a washing powder very extensively a few years ago. The proprietor had a large Newfoundland dog of which he was very fond; and so he used his dog in all his advertising. Now there is no more relation between a Newfoundland dog and a washing powder than between a Hottentot and an Aeolian harp. Don't get your picture so remote from your subject that one must have the imagination of Jules Verne to associate the two.

Speaking of soap advertisements there are a good many of these promulgated, in these latter days that may fairly serve as models of pictorial advertising. I am told that one big English soap house paid an artist a thousand pounds for the original painting of one

of its famous advertising pictures. There have been during the last two or three years a good many effective illustrated soap ads. put out, and in nearly all of them you will find that the soap is palpably in evidence. There are children blowing bubbles, the nurse is washing baby, or there is some other distinctive soap scene. One of the best illustrated advertisements I have recently seen is in the soap line. You have doubtless seen it, and if you have you can't fail to remember it. There are two chubby little tots in a pronounced state of dishabille, both being clad only in a single undergarment. But with the one it reaches nearly to the knees, while in the other case it is sadly shrunken and barely reaches to the waist, leaving its dimpled and cherubic wearer in a most embarrassing position. The first little fellow, he of the full length tunic, exclaims: "My mamma uses So-and-So's soap!" Sadly responds the other: "I wish mine had." There's a volume of advertising in less than a dozen words, and you can't forget it if you try.

I have just been looking at two bicycle advertisements. One is a picture of a man on a wheel racing with a railway train and keeping the lead by a very comfortable distance. It's a picture full of life and action—and bicycle. The other advertisement is a big black track of a bare foot, with a little white bicycle across the instep. It's conspicuous enough because of its very blackness, but it's not attractive, and the thought that you carry away is not that you'll like to buy a bike like that, but you'll be willing to contribute very generously toward getting a shoe and stocking for that black, unshapely, unshod foot.

Always, when practicable, work the article you've got for sale into your picture. If you have some new thing to put upon the market, a new combination chair, something new to wear—anything new whatever—be sure to give a picture of it. That is so easy to understand, while long detailed descriptions are to most people a weariness to the flesh, and a tangle to the understanding. Always have your picture unmistakably suggest the article that is for sale. This is usually a thoroughly easy matter. If it's something to eat, or wear, some toilet preparation or some household furnishing there are innumerable scenes that your artist can get up that will set forth your goods appropriately and conspicuously. Some advertisers with a very easy thing to illustrate will go leagues out of the way to lug in some inappropriate and far-fetched illustration. There was a chewing gum somewhat extensively advertised a while ago, and always with a cut of a big grizzly bear. Now what association of ideas there could be between a piece of chewing gum intended for the use of the innocent and tender schoolgirl and an uncouth and lumbering grizzly I never could divine.

Photography can often be used to great advantage in advertising. Railroad and steamboat companies, for instance, that want to attract people to their lines, cannot do better than to photograph the inviting scenes through which they pass or the beautiful countries to which they run. A few handsome views are worth columns of description.

It does no harm to put a touch of humor into your illustrated advertising—humor, however, of the gentle and genial sort, rather than of the wildly violent and grotesque kind. If your advertisement looks too much like a caricature people will think the whole is a joke, and while you may get the reputation of being a humorist somebody else will get the trade. I have just been looking at two illustrated Florida advertisements. One shows a little pickaninny—blacker than the crack of doom—climbing up a palm tree, his white eyes rolling in a wild frenzy, while a fat alligator sits at the foot of the tree smiling maliciously. The other picture is a photograph of a Florida beach in mid-winter with a lot of people bobbing around in the surf and the rest lolling around on the sand with that

## COMPUTING SCALES

MORE THAN 19,000 IN USE,

At prices ranging from \$15 up-  
wards. The style shown in this cut

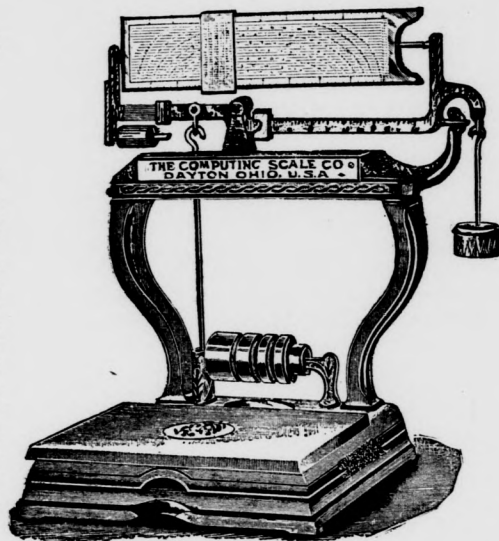
\$30.00

which includes Seamless Brass  
Scoop.

This is not a real Computing Scale, it being necessary to make mental calculations. It is also limited in capacity. You can sell in fractions in the following prices per lb. only: 3½, 4½, 5½, 6½, 7½, 8½, 9½, 12½ cents. This cannot be avoided, on account of the construction and the limited capacity in this style of scale. It is equal in every respect to all scales of this style sold at much higher prices.

The Computing Scale Co., of Dayton, Ohio, brought suit in the United States Court at Detroit, Michigan, against The Stimpson Computing Scale Co. for infringement of our Patents, and for damages for such infringement.

If the infringement is proven, all users of the scale will be liable for damages.

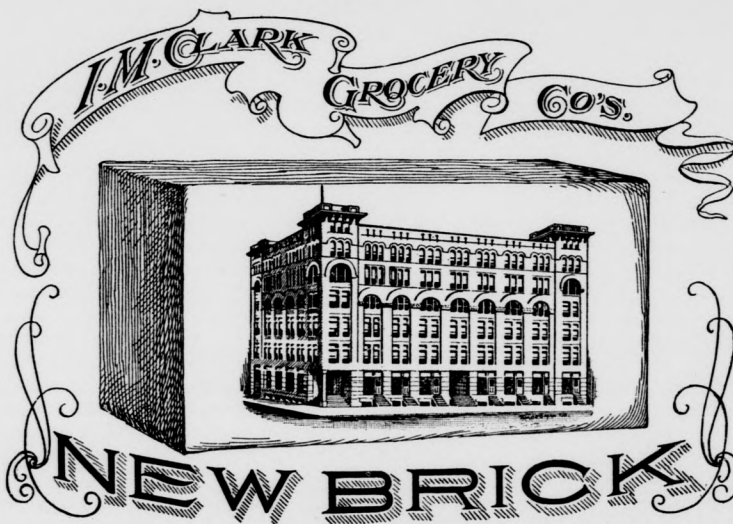


For advertisement of our World Famous Standard Market DAYTON COMPUTING SCALES, see last page of cover in this issue.

The Computing Scale Co.

DAYTON, OHIO.

## Best Se Cigar on Earth



If you have not this brand already in stock, please include a supply in your next order. We assure you that your trade will appreciate the merits of the goods.

I. M. Clark Grocery Co.

Grand Rapids.



same hearty disregard for attire that you see down at Coney Island in the hottest day of August. The alligator picture is funny, but it would never persuade anybody to go to Florida, but the picture of those bathers languorously sunning their shins on the Florida sand, while we in the North are paying the plumber for thawing out our pipes, would start a man off to pawn his ulster to get a ticket on the next train for the land of sunshine and birds and mid-winter bathing.

There is one sort of picture that, in my opinion, a modest man who is simply after business and not notoriety will carefully avoid, and that is his own picture. I am aware that there has been considerable advertising of this sort among medicine people and one or two shoe men, and I presume from its long continuance it has been successful advertising, but I am inclined to think that the advertising was successful rather by reason of its persistence than because it was adorned by the proprietary visage. It is questionable taste, this obtruding your own face on the public all the time; it savors strongly of vanity, and vanity is something that we all dislike—in others. It certainly lacks dignity and smacks of quackishness. People don't care what you look like, they want to know what you've got, and how much it is. I don't think a proprietor's face in the advertisement of his goods ever attracted a customer, and I know from having asked the question of divers people that it has repelled possible customers. Don't obtrude your personality. Push your goods to the front and not yourself.

There's one thing regarding which you can't be too particular, the artistic quality of your illustrations. Don't let one of the clerks get up your pictures because he says that when he was a boy in school he used to draw cows and cats on his slate which were highly recommended by the other boys. Get somebody to do your pictures who can draw; for whether it is right or wrong your goods will be judged by the appearance of your advertising, and a bad picture is not good advertising. It's not expensive getting little outline sketches drawn suitable for newspaper work. I find no difficulty in getting all the single column pictures I want at \$1 or \$2, while if I want to branch into something three or four columns wide, I can get for \$5 a piece of drawing as artistic as anything that can be found in any of the illustrated papers. You will find it is of great assistance in getting up ideas for illustration if you look through the illustrated advertisements so much in vogue in the magazines; or better still, if you will glance through the illustrated papers occasionally. I don't mean to suggest your stealing any of their pictures bodily or in part, but you'll run across a good many which will suggest something easily applicable to your advertisers.

Keep up with the artistic fads of the day. The poster craze, for instance, which has not yet run its course, has proved a most admirable adjunct for advertising. Only in adapting a passing fad to advertising purposes you must use some judgment. Don't be the first to take it up, because people won't know what you're driving at. And don't be the last to hold on, because people get tired of passing fads, and any advertising device that has been worn threadbare may well be left for your competitor's use.

In a general way, the best advertising picture is the picture that needs the fewest words to complete the story. If you haven't yet tried pictures in your advertising, try a few and see how they hit people. If no one else in your line in your town has used them, that's all the more reason that you should.

An experienced matron says: "A man will eat soggy biscuit twice a week without complaint when his girl invites him in to tea; but after the girl becomes his wife, if there is the faintest indication of a touch of saleratus in them, the neighbors will think there is a district school out for a recess, by the racket he makes."

### The Commercial Traveler.

In the springtime, from the city, when our hearts are full of hope,  
Comes the salesman from the factory with the samples of his soap:  
Shows you scouring, yell w, floating, and the blackest kind of tar—  
His arguments convincing on your senses do not jar:  
His prices are the lowest, his inducement it is great:  
Be your order "five" or "fifty," he'll "deliver free of freight."

Writes your order with a readiness that's not acquired by rote;  
While you're signing he assures you that it's not a bogus note;  
Yes, this stranger is a worker from his bearing and his tone.  
You can notice there his merit you would gladly call your own.  
Cities many he has seen them, and the thickest of the strife:  
Railroad accidents have spared him to his children and his wife.  
And the needy have besought him, filled with hunger and alarm;  
Blind and feeble he remembers, for a drummer's heart is warm.  
So, when you see a traveler coming with his grips and wares,  
Don't look upon him coldly, for changes come with years.  
The misty, distant future of our lives we undertake,  
But fortune is uncertain—both men and banks, they break.  
Striving faithfully for laurels won by those who've gone before,  
Will answer to the bugle when our "soaping" days are o'er.

P. O'MALLEY, JR.

### Song of the Shoppers.

We are shoppers, and you'll find us  
Everywhere about the town,  
And we always leave behind us  
Clerks with smile and clerks with frown;  
Bundles in our arms we carry,  
Though we sometimes have them sent,  
While about the stores we tarry  
Till our money is all spent.  
Longest way to us is quickest,  
If it leads by bargain stores;  
And you'll find us in the thickest  
Of the crowd before the doors  
Where they sell at slaughter prices,  
Advertising big mark-down sales  
At tremendous sacrifices,  
Of some big concern that fails.  
We make business for all mortals,  
And, if we should cease to shop,  
Factories would close their portals,  
And the wheels of trade would stop;  
But we keep the money flowing,  
Buying goods from every clime;  
Thus we keep the world a-going,  
Buying, buying, all the time.  
We go shopping, we go shopping;  
We shop on from morn till night,  
Never stopping, never stopping,  
Till the shops are closed up tight;  
Sometimes trying, sometimes trying  
To buy at a sacrifice,  
Ofttimes buying, ofttimes buying  
Everything, at every price.

CHARLES HURD.

### Declined to Pay in Advance.

"Madam, would you kindly subscribe something for the missions in Africa? The money will be used for the conversion of heathen children."  
"Very well; you may have a few children converted and send the bill to me."

The camphor tree of China and Japan is a large evergreen, not unlike a linden, with a white flower and red berry. The gum is taken from chips out of the root or base, which yield five per cent. or more of it. The Japanese government owns large forests of camphor trees, able to keep up the average supply of the gum for twenty-five years, and young plantations are growing up. These are under the Japanese Forestry Department. Hitherto, the gum has only been taken from trees seventy to eighty years old, but it is proposed to operate on younger ones in the future.

More money can sometimes be made by giving a customer some odd trifle than by selling it to him for seven and a half cents.

Mud on your boots is like a letter. It requires a stamp to get it started.

OF COURSE YOU HANDLE

## LION COFFEE

For Sale by All Jobbers.

SEE PRICE LIST ELSEWHERE.

EVERY PACKAGE 16 OZ. NET  
WITHOUT GLAZING.  
Perfectly Pure Coffee.



WOOLSON SPICE CO.

TOLEDO, OHIO, and KANSAS CITY, MO.

Chas. A. Morrill & Co.

Importers and

Jobbers of

# TEAS

21 Lake St., CHICAGO, ILL.

# Rags

Metals and Rubbers  
Bought at Highest Market Prices  
Factory Cuttings a Specialty

Wm. Brummeler & Sons, 260 S. Ionia St.,

Business Established 1877.

Grand Rapids, Mich.

## Furniture Business of E. BURKHARDT = Grand Rapids

Is offered at a bargain. Established in 1887. Well advertised and always very profitable.

D. STOLL, Administrator,

115 CANAL STREET.

# BRUSHES

With good bristles, well fastened into good handles, are the kind which hold your trade. We make that kind to sell.



Write for catalogue, etc.

Michigan  
Brush Co.,  
GRAND RAPIDS.



Grand Rapids  
....Brush Co.

MANUFACTURERS OF

# BRUSHES

Our Goods are sold by all Michigan Jobbing Houses.

GRAND RAPIDS, MICH

## Perfection Patent Broom

The Best and Finest on the market. Write for prices to manufacturers.

THE PENINSULAR BROOM CO.,

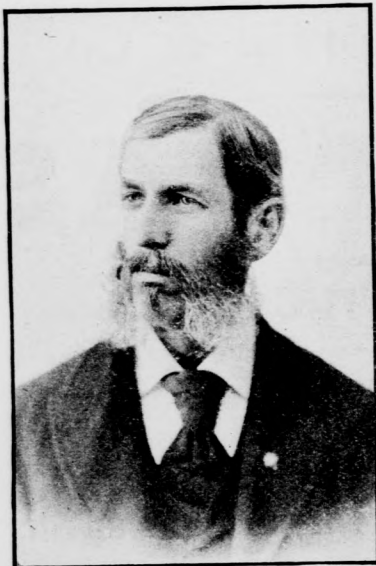
92 LARNED St., West, DETROIT.



## REPRESENTATIVE RETAILERS.

**A. B. Schumaker, the Grand Ledge Grocer and Druggist.**

Anthony B. Schumaker was born in Hambach, Prussia, June 1, 1847, being the fifth of a family of eight. The father was a ship carpenter by trade but served four years in the German army under King Wm. I prior to his emigrating to America. When Anthony was 8 years old, the family removed to Elmira, N. Y., where they remained a year, whence they proceeded to Coldwater, Mich., which has since been the headquarters of the family. Mr. Schumaker attended school in Prussia, Elmira and Coldwater, and at 17 years of age entered the drug and grocery store of Edward R. Clark & Co., at Coldwater, where he remained eight years, when he formed a copartner-



ship with a former classmate, R. F. Tinkham, under the style of Schumaker & Tinkham, and embarked in the drug and grocery business at Grand Ledge. Eighteen months later he purchased the interest of his partner, since which time he has conducted the business alone, with the exception of about four months in 1887, during which time a two-fifths interest in the stock was owned by Chas. Allen, of Detroit. The business has continued to expand from year to year, until it is now regarded as one of the leading mercantile establishments in Eaton county. The stock is located in a two-story brick double store building, one side of which he rents to other parties.

Mr. Schumaker was married September 1, 1876, to Miss Lizzie Raleigh, of Lansing, who died March 7, 1888, leaving two children, a boy and a girl, the former of whom is now 16 and the latter 13 years of age. Both are students in the public schools of Grand Ledge.

Mr. Schumaker is a Mason, an Odd Fellow and a Knight of Pythias, having passed all the chairs in the latter organization and been elected a member of the Uniform Rank. He is, also, a member of the A. O. U. W., which he has served in the capacity of Master Workman, Past Master Workman and Treasurer.

Mr. Schumaker has always been foremost in every enterprise of a public nature having for its object the improvement of the town, financially and morally. He was one of the incorporators of the Grand Ledge Sewer Pipe Co., in 1880, at which time he was elected Vice-President, and for the past

five years has served the corporation in the capacity of President. In 1890 he was one of the incorporators of the Grand Ledge Canning Co. and is now President of that corporation. He was President of the old Business Men's Association, has been a member of the Common Council for three years and has served as City Treasurer one year. In addition to his own home and the store building above referred to, he is the possessor of three other dwelling houses and several other properties, which yield him handsome returns. In the fall of 1887 he suggested the idea of putting in electric lights, and was subsequently appointed a member of the Electric Light Commission, which replaced the original Jenny system with the Westinghouse incandescent system, with which the citizens are highly pleased. On the destruction by fire of the chair factory in 1885, he called a meeting of a Committee of Twelve of the South Side Improvement Association and within a week succeeded in raising enough money to rebuild the factory, a four-story frame building 40x120 feet in dimensions, which was constructed within thirty days from the time work was begun on the building.

Mr. Schumaker attributes his success to putting in full time; to close and careful attention to business; to fair treatment of customers and to respecting other people's views. Unlike many merchants, he is more careful to please a child than he is to satisfy an adult, and there is a well-grounded belief in Grand Ledge that a child can drive a better bargain at his establishment than the veriest bargain hunter in the place. How much this reputation has assisted in gaining for him the prestige he now enjoys is a mooted question, but it goes without saying that the principle is a good one and that, if it were followed by more merchants, there would be more successful men enrolled in the list of mercantile ventures.

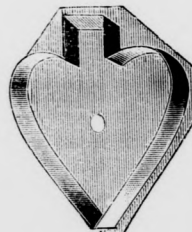
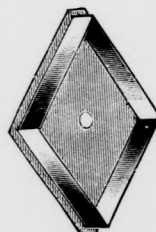
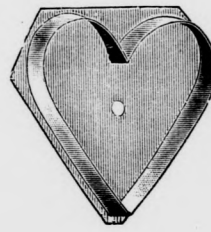
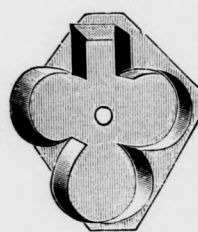
It seems to be a matter of great satisfaction to certain people to learn that the real name of Barney Barnato, the alleged richest man in the world, is Bernard Isaacs. This name at once suggests his extraction. So accustomed are some persons to the idea that men of the race to which he belongs are ultimately to possess the whole world, in a financial sense at least, that the distinguished success of a representative of any other race, either as financier or merchant, seems out of place—an exception to the rule. Hence their satisfaction and audible "I thought as much" at the fact revealed by this man's name. There seems to be in this case, as in many others, the conventional story of privations in boyhood, deficiencies in education, and a powerful struggle to get the first start in life.

Judge Pardee, of the Federal Court in New Orleans, has rendered an opinion in favor of the sugar growers in the bounty suits for the payment of the bounty of 1894 authorized by Congress. It will be remembered that when the bounty law was repealed special provision was made for the payment to those who had made their crops with that understanding. This payment the Comptroller took upon himself to refuse. The only conjectural reason for such refusal was to give the lawyers a "fat take."

It is estimated that the floods of the Yellow River have cost China 11,000,000 of lives in the present century.

## CARD PARTY CAKE CUTTERS

Very appropriate to use  
in making Cake for Card  
Parties . . . . .



Price 25c per Dozen. Order a  
Sample Dozen.

## Foster, Stevens & Co.

GRAND RAPIDS, MICH.

## NICKELINE....

A MODERN WONDER.



It is absolutely the only polish that will not dry up in stock, or become hardened

\*\*\*

We will refund the purchase price if it does not please.

\*\*\*

Every box is guaranteed to the trade and consumers.

\*\*\*

If your jobber doesn't keep it, write

TRACY & WARREN, Grand Rapids Agents, 737 Mich. Trust Co. Bldg.



## Scientific Miscellany.

The evidence supporting the sensational claim of Dr. Eugene Dubois, that a genuine link between man and the apes had been discovered, has been submitted to recent scientific meetings, and its substantial character is admitted by even the most conservative anatomists. The remains were dug up in 1892 from the bank of the Bengawan River, in Java, where they were surrounded by bones of the hippopotamus, the hyena, several species of deer, a gigantic pangolin, and other animals. Among all these bones there were four—a wisdom tooth, a skull-cap, a left femur, and a second molar—that undoubtedly represent an animal hitherto unknown. It seems quite certain that the four bones belonged to one individual, although they were scattered 50 feet in the gravel. The skull has twice the internal capacity of any modern ape, but is small for a man of the size indicated by the femur; the femur is decidedly human, and its possessor must have walked erect, but up to this time human remains have never been found in lower pleistocene deposits; the teeth are larger than human teeth, with a development that is characteristically simian. Pithecanthropus erectus, as the animal is now known, seems to be assigned by all to a place between existing man and apes, but opinions differ as to whether it was a man-like ape or an ape-like man.

Genuine photographs of images impressed on the retina seem to have been taken by Mr. W. Ingles Rogers. In the presence of three trustworthy witnesses, he looked steadily at a postage stamp in strong light one minute, then at a photographic plate in non-actinic light 20 minutes. Development gave a picture in outline—or "psychogram," as it is to be called.

A contrivance for quickly stopping machinery—as in case some person is being drawn between cogs or rollers—has been devised by a French electrician. On touching one of a series of push-buttons placed at convenient points, the power is shut off and a powerful brake is applied to fly-wheels. A 20 horse-power engine, working at 90 revolutions, was stopped in two-thirds of a second.

In the Christmas holidays of 1894 a new idea in University Extension teaching was instituted by Cornell University, and, according to Prof. R. H. Bailey, is destined to produce, far-reaching and important results. An itinerant school of horticulture, devoted to the particular interests of the locality, was opened for four days at Fredonia, Chautauqua Co., N. Y. This was the first school of its kind, and it has been followed by about a dozen similar schools, which have been attended by the most intelligent men and women of the rural communities, and are producing an awakening to rural needs that is described as almost volcanic. Rural life is the life of the future, but it is to be modified by the progressive spirit of the age. It is of interest to record that the programme of the first horticultural school included observation lessons upon twigs, fruit-buds, seeds, leaves, flowers and fruits, with lectures—several of them illustrated—upon plant growth, the analysis of landscapes, the evolution of plants and origin of varieties, the geological history of soils, the chemistry of the grape and of soils, the theory of tillage and productivity of land, fungi and commercial grape culture in Chautauqua county.

The blood of the viper, Messrs. Phisalix and Bertrand some time ago discovered, contains the same poison as its venom. These investigators, who had supposed that the viper resists its own stings because accustomed to the poison, have now made the additional discovery that the blood not only contains the poison but also a substance that neutralizes it. Different temperatures are required to destroy the two substances. The poison disappears after the blood has been heated to 136 degrees F. for a quarter of an hour, while the anti-toxic substance remains; and if a guinea pig is inoculated with this blood, the animal not only survives but is made proof against an inoculation of fresh viper's blood.

When the wordy war is over, the distinguished scientists of the three great branches of the Anglo-Saxon race may meet together for humanity's weal. Two or three months ago, Prof. W. H. Hale suggested that the British, American and Australasian Associations for the Advancement of Science hold a joint meeting at San Francisco in 1896, and the plan has been favorably received.

Many thousand square miles of the northwestern part of New South Wales and the adjacent territory were once covered by an inland sea, and are now occupied by a cretaceous formation that absorbs like a sponge the entire drainage of the western side of the tablelands, carrying the water in unknown subterranean courses to the sea. As the annual rainfall is scanty, this region is too dry for cultivation. In 1879 an attempt was made at Killara station to get water by boring, and an abundant artesian supply was tapped at a depth of 140 feet. In 1884 the Department of Mines took up the work. Its first bore struck a small supply of water at 89 feet; and in December, 1894, it had completed 30 wells, with 9 in progress and 23 others located, and had failed but once to get water. Of the 30 completed wells, 20 yielded an artesian supply of over 7,000,000 gallons daily, and from 10 a daily supply of 500,000 gallons could be pumped. Water for the northwestern traveling stock routes is furnished by 15 of the largest wells. In addition to the Government work, private enterprise had completed 90 bores in June, 1895, of which 73 gave a combined daily flow of about 30,000,000 gallons, and 17 supplied water by pumping. Gardens and orchards flourish luxuriantly near these wells. Little water is yet used for irrigation, but recent investigation tends to show that the artesian water-bearing basin extends much further southward than has hitherto been supposed, and that a great barren region may be transformed by further well-boring into a rich farming country, adding much to Australia's resources.

A new and surprising theory of gout has been advanced by Mr. Mortimer Granville. He concludes that it is not due to an over-production of uric acid, but that its cause is the presence in the organism—not necessarily in the blood, but in the organs and tissues generally—of an undue proportion of leucocytes. The treatment called for is a meat diet, to multiply the red corpuscles in the blood, and so assist in reducing the white corpuscles—the uric acid makers—to normal limits.

If Turkey should be wiped out, it would mean the loss to Russia of an annual sum of \$7,500,000, which Turkey pays her by way of indemnity, and will have to pay until 1977.

## Hardware Price Current.

AUGURS AND BITS	
Snell's.....	70
Jennings', genuine.....	25&10
Jennings', imitation.....	60&10
AXES	
First Quality, S. B. Bronze.....	5 50
First Quality, D. B. Bronze.....	9 50
First Quality, S. B. S. Steel.....	6 25
First Quality, D. B. Steel.....	10 25
BARROWS	
Railroad.....	\$12 00 14 00
Garden.....	net 30 00
BOLTS	
Stove.....	60
Carriage new list.....	65
Plow.....	40&10
BUCKETS	
Well, plain.....	\$ 3 25
BUTTS, CAST	
Cast Loose Pin, figured.....	70
Wrought Narrow.....	75&10
BLOCKS	
Ordinary Tackle.....	70
CROW BARS	
Cast Steel.....	per lb 4
CAPS	
Ely's 1-10.....	per m 65
Hick's C. F.....	per m 55
G. D.....	per m 35
Musket.....	per m 60
CARTRIDGES	
Rim Fire.....	50& 5
Central Fire.....	25& 5
CHISELS	
Socket Firmer.....	80
Socket Framing.....	80
Socket Corner.....	80
Socket Slicks.....	80
DRILLS	
Morse's Bit Stocks.....	60
Taper and Straight Shank.....	50& 5
Morse's Taper Shank.....	50& 5
ELBOWS	
Com. 4 piece, 6 in.....	doz. net 60
Corrugated.....	dis 50
Adjustable.....	dis 40&10
EXPANSIVE BITS	
Clark's small, \$18; large, \$26.....	30&10
Ives', 1, \$18; 2, \$24; 3, \$30.....	25
FILES—New List	
New American.....	70&10
Nicholson's.....	70
Heller's Horse Rasps.....	60&10
GALVANIZED IRON	
Nos. 16 to 20; 22 and 24; 25 and 26; 27.....	28
List 12 13 14 15 16.....	17
Discount, 70.....	
GAUGES	
Stanley Rule and Level Co.'s.....	60&16
KNOBS—New List	
Door, mineral, jap. trimmings.....	70
Door, porcelain, jap. trimmings.....	80
MATTOCKS	
Adze Eye.....	\$16 00, dis 60&10
Hunt Eye.....	\$15 00, dis 60&10
Hunt's.....	\$18 50, dis 20&10
MILLS	
Coffee, Parkers Co.'s.....	40
Coffee, P. S. & W. Mfg. Co.'s Malleables.....	40
Coffee, Landers, Ferry & Clark's.....	40
Coffee, Enterprise.....	30
MOLASSES GATES	
Stebbin's Pattern.....	60&10
Stebbin's Genuine.....	60&10
Enterprise, self-measuring.....	30
NAILS	
Advance over base, on both Steel and Wire.....	2 50
Steel nails, base.....	2 55
Wire nails, base.....	50
10 to 60 advance.....	80
8.....	75
7 and 6.....	75
4.....	90
3.....	1 20
2.....	1 60
Fine 3.....	1 60
Case 10.....	65
Case 8.....	75
Case 6.....	90
Case 4.....	75
Finish 10.....	90
Finish 8.....	10
Finish 6.....	70
Clinch 10.....	80
Clinch 8.....	90
Clinch 6.....	1 75
Barrel %.....	
PLANES	
Ohio Tool Co.'s, fancy.....	@50
Sciota Bench.....	60&10
Sandusky Tool Co.'s, fancy.....	@50
Bench, first quality.....	@50
Stanley Rule and Level Co.'s wood.....	90
PANS	
Fry, Acme.....	60&10&10
Common, polished.....	70& 5
RIVETS	
Iron and Tinned.....	60
Copper Rivets and Burs.....	50&10

## PATENT PLANISHED IRON

"A" Wood's patent planished, Nos. 24 to 27 10 20  
 "B" Wood's patent planished, Nos. 25 to 27 9 20  
 Broken packages 1/2c per pound extra.

## HAMMERS

Maydole & Co.'s, new list.....dis 33 1/2  
 Kip's.....dis 25  
 Yerkes & Plumb's.....dis 40&10  
 Mason's Solid Cast Steel.....30c list 70  
 Blacksmith's Solid Cast Steel Hand 30c list 40&10

## HOUSE FURNISHING GOODS

Stamped Tin Ware.....new list 70&10  
 Japanned Tin Ware.....20&10  
 Granite Iron Ware.....new list 40&10

## HOLLOW WARE

Pots.....60&10  
 Kettles.....60&10  
 Spiders.....60&10

## HINGES

Gate, Clark's, 1, 2, 3.....dis 60&10  
 State.....per doz. net 2 50

## WIRE GOODS

Bright.....80  
 Screw Eyes.....80  
 Hook's.....80  
 Gate Hooks and Eyes.....80

## LEVELS

Stanley Rule and Level Co.'s.....dis 70

## ROPES

Sisal, 1/2 inch and larger.....6 1/2  
 Manila.....9 1/2

## SQUARES

Steel and Iron.....80  
 Try and Bevels.....20  
 Mitre.....20

## SHEET IRON

com. smooth. com.  
 Nos. 10 to 14.....\$3 50 82 40  
 Nos. 15 to 17.....3 50 2 80  
 Nos. 18 to 21.....3 65 2 80  
 Nos. 22 to 24.....3 75 2 90  
 Nos. 25 to 26.....3 90 3 00  
 No. 27.....4 00 3 10  
 All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra.

## SAND PAPER

List acct. 19, '86.....dis 50

## SASH WEIGHTS

Solid Eyes.....per ton 20 00

## TRAPS

Steel, Game.....60&10  
 Oneida Community, Newhouse's.....50  
 Oneida Community, Hawley & Norton's 70&10&10  
 Mouse, choker.....per doz 15  
 Mouse, delusion.....per doz 1 25

## WIRE

Bright Market.....75  
 Annealed Market.....75  
 Coppered Market.....70&10  
 Tinned Market.....62 1/2  
 Coppered Spring Steel.....50  
 Barbed Fence, galvanized.....2 40  
 Barbed Fence, painted.....2 00

## HORSE NAILS

Au Sable.....dis 40&10  
 Putnam.....dis 5  
 Northwestern.....dis 10&10

## WRENCHES

Baxter's Adjustable, nickeled.....30  
 Coe's Genuine.....50  
 Coe's Patent Agricultural, wrought.....80  
 Coe's Patent, malleable.....80

## MISCELLANEOUS

Bird Cages.....50  
 Pumps, Cistern.....75&10  
 Screws, New List.....85  
 Casters, Bed and Plate.....50&10&10  
 Dampers, American.....40&10  
 Forks, hoes, rakes and all steel goods.....70

## METALS—Zinc

600 pound casks.....6 1/4  
 Per pound.....6 1/4

## SOLDER

1/2@1/2.....12 1/2  
 The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.

## TIN—Melyn Grade

10x14 IC, Charcoal.....\$ 6 00  
 14x20 IC, Charcoal.....6 50  
 20x14 IX, Charcoal.....7 50  
 14x20 IX, Charcoal.....7 50  
 Each additional X on this grade, \$1.75.

## TIN—Allaway Grade

10x14 IC, Charcoal.....5 25  
 14x20 IC, Charcoal.....5 25  
 10x14 IX, Charcoal.....6 25  
 14x20 IX, Charcoal.....6 25  
 Each additional X on this grade, \$1.50.

## ROOFING PLATES

14x20 IC, Charcoal, Dean.....5 00  
 14x20 IX, Charcoal, Dean.....6 00  
 20x28 IC, Charcoal, Dean.....10 00  
 14x20 IC, Charcoal, Allaway Grade.....4 75  
 14x20 IX, Charcoal, Allaway Grade.....5 75  
 20x28 IC, Charcoal, Allaway Grade.....9 50  
 20x28 IX, Charcoal, Allaway Grade.....11 50

## BOILER SIZE TIN PLATE

14x56 IX, for No. 8 Boilers, per pound... 9  
 14x56 IX, for No. 9 Boilers, per pound... 9

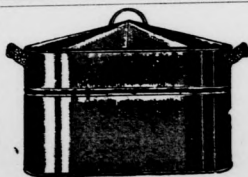
## T. E. WYKES &amp; CO.

**FEED and HAY**

Coal  
 Wood  
 Lime  
 Sewer  
 Pipe  
 Flour.

Manufacturers of Feed.  
 Write for prices on assorted cars of anything  
 45 South Division St. GRAND RAPIDS.

**WM. BRUMMELER & SONS,**  
 MANUFACTURERS  
 AND JOBBERS OF... **TINWARE**  
 Selling Agts. for Columbian Enamelled Steel Ware.  
 Write for Catalogue. 260 South Ionia Street.  
 Telephone 640. GRAND RAPIDS, MICH.





## REAL VS. UNREAL.

## Publications Which Masquerade Under False Colors.

Written for the TRADESMAN. Copyrighted, 1895.

Imitation is the order of the day.

Imitators are everywhere.

The real and the unreal live side by side.

The good and the bad are neighbors.

There are trade papers which are trade papers.

There are trade papers which trade on the trade and have nothing to trade with.

The profitable trade paper is very profitable.

First-class trade papers make money.

All first-class men are successful.

All honest men succeed.

Dishonest men try to, and sometimes do.

There are papers masquerading under the name of legitimate publications which are nothing more nor less than advertisements bound together in pamphlet form.

There are so-called trade papers which have no circulation, and which cannot get any circulation.

There are trade papers run by men who know nothing about the trade they represent.

The popular impression that all trade papers are successful has thrown upon the market numerous illegitimate publications which attempt to float on the water which has passed, and to sail by the wind of others.

A trade paper can be three-quarters advertising, and yet be a good trade paper.

A trade paper can be half clippings, and yet be a real trade paper.

The trade paper which is a trade paper is the paper which contains part advertising, part original matter, part clippings and is of interest and benefit to its readers, and such a trade paper is obliged to have circulation.

There is many a trade paper with half its circulation in the form of sample copies, but that does not seriously handicap its advertising value, for each sample copy is sent out as a means to obtain a new subscriber, and each sample copy reaches people of its trade, because it would not pay to send sample copies to folks of any other class.

The trade paper which is all sample copies is illegitimate—it has no right of existence.

The trade paper which is all clippings is not a real publication.

The trade paper which is all advertising cannot be classed in the first class.

The trade paper which contains nothing but puffs is not worthy of consideration.

The trade paper which has all of its reading columns for sale, and which sells nearly all of its reading matter space, is worthless as an advertising medium.

The trade paper has a perfect right to print a paid notice. Every publication, excepting a few of the magazines, does that.

The trade paper can legitimately speak well of its advertisers—it ought to do that—the advertisers expect it.

The trade paper which speaks illy of those who do not advertise in its columns is a trade paper which has no standing, and which is worth little.

There are trade papers in the country which are nothing more or less than blackmailing sheets, which the Government ought not to transmit through the

mails, and which are a detriment to the trade they represent, and to the honesty of the craft.

The legitimate trade paper, the trade paper of character, and the trade paper which pays the advertiser, is the trade paper which carries a large amount of advertising, for such advertising is as valuable to the reader as the reading columns themselves, for these pages of advertisements present pictures of progress, and tell the buyers what to buy, as well as where to buy.

The legitimate trade paper contains a reasonable amount of reading matter, part of it original, and part of it copied.

The legitimate trade paper balances its advertising with its reading matter, and its reading matter with its advertising.

It prints legitimate reading notices.

It speaks well of its advertisers, but it is not a paper of puffs—it is a paper of news and comment, simply the right combination of all that which makes up a first-class publication.

Beware of the trade paper which has a different rate for every advertiser.

Look out for the trade paper which has a "Seeing-it's you" concession for everybody.

Look out for the trade paper which does not stand on its own dignity and say to the advertiser, "My space is merchandise. If you want it, you must buy it as you buy your clothes or your shoes."

Look out for the trade paper that puffs everybody indiscriminately.

The trade paper can be known by the quality of its representatives.

First-class advertising men work for first-class papers.

Second-class advertising men work for second-class papers.

The representative of the legitimate trade paper is a gentleman worthy of your confidence; when he calls he is entitled to your consideration, and should be given an audience.

It is your business to discourage the illegitimate trade paper.

It is your business to encourage, with your money and your interest, the trade paper of character, for such a paper is as much a part of your business, and is as necessary to your business, as your desks and your counters.

NATH'L C. FOWLER, JR.

## The Bishop and the Drummer.

Bishop Watterson is not only the crack fisherman of all the clergy, but the best story-teller. The Bishop tells a story of how the drummer on the train mistook him (the Bishop) for another commercial tourist, and asked him if he represented a big house.

"Biggest on earth," replied the Bishop.

"What's the name of the firm," queried the drummer.

"Lord and Church," replied the imperturbable Bishop.

"Hum! 'Lord and Church.' Never heard of it. Got branch houses anywhere?"

"Branch houses all over the world."

"That's queer. Never heard of 'em. Is it boots and shoes?"

"No."

"Hats and caps?"

"Not that, either."

"Oh! dry goods, I suppose?"

"Well," said the Bishop, "some call it notions."

There is a curious building in New York City, known as the "Spite House." It is but 42 inches wide inside, but it is four stories high, and two families live in it. It was built to spite the owner of the handsome residence adjoining, because he refused to buy the strip of land, on which the house stands.

## Putnam Candy Co.

Wholesale Manufacturers.

GRAND RAPIDS, Mich., Dec. 12, 1895.

A few of our seasonable goods for Christmas and New Years now close at hand.

Mexican and Jamaica Oranges

—Fancy packed, bright colored

Lemons—Sound, crisp, Malaga

Grapes—Elegant new Layer

Figs—Persian and Fard Dates

—P. & B. Oysters—Ohio Hick-

orynuts—Walnuts—Butter-

nuts—a full line of Foreign

Nuts and the FINEST CON-

FECTIONERY that ever went

into a box. Let us serve you.

Something fine. Have you tried it? Do so at once.

## BABY = MIXED

Also Broken Taffy, Cut Rock and Yum Yum. Manufactured by

SNYDER & STRAUB, Muskegon.

## Candy!

A. E. BROOKS & CO.,

Now is the time to put in new Varieties that attract attention. We are constantly adding such to our line in both fine and penny goods. Give us a call.

5 & 7 South Ionia St.,  
GRAND RAPIDS, MICH.

## Straw Board, Building Paper, Roofing Material,

We are jobbers of these goods, among which are Tarred Board, Rosin Sized Sheathing, W. C. Oiled Sheathing

Tarred Felt,  
Roofing Pitch,  
Coal Tar,

Rosin,  
Asphalt Paints,  
Elastic Cement,

Ready Roofing,  
Carpet Lining,  
Mineral Wool.

QUALITIES THE BEST AND PRICES THE LOWEST.

H. M. Reynolds & Son, Grand Rapids, Mich.

## William Reid

JOBBER OF  
Paints, Oils, Brushes,  
Varnishes, Etc.

PLATE and WINDOW GLASS.

26-28 Louis St.

GRAND RAPIDS, MICH.



# Major's Cement

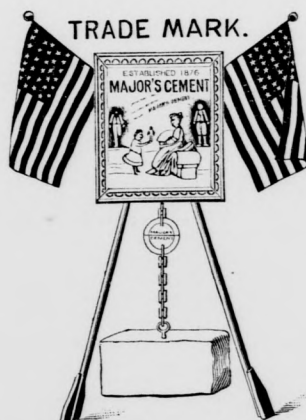
ESTABLISHED 1876. REGISTERED TRADE MARK No. 17,570.

**TWO MEDALS** awarded at the World's Columbian Exposition. Universally acknowledged to be the **BEST** and **STRONGEST PREPARATION** ever offered to the public



A. MAJOR.

For Repairing China, Glassware, Furniture,  
Meerschaum, Vases, Books, Leather  
Belting, Tipping Billiard  
Cues, etc.

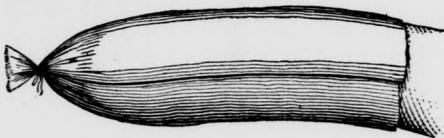


An ordinary plate broken in two and mended with MAJOR'S CEMENT held a stone weighing 300 pounds during the World's Columbian Exhibition at Chicago, 1893.

**It's the Sore Finger** That catches all the hard knocks. Use a little of MAJOR'S CEMENT and put on a bandage like this:



Then you can eat, sleep, work and wash your hands. This bandage protects and allows the sore to heal rapidly.  
**FOR OBSTINATE RUNNING SORES**, use a bandage with absorbent cotton, like this:



## PRICE LIST.

Major's Cement, 1/2 oz. size, 15 cents.....	per gro. \$12 00
Major's Cement, 1 oz. size, 25 cents.....	per gro. 18 00
Major's Best Liquid Glue, 1 oz. size, 10 cts.....	per gro. 9 60
Major's Leather Cement, 1 oz. size, 15 cts., per gro.	12 00
Major's Leather Cement, 2 oz. size, 20 cts., per gro.	18 00
Major's Rubber Cement, 2 oz. size, 15 cts., per gro.	12 00

A fine 4 ft. Thermometer, Folding Chair, Out-Door Sign, or Showcase Box and Tumbler, given away with small orders. Write for particulars.

If you handle Major's Cement and haven't a Showcase Box and wish one, we will send you, expressage prepaid, the Box, also a Tumbler.



Price 15c. and 25c. per Bottle.



MAJOR'S LEATHER CEMENT costs 15 cents a bottle, and with it "invisible" patches can be put on shoes, so prolonging their wear. Worth the price, if you only use it once.

**Handled by Wholesale Druggists.**  
The above Cements for sale by dealers all around the earth, or by mail at the same price.



MAJOR'S RUBBER CEMENT, for repairing Rubber Boots, Shoes, Rubber Garments and Bicycle Tires. You can use a piece of old rubber shoe for patching, which will do as well as new material. Price 15 cents per bottle. You can also repair all kinds of garments and umbrellas of different material in the same way.

**A. MAJOR CEMENT CO., 461 Pearl St., near Park Row, NEW YORK CITY**



## Dry Goods

### PROFESSIONAL SHOPPERS.

#### How Metropolitan Stores Keep Tab on Their Rivals.

From the New York Tribune.

"I would like to look at the coats—the last advertised at \$7.50 to be sold today."

"Certainly. Come this way, madam," and the customer follows the saleswoman to where the big-sleeved coats, double-breasted, single-breasted, rough and smooth finish, were laid out for inspection.

"That fits, madam, beautifully," avers the saleswoman, as the customer fastens the last button on a stylish-looking coat and turns to view herself in the glass.

"A trifle loose across the shoulders, don't you think?" comments the wearer, craning her neck to obtain a better view.

"Not at all. It is the way you are standing that gives the back that appearance. Here is a handglass. Now see; why, the coat fits you as if it were made to order!"

"I don't like it," decides the shopper. "Let me see that diagonal one with the velvet collar."

The discarded coat is drawn off and the other substituted.

"These coats are all really a bargain," says the saleswoman as she tucks in the big sleeves. "It's true they are not silk-lined, but the inside finish is very neat, and they are such a good cut."

"Yes, that looks very well, but I don't like the sleeves; they are a little bit short, and"—

"But we will alter any little fault like that free of charge," says the saleswoman.

"But there's a flaw in the material right where it will show most," objects the shopper.

Another coat is tried with no better success, and finally the customer withdraws, regretting that she cannot be suited.

"She's one of them," says the saleswoman to the head of the department, as she gathers up the pile of coats to put them back in place.

The forewoman laughs. "What makes you think so?" she inquires.

"She didn't want to buy any coat. Two that she tried on fitted like wax, and her excuses were made out of whole cloth. I looked at her real good, and I think I have seen her behind Z.'s silk counter more than once. She just came here to see what sort of goods we are giving at \$7.50."

"And what were you doing in Z.'s when you saw her behind the silk counter, eh?" says the forewoman, making a grimace and pinching her chum's arm in significant fashion.

"Finding out what sort of silk it was that Z. could afford to sell for 98 cents," says the other smilingly. "Oh, well, turn about's fair play, I suppose, but I admit I got out of patience with that woman; she need not have tried on quite so many."

"It's a pleasure to wait on Mrs. A.; she has such exquisite taste, and takes such an interest in everything," said one of D.'s clerks, who had just escorted an elegant-looking woman to the elevator.

"Did she buy the rug?"

"No. She's afraid that it doesn't quite accord with the decorations in the particular room she was selecting for. She's going to advise the parties and come in again about it. She says she's looked all about and that these rugs are the best value for the money in the city."

"Has cards out, hasn't she?" asked the other clerk.

"Oh, yes. Her means are reduced, you know, and she shops regularly for people out of town; makes something like \$100 a month at it."

"I suppose shopping for people out of town is the only business she is engaged in?" observed the other carelessly.

"What do you mean?"

"Why, I happen to know that she's engaged regularly to keep a certain firm posted on the way the goods run in other houses."

"How do you know it?"

"Well, I could not swear to it before a jury, because I have never heard her make her reports to the firm, but you watch her movements the next time she comes in and I rather think you'll agree with me."

Mrs. A.'s advocate looks crestfallen, but he sticks to his guns.

"It's not a nice business to be in, I suppose," he observed, "but what's a woman to do when she's got her own way to make?"

"Yes, I think the artistic work on that vase, for \$9, is something wonderful," declares an enthusiastic purchaser. "One would take it to have cost at least \$12. Have it sent to No. 29 West Blank street, C. O. D."

The charming vase with its Dresden shepherdesses and garlands of flowers in due time finds its way to No. 29, and in due time is transferred thence to the managing referee of a big department store.

"Yes, I see now," says the critic, "how Alcott could sell these goods at such a low figure. And, Mrs. B., the first chance you get bring us a report of J. & L.'s furs. Buy a cape or muff, if necessary, and don't feel stinted in the price. We leave that entirely to your judgment."

J. & L.'s clerks make haste to show their costliest and choicest goods to Mrs. B., who shops in her carriage, and who, from the top of her tastefully bonneted head to the toe of her smartly booted foot, is the reflection of quiet elegance. The attendants are all obsequiousness and her slightest whim is law. The furs delivered at her residence are not beneath her roof long, however; they follow the \$9 vase to the private rooms of the big department store.

"Every merchant who pretends at all to keep in touch with the movements of trade and who is alert as to correct methods of business is compelled to know more about the inner workings of rival houses than he could learn through mere customers," said one who has made merchandising a study.

Every day the advertising columns of all the principal papers are spread before him and thoroughly canvassed by men of judgment and keen discernment.

"Gloves, real kid, at 89 cents," reads one of these experts. Immediately an electric bell is touched.

"Ask Miss M. to step up here," the messenger is told; and in a few moments one of the cleverest women in the glove department is awaiting orders.

The expert agent simply hands her the clipping from the department.

"Investigate," he says laconically.

"A pair of good kid gloves," Miss M. is saying a half hour later to the girl at the glove counter of the firm which advertised.

"Something at \$2?" says the girl, opening a box.

"You advertised gloves at 89 cents; show me those, please."

"They are all sold," says the girl.

"Indeed. Well, I only came for a pair because I thought them such a bargain."

"Just a fake sale," Miss M. reports on her return. "All sold before 11 o'clock. They never had them at all."

"I thought that firm was above such devices for attracting trade."

It may be that Miss M. finds a pair of the 89-cent gloves and finds them other than represented, not of kid and inferior; in this case she secures a pair and the rival firm examines them at leisure.

It is the same with velvets, wraps, silverware, jewelry, carpets, laces and indiscriminate articles; with anything that constitutes an important item in merchandise.

"How much does a professional shopper of this description make a week?" an authority was asked.

"The salary depends upon the ability and tact of the employee; \$25 a week would be paid to a woman who under-

stood her business—even \$50 if the woman had social prestige and commanding presence sufficient to insure her unusual attention at the hands of the clerks and initiation into the business moves of the firm. A person so situated in life as to evade suspicion as to her real employment is of infinitely more value to her employers than one who would seem to need money; the rich woman would be shown everything, the poor one would be ignored."

The common custom is to employ the most tactful and able women in the various departments to make these little expeditions into the realm of prices, qualities, etc. These women, of course, are paid extra money for their services. Nobody would send a saleswoman from the suit department to look into the matter of silverware or laces or ribbons, and nobody would dream of employing a person in the ribbon department to see how carpets or furs were going. Except in rare instances it is found best to employ people already identified with the house, those who could have no incentive for representing things other than as they are. Occasionally, however, a firm gets hold of a treasure in the guise of womanhood who has what they call a nose for scenting the movements of rival houses, and who thoroughly enjoys the work. Tact is not the only attribute required. Many women possess innate tact to a degree to whom anything like the semblance of double dealing would be impossible. In a certain city there is a woman of society who augments her slender re-

sources considerably and steadily by keeping track of the various trade movements in the reputable stores. She has done this for years. These stores have no "special sales," but it is desirable to know how they are selling their goods.

A woman who has always lived and dressed expensively, and who has associated with people who live sumptuously is a better judge of fine raiment and house decoration than is the best-trained expert. Her ideas and interests have centered in such things all her life. She is the woman who loves to shop, loves to see and examine pretty things and to fancy she is making them her own. She is plentifully supplied with money by the firm, and the clerks in the stores from whom she makes her purchases never go to her house to note that the things so lavishly bought do not remain there.

A well-trained professional will know by instinct almost when there is to be a change made in the membership or management of a firm. She finds out what circulars they are going to send out and what those circulars will set forth. She has such opportunities well at hand when, in the guise of shopping for a large constituency, the firms from which she buys pay her commission on her sales, thus coming in closer contact with her than they would under ordinary circumstances. Professional shoppers, flitting from store to store, are as necessary to lively competition and the backbone of trade as the drummer, the buyer or the salespeople themselves.

## Eat, Drink ..And Be Merry..



### AT PECK'S CAFE,

Finest Restaurant  
in the City.....

100 Monroe Street,  
GRAND RAPIDS, MICH.

## Voigt, Herpolsheimer & Co.

Wholesale  
Dry Goods....

GRAND RAPIDS, MICH.

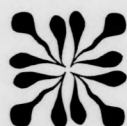
### Keep Your Shirt On



Pretty chilly to be without, and colds are a poor thing to have. Just so with a poor fitting shirt. We have the kind that is right. The TACONIC, a dollar laundried shirt, is our pride. It is a maker of customers. Our line of Working Shirts for the Spring Trade will be the largest and best we have ever shown. Look us over before placing an order.

## Spring & Company

IMPORTERS and  
WHOLESALE DEALERS IN



DRESS GOODS, SHAWLS, CLOAKS,  
NOTIONS, RIBBONS, HOSIERY, GLOVES  
UNDERWEAR, WOOLENS, FLANNELS  
BLANKETS, GINGHAMS, PRINTS and  
DOMESTIC COTTONS

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

SPRING & COMPANY, Grand Rapids



## THE ART OF SELLING.

## Pertinent Points of Interest to Merchant and Clerk.

Isaac Gans in Dry Goods Chronicle.

If a man intends entering professional life, he is fitted for it in his school or college. If he knows he will enter the mercantile life, he receives no special instructions for that branch, yet the greater majority of young people enter the mercantile field, and scarcely any of them know the first rudiments of business. On the other hand, if you take an applicant for professional life, he is taught all about his particular study, and when he begins his career he is versed in it, but not so with those who want to become business men; they leave school, make application for positions in stores without the slightest knowledge of what they would have to do. They have no training at all in business. They know how to add, multiply, parse, conjugate, etc., but do not know wool from cotton. They would not know how to measure, how to talk to customers, or anything else pertaining to business life. If they begin when real young, they start in as cashboys or girls, and gradually work their way up, but if young people go to school until they are seventeen or eighteen, they don't feel as if they could begin at the bottom of the ladder; but if they were taught what store-keeping meant, they could afford to go to school as long as they desired and could begin business life with a knowledge of what to do, and would not then be expected to begin at the lowest notch. The thousands of parents who bring their young sons and daughters to you nowadays for places say to you, if you ask, "Have they had any experience?" "No, but they are apt, and will soon learn." They are sincere in their belief, but business is absolutely business nowadays, and one cannot afford to experiment with inexperienced people. In busy season you dare not, and in dull season you need not. Yet, if you want to be honest with them and tell them so, they will answer you that they have to get their experience somewhere, and so they do. A good place to get it would be from an instructor, someone who is versed, someone who is himself experienced. Agitate this momentous question, insist upon it, let your school trustees see to it. They nowadays have instructors for singing, calisthenics, for cooking, none of which are as important as a knowledge of what you expect to make a living of.

To sell goods looks easy, but it is not. It is really trying. Take expressions that ought to be used, and how they should be used. Not the cold, frigid, half-hearted tone, but the warm-hearted, "making-you-feel-at-home" kind, for if a customer enters the doors of a large or small establishment and is accosted in an automatic manner, that customer feels like retracing her steps and going somewhere else; but should that customer be approached in a civil, genteel or agreeable manner, the impression of the store is made at once, and the customer feels at home—feels like buying. So many clerks in stores are like automatons, and if approached by a customer with any inquiry, point in an aimless and expressionless way here or there, instead of adding a few words of information. It is not so much what you say to customers, as the way you say it. Again, supposing the customer is directed to the right department, and asks for gloves or dress goods or silks. When she comes to that counter, look pleasant, without overdoing it. Show the goods at once. Don't ask too many questions about the color, price and style the customer desires. First of all pull down something and say: "This is a stylish fabric" or "This is entirely new." Say something regarding your goods. Should the customer be undecided, suggest, but don't insist. Quietly advance your ideas, without saying too much. Try to please, without importuning. If you cannot make the sale, by all means leave a good impression. Let the customer say of you: "Wasn't he obliging? If ever we need anything from Blank's store, we certainly will look up that clerk." But don't

let the customer go away with the impression that you are impolite or uncivil, or overbearing; it hurts you some, but the store more. If salespeople could only be made to understand that if the store prospers, their opportunity for a greater compensation is assured. It is a mutual affair; what you do, you do as much for your own interests as those of your firm.

Show me how a stock is kept and I will tell you at once what kind of salespeople you have. A salesperson who grows careless about his stock, does not take an interest in your business. Stock must always look presentable. There can be no excuse for it being otherwise. Every article in your stock should be tagged. Every piece of goods ticketed, not in off-hand manner either, but in a plain, clear way, so that anyone at a glance could tell the price or size. Let all of your tickets be of one uniform size and one color. Be sure of this, as there is nothing that will tend to cheapen your stock quicker than unsightly written tickets, and particularly so, if of different colors. Make nice shows of your stock no matter what it is. Change your shows often. Have a nice card on all goods you so exhibit, no matter what they are. There is really a great disadvantage in not fixing a display card on all goods you want to use for show, for the card attracts as quickly as the goods, oftentimes more readily.

In order for the advertising man to know what is in your stock, you've got to inform him. He is glad enough to edit your items if you give them to him, but let them be given to him in an intelligent shape, written in a readable manner, so he knows what you are writing about. Let things be explanatory. Write explicitly, don't leave it to the imagination of the ad-man. Prepare your items regularly each week, and oftener if the occasion requires. Acquaint yourself with your goods, the make-up, the composition, so that you can give the correct information, and talk about them intelligently.

When customers give you money for their purchases, be sure to say "Madam," or "Sir" (as the occasion demands) "you gave me a five-dollar bill," or "you gave me a ten-dollar bill," or whatever the money may be. This avoids so much after-argument, for there are ever so many people, forgetting what money they gave you, are apt to say when their change comes back, "I gave you a ten-dollar bill and not a five," and really may believe they did; and it is then awfully hard to prove otherwise, and even if you do show them the check where you had filled in in the place so designated the amount received, yet they feel dubious, and think either you or your firm have the difference in money. I have seen it so often where customers, who were under such belief that they had been duped out of their correct change, determine never to enter your store again. Should one do so, it will not be with the same feeling of security; so avoid any harmful after argument or discussion, by telling your customer before you send up your cash, what denomination of money the customer gave you.

To put the correct address on a label saves so much annoyance. One should ask twice the address given by the customer. A wrong address often occasions a disappointment and makes an agreeable customer displeased. Great care, indeed, should be used to properly address a package to be sent, or to be called for, or to ship at a later time so specified by the customer. Now these functions are but a fraction of what clerks must know, and in stores where there are many people employed, it surely would be such a relief and such a satisfaction to be able to get salespeople from just such schools where they have received some preparatory knowledge of what they must do and what they must know, and if the schools would have some such instructor, don't you think that all stores, when places were vacant, or more people necessary, would gladly take those people who had received this instruction? Think it over. Agitate it, and see if it would not be a step in the right direction.

## Corl, Knott &amp; Co.

20-22 NORTH DIVISION ST.,  
GRAND RAPIDS, MICH.

Importers of

## = Ribbons =

Velvets, Silks and Millinery.

All Ribbons Warranted 10 Yards.  
Guaranteed All Silk.We are State Agents for Brainerd & Armstrong's celebrated  
Wash Embroidery Silks, the best made. Send  
for Sample Card and Price List.Pattern 300; All Silk, Satin and  
G. G. Ribbon.

No. 5.	40
No. 7.	52
No. 9.	68
No. 12.	84
No. 16.	1 00
No. 22.	1 20
No. 40.	1 40

Pattern 130; Extra Quality Satin  
and G. G. Ribbon.

No. 2.	27
No. 5.	60
No. 7.	80
No. 9.	1 05
No. 12.	1 25
No. 16.	1 50
No. 22.	1 85
No. 40.	2 50

No. 1 Picot Edge, 10c per piece of 10 yards;  
45c per spool of 50 yds.Will be Pleased to Send Samples or  
Ship Approval Orders

## Our Line of Wash Fabrics...

WILL BE SHOWN EARLY IN JANUARY. WE HAVE  
WORKED HARD TO SHOW THE LARGEST AND  
BEST STOCK EVER SHOWN, FROM THE CHEAPEST  
PRINT TO THE FINEST DIMITY TO SUIT ALL  
TRADE. DO NOT BUY UNTIL YOU SEE WHAT WE HAVE.Prices Guaranteed. Cheap Dress Goods to retail @ 10, 12½ and 15c. On this line  
we will be strong.

P. STEKETEE &amp; SONS,

WHOLESALE DRY GOODS.

GRAND RAPIDS.

To the Butchers  
of Michigan.....We have added to our manufacture the finest and  
best SAUSAGE SPICE, for Wiener and Frankfurter  
Wurst, Pork Sausage, Bologna and Smoked Sausage,  
Liver Sausage and Head Cheese.Our Butcher Spices are a combination of the highest  
grade spice, and contain neither Bread Meal nor Potato  
Flour. In using our Absolute Butcher Spice, you in-  
sure no liability or prosecution from the Pure Food  
Commission.We believe it to be the duty of every citizen to obey the law and assist in its enforce-  
ment, and we are confident that the butchers of Michigan will appreciate our efforts in  
their behalf in assisting them to uphold the standard of their sausage, as it is impossible  
to make a satisfactory product where inferior ingredients are used in its manufacture,  
whereas by the use of our "Absolute" Spices satisfaction is assured, and the keeping  
quality of the sausage is enhanced.Kindly send us a sample order and convince  
yourself of the superiority of our goods.

MICHIGAN SPICE CO.,

L. WINTERNITZ, Manager.



## Clerks' Corner

### Make the Resolutions Last.

Time has turned for us a new leaf this first morning of the year. There lies the page, boys, white as snow and as stainless. Not a single mark is against a single name. It is not strange, as we look upon that spotless page, that the thought should come to us to keep it as it is, nor strange that with the thought should come the resolve to do so.

This is not an idle fancy—it is a result as inevitable as the causes that brought it about. The idea began in November with the first thought of Thanksgiving. Pictures of the family gathering came in the pauses of business, and from that time on we thought only of the coming feast day.

From Thanksgiving, life went on; but not the same, nor are we the same. We grasp the Almighty Dollar as eagerly—the power of habit is great—but it stands no longer for everything. We come to the conclusion occasionally, that it is a good thing to let others live—and to help them, too, if it comes to that. It is getting to that season of the year when there ought to be a little "let up" to this everlasting business.

With home and heaven around us the year is at its end. What wonder that the life we are living seems—is—"stale, flat and unprofitable?" Must it go on so always? Is there not force enough in us to live nearer the ideal life that might be ours, if we would have it? So we commune with ourselves by day and by night, and the clock ticks off the minutes. The leaf in the book of life is turned and, with a sigh for the blots we know are there, we resolve that the fair page shall remain white and clean. The cigar and the pipe are resolutely laid aside—their owners have once more "sworn off." The beer bottle and the wine glass are put by, and one vice after another is discarded when the New Year begins.

As the days go by and we are more and more removed from the good influences which have been at work, the cares will come creeping back. With them will come the old vices and the old sins, and they and we, their victims, jog on together until time brings us again to the Thanksgiving dinner, the Christmas hymn and the New Year's resolve. It was so last year, it will be so this year, and it will be so till time shall be no more. Happy will it be for us if, as the days shall go by, we can keep alive the blessed influences of the hearthstone and the holly, and so strengthen the good resolutions made on the first day of the year that the springtime and the summertime may find us with vows unbroken still and, so, with lives purer and better the whole year around.

UNCLE BOB.

### Managing Railway Deliveries.

How to get prompt service from a railway company is something that interests every business man who has freight to ship. Agents make promises on demand, and when the performance fails to come up to standard the blame is put where no one can reach it, and the business man is blandly asked to still further intrust his goods to the same carrier. Again, railway companies in their eagerness for business will often accept freight for points which they cannot as well reach as others. The rates are the same,\* but by reason of

necessary transfers the service is very different. A's line, for example, reaches a given town as the result of three transfers, all of which is known in a general way, and particularly by the agent of the line, while, on the other hand, B's line goes direct. The merchant who has only occasional shipments to make to the town in question does not know the difference between the two lines unless his attention is specially called to it. He may be in the habit, therefore, of sending his goods to the wrong depot to insure prompt delivery. If there was some plan by which the company would be held to strict account for delivery, some plan by which it could be shown that prompt delivery was not being secured, it would not be long before the advice would be given to take the freight to the other road, so far as the town in question is concerned, simply because the other road could give prompt and more satisfactory service. To show just how all this has been worked out by the Abram Cox Stove Co., of Philadelphia, is the object of the present article. Some time since the company named prepared an addressed postal card to be delivered with each bill of goods mailed, reading as follows: "The stoves, etc., shipped to us on — did not arrive until—."

On the opposite side of the card was printed the address of the company, and it, in connection with a circular of explanation, is mailed with every invoice. The circular letter is as follows: "In order that we may secure prompt service in delivering goods to you, please sign inclosed card, giving the date when goods arrived at station, and return promptly to us."

The buyer of stoves, as well as the buyer of any other line of goods, is always willing to co-operate with the shipper in securing prompt service at the hands of the railroad company, and accordingly it is found that these cards come back very promptly from the customers of the house. They show in some cases that the delivery is remarkably prompt. In other cases they show very slow and unsatisfactory service. The manager of the company, armed with these cards revealing just when a certain shipment arrived at its destination, is in most excellent shape to interview the general agent of the railway line. We say "armed with these cards," but perhaps should qualify this expression, because the cards have not yet been explained to the railroad agents, and up to a recent date they were wondering where the shipper got all his information of the delinquencies of the transportation companies, or what system was employed by which the management was able to make so many points at their expense.

The results of this system, which has been in operation only a short time, are eminently satisfactory. The railroads are looking out for the shipments of the Abram Cox Stove Co. with the greatest care, and are hurrying forward the company's goods perhaps at the expense of other shippers at times, because they know of a certainty complaint will be made from them if there is any delay. Interesting points of information have also been derived. Certain roads, as a result of complaints of tardy delivery, have said: "You ought not to ship goods by our line, because the other line goes there direct, while we have a longer haul and three transfers." Thus the shipping department of the company in question is learning, and shipping directions are being changed from time to time to correspond. Still other advantages flow from the use of this card. The customer signs it for the reason that it helps to get his goods delivered more promptly. In signing it, however, and returning to the shippers, he acknowledges receipt of the goods charged on a certain date as per invoice rendered, etc. This is an excellent record to have in an office, and we judge would be useful in a suit if ever suit were necessary to enter against a customer. Still other advantages of this system will be apparent to those of our readers who give the subject any consideration.

# Standard Oil Co.

DEALERS IN

Illuminating and Lubricating

# OILS

Naptha and Gasolines

Office, Mich. Trust Bldg. Works, Butterworth Ave.

GRAND RAPIDS, MICH.

BULK WORKS at Grand Rapids, Muskegon, Manistee, Cadillac, Big Rapids, Grand Haven, Traverse City, Ludington, Allegan, Howard City, Petoskey, Reed City.

Highest Price paid for Empty Carbon and Gasoline Barrels

OILS

OILS

## Scofield, Shurmer & Teagle

REFINERS OF

Petroleum and its Products.

Special Brands

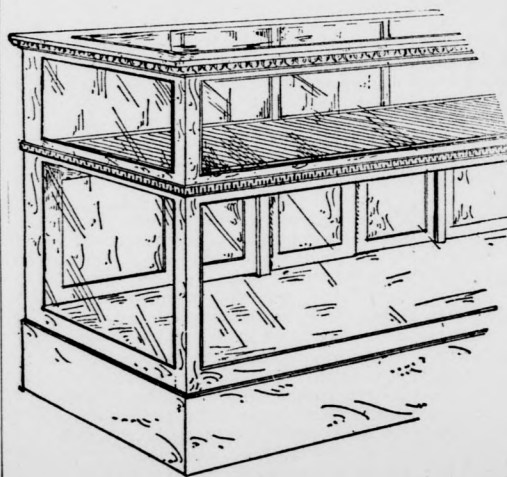
Palatine Oil,  
Daisy White Oil,  
Red Cross W. W. Oil,  
Red Cross Stove Gasoline.

All Grades Lubricating Oils Kept in Stock.  
Highest Price Paid for Empty Carbon and Gasoline Barrels.

GRAND RAPIDS.

OILS

OILS



Heyman  
Company

Write for Prices on  
Any Showcase Needed.

55, 57, 59, 61  
Canal St.,

GRAND RAPIDS.



## THE SEVENTH ANNUAL.

[CONTINUED FROM PAGE ONE.]

ager of the Evening Press, of Grand Rapids, and M. A. Aldrich, of the Grand Rapids Democrat, for favors extended and services rendered which can never be repaid with a monetary consideration. An especial vote of thanks is hereby tendered to the Evening Press Newsboys Band of Grand Rapids and to the Detroit Newsboys Band.

Resolved, That we hereby extend our sincere thanks to the Legislature of the State of Michigan for 1895, who so readily saw the justice of our request for an interchangeable mileage book, and so nobly responded to our efforts for legislation in that direction; and that we realize that should a fair representation of these same legislators be returned at the next general election, we may expect from them the same recognition that we have received in the past, and that we assure them we appreciate their earnest efforts in our behalf.

Election of Secretary being then in order, Allan D. Grant and John R. Wood presented the name of Geo. F. Owen and, on motion of C. S. Kelsey, the rules were suspended and the election made unanimous.

For Treasurer, A. F. Peake and F. M. Tyler supported J. J. Frost and, on motion of W. H. Bair, the rules were suspended and the election made unanimous.

Election of Vice-Presidents resulted as follows:

- 1st district—Michael Howarn, Detroit.
- 2nd district—E. A. Alyward, Jackson.
- 3d district—W. J. Richards, Union City.
- 4th district—Henry Dasher, Kalamazoo.
- 5th district—L. J. Koster, Grand Haven.
- 6th district—T. K. Jeffreys, Lansing.
- 7th district—Frank N. Mosher, Port Huron.
- 8th district—Fred J. Fox, Saginaw.
- 9th district—Wm. Averill, Muskegon.
- 10th district—J. J. Seagars, Bay City.
- 11th district—Geo. Gane, Traverse City.
- 12th district—Otto H. DeGener, Marquette.

The floral tribute sent by the Hotel Vincent was turned over to Miss Owen. The report of the Board of Directors was accepted and adopted.

Reports of Vice-Presidents were then received. Geo. F. Woodard, of Kalamazoo, reported that a post was being organized, or reorganized, at that place and that a large accession of the membership of the parent body would result in the near future.

Geo. A. Reynolds moved that the Secretary be instructed to furnish the officers of each local post with the delinquents in that city.

J. J. Evans moved as an amendment that where there are no local posts, the list be sent the Vice-President for that district. The motion was adopted as amended.

The Committee on Interchangeable Mileage presented the following report, which was adopted:

Whereas, The Michigan Knights of the Grip, through a committee duly appointed by this body, solicited by their personal appearance repeatedly, the Michigan Passenger Agents' Association to grant, voluntarily, a 1,000 interchangeable mileage book at a flat rate of 2 cents per mile; and

Whereas, The Michigan Passenger Agents' Association referred the matter to the Central Traffic Association, which met at Chicago in the spring of 1895, and, in order to avoid responsibility, laid the whole subject on the table, thus placing it beyond any hope of securing voluntary action in this direction; and

Whereas, This left no other alternative but to obtain compulsory action on the part of the law-making power of

the State, which was sought through the action of our Committee on Legislation at the last session of the Legislature; and

Whereas, A bill providing for such 1,000 interchangeable mileage book was passed nearly unanimously by both branches of the Michigan Legislature and which met the approval of the Attorney General of the State, but failed to become a law through the action of the veto power exercised by the Governor of the State, which action of the Governor was taken by reason of an alleged flaw in the bill as passed; and

Whereas, Such interchangeable mileage books are now in general use in the States of Massachusetts, Ohio, Indiana and elsewhere, showing that the use of such books is in every way practical and desirable, and that we are assured by high legal authority, is clearly within the provisions of the constitution of the State of Michigan; therefore

Resolved, That we do most earnestly request our Senators and Representatives of the State, at the next ensuing session of the Legislature, to use their best endeavors to pass a law to establish a thorough and complete plan of interchangeable mileage, good on all roads in the Lower Peninsula of Michigan.

Resolved, That the Committee on Legislation of this body be and are hereby instructed to have printed 250 copies of these resolutions, duly certified by the President and Secretary, and to place the same in the hands of each member of the Legislature at the opening session of same; a copy with each officer of the State of Michigan, and also with the officers and members of the standing committees of our Michigan Knights of the Grip.

Resolved, Further, that in case the Michigan Passenger Agents' Association does voluntarily grant such an interchangeable mileage book, as provided above, before the next session of the Legislature, that our Legislative Committee may deem it unnecessary to take the action provided for in the foregoing resolutions.

The Committee on Legislation presented the following report, which was adopted:

Your Committee on Legislation have had to deal in a special manner with but one subject during the past year. The bill to provide for an interchangeable mileage book for the State of Michigan, which was presented at the last session of the State Legislature by the Hon. John Donovan, and so earnestly advocated by him, was championed by your Committee, in conjunction with the traveling men of the State, and an effort to secure its passage was made. The effort was successful in obtaining the passage of the bill, which provided for an interchangeable 1,000 mile book at 2 cents per mile, good on all railroads in the Lower Peninsula of Michigan.

During the consideration of the measure in the Legislature, various objections were raised to its passage by the railroad companies, in fact, its progress was contested inch by inch. At last the glad news was heralded that the bill had passed both branches of the Legislature and had gone to the Governor for his approval. Here, again, the measure met opposition; but, in an interview had with Governor Rieff, the traveling men were led to believe that he would approve the measure. But, alas! he could not see his way clear to sign the bill, and thus let it become a law, but he used the power vested in him as Governor by the constitution and vetoed it, thus assuming the full responsibility for the defeat of this measure for which the traveling men had striven so long. Had he allowed the measure to become a law and be tested in the courts as to its constitutionality—the tribunals established for the purpose of passing upon this feature of laws passed by the Legislature, some light might have been obtained to guide future action on the subject. As it is, the traveling men do not regard the action of the Governor as free from prejudice, and his assumption of the veto prerogative to defeat this cherished measure of the traveling men is looked upon with toleration, but

not with a spirit of love or forgiveness.

Your Committee believe the railroads of Michigan should, voluntarily, grant an interchangeable mileage book for this State, good on most if not all of the roads, and we earnestly entreat them to do so and not wait to be forced to do so by law. We believe it would be to their mutual advantage to do this. In the neighboring State of Ohio there are a number of 1,000 mile interchangeable books in use, good over from five to fifty different lines of road. With three or four of these books, a man can travel all over that great State and much of the United States; while in Michigan, with only eight or ten trunk lines of railroad, you are obliged to purchase a separate book over each one to get 2 cent per mile rate. The traveling men are the friends, as well as large patrons, of the various railroad lines, and we believe there is no injustice in granting concessions to them, not given to the general public if need be, because they pay them more money. The jobber gets his goods cheaper than the retailer because he buys more of them, and the same rule should apply to rates for railroad travel.

Your Committee desire to thank Hon. John Donovan for his labors in their behalf in the last Legislature, and we believe we shall not be without a champion in the next Legislature. We would advise that some action be taken at this annual meeting of the Michigan Knights of the Grip to continue the work of striving to secure an interchangeable 1,000 mile book for Michigan, good over all railroads at 2 cents per mile.

Your Committee are also of the opinion that the rates of fare on railroads in the Upper Peninsula of Michigan should be reduced to 3 cents per mile. The exorbitant rate of 4 cents per mile now charged in that section of the State diverts travel from there, and is a tax the people of that section are no more able to bear than in the Lower Peninsula.

All extra charges imposed by the State for selling or delivering wares is added to the price paid for them, no matter what the commodity. Hence the people should awaken to the fact that they are interested in this matter, and lend their assistance in selecting good men and true as their representatives in State and National legislative bodies—men who are not afraid to do their duty, and, knowing their rights, dare maintain them.

The traveling men of Michigan are banded together in this powerful and rapidly growing association of Michigan Knights of the Grip to secure and maintain what they believe to be right and proper in connection with their vocation. We have already accomplished a great deal in this direction. Let us continue to uphold and strengthen what we know to be right, and put our stamp of condemnation on what we believe to be wrong.

The Committee on Bus and Baggage presented the following report, which was adopted:

Your Committee on Bus and Baggage has had but two complaints reported this year:

One was from Benton Harbor, wherein a traveling man complained of a drayman discriminating on rates in favor of other travelers. We investigated the complaint and found that, wherein he had four hauls of baggage, while the others had but two, he complained of an excessive rate, the difference being 25 cent; in other words, he wanted more for his money than others were getting, and we paid no more attention to the matter.

The other complaint came from Manistique, where they charge 50 cents for each piece of baggage per round trip. We have tried to remedy the evil, but found it impossible to do so and, therefore, turn the matter over to our successors for further investigation, suggesting, in the meantime, that one of the new Committee hail from the Upper Peninsula.

The Committee on the Atlanta convention presented the following report, which was adopted:

Whereas, A congress of commercial

travelers' associations of America was called at the request of various commercial travelers' organizations and held in the city of Atlanta, Ga., Nov. 13 and 14, 1895, and

Whereas, The delegates of said congress were duly appointed and commissioned by the Governors of the respective States, and

Whereas, The objects of said congress, as set forth in the call and by a committee duly appointed, were to effect a permanent organization of all associations and organizations of commercial travelers in the United States and in a spirit of fraternity work for the benefit of commercial travelers and commercial interests in general; now, therefore, we the Michigan Knights of the Grip, do hereby

Resolve, That upon the report of the Committee on Permanent Organization of said congress we do hereby notify and confirm the action of said congress thus far, and we recommend the appointment of two delegates from this Association to attend the next annual congress, to be held at the city of Nashville, Tenn., during the autumn of 1896, and direct them to report to this Association.

John McLean presented his resignation as a member of the Board of Directors, which was accepted. John R. Wood was thereupon elected to fill the vacancy.

President Jacklin appealed from the decision of the Board of Directors in the matter of the Cauley claim, at Detroit, and moved that the beneficiary be paid \$500. The motion was opposed by Messrs. Peake, Tyler and Mills, when Chairman Jones ruled the matter out of order, on the ground that its introduction was a question of privilege, to which there was objection.

The Committee on Constitution and By-Laws then presented its report, embodied in a printed circular notice sent out by the Secretary Nov. 30. The report was adopted substantially as recommended by the Committee.

S. H. Row offered the following resolution, which was unanimously adopted:

Whereas, We believe that the railroads of this State should affix to the mileage books we purchase not only the name of the purchaser but also that of his wife and children, as required by the laws of the State, which practice is adopted by some of the roads already; now, therefore

Resolved, That we, the Michigan Knights of the Grip, in annual meeting assembled, do hereby extend to H. C. Smith, of Adrian, our hearty wishes that he will succeed in his endeavors to make the Lake Shore & Michigan Southern Railway conform to this law of the State in his suit against that road for that purpose now in the courts.

There being no further business, the convention adjourned.

The Spaniards promised that, when the winter set in, short work would be made of the Cuban insurrection. The winter is now well along and, in accordance with its promise, a vigorous campaign seems to have been carried on. The Spanish arms were well advanced in the direction of the insurgent forces; in fact, so far as to get the insurgents after them. A vigorous campaign is the result, but, unfortunately, it is waged by the insurgents and the Spaniards are hastening to find shelter in the capital, where the utmost alarm prevails. Other political distractions have put the question of recognition by this country in the background, but it seems as though it must have consideration soon. There never has been a time when the prospects of Cuban independence were so bright as the present.

A customer who can be easily persuaded to buy goods he doesn't need will prove a tough man when it comes to collecting your bill.



## M. C. T. A.

## Proceedings of the Twenty-First Annual Meeting.

Detroit, Dec. 28—The Michigan Commercial Travelers' Association held its twenty-first annual meeting yesterday, the proceedings coming to an end in the evening, when the wives and daughters of the members took an active part in the banquet and dancing. The Turkish parlor of the Cadillac was completely filled with the men of the grip, when President John A. Murray called the meeting to order shortly after 9 o'clock. The morning session was devoted entirely to routine business.

President Murray gave his annual report, which was extempore. It showed the Association to be in a gratifying condition in all respects. The work of the year was such as to call for congratulation. Following the President's report came that of Secretary-Treasurer Morris. His report showed a slight decrease in the membership since last year. On January 1, 1895, there was a membership of 574. Yesterday's report showed 565 names on the roll. Thirty-two memberships had lapsed, nine members had died, twenty-five new members had come into the Association and seven were reinstated during the year. The financial report showed a good condition. The receipts were \$35,553.90, while the disbursements were \$11,365.17. The reserve fund contains \$8,272.60, the beneficiary fund \$2,500 and the expense fund \$502.48.

After the official reports, came the report of the Trustees of the Reserve Fund, which was given by John W. Ailes, the report of the Board of Trustees, given by John McLain, and the report of the Examining Committee, given by S. H. Hart. A lengthy report of the Railroad Committee was read by E. E. Mortlock. In it he took up the matter of interchangeable mileage. The report was ordered placed on file. This completed the work of the forenoon.

The principal business of the afternoon was the election of officers, which resulted in the following choice:

President—J. F. Cooper, Detroit.  
First Vice-President—M. Silberman, Detroit.  
Second Vice-President—Geo. J. Heinzelman, Grand Rapids.  
Third Vice-President—F. H. Bowen, Jackson.  
Fourth Vice-President—J. A. Bassett, Ypsilanti.  
Fifth Vice-President—R. W. Ballentine, Petoskey.  
Members of the Board of Trustees—J. A. Murray, Geo. B. Hutchings and Jos. T. Lowry.  
Members of the Board of Trustees of the Reserve Fund—Geo. W. Edson and W. H. Baier.

The Board of Trustees will meet on the first Saturday of January at the Secretary's office on Congress street, when a Secretary will be elected.

Maj. R. W. Jacklin read a long report of the proceedings of the Congress of commercial men held at Atlanta during the Exposition. The report favored an additional portfolio in the President's Cabinet—a Secretary of Commerce. It also provided for a National Congress of commercial men in Nashville, Tenn., in 1896, when that State will celebrate the hundredth anniversary of its admission to the Union. It was voted by the Association that two members be sent there as delegates. President Cooper, the newly elected executive, will be one of the delegates, and he has power to appoint a second and two alternates. A change was made in the constitution so that eight death benefits might be paid from the reserve fund during the year, instead of six, as heretofore provided.

During the afternoon's proceedings, William Koppel, manager of the agitation department of the Cuban-American League who is in Detroit to organize an auxiliary and stir up sympathy in favor of the Cubans, asked permission to speak to the commercial men in regard to the Cuban situation. There seemed to be no reason why he should not, and when the proceedings of the Association

were nearly at an end, President Murray told the Association that Mr. Koppel was ready to address them. But M. J. Mathews arose to object. He did not want anything of a political nature introduced into the proceedings of the Association. The members were there to talk business, and not about Cuba or Venezuela, or anything else political.

Everybody applauded, and the President decided that Mr. Koppel should be "sat down upon," as he said. Word was sent that the Association did not have time to hear the agitator. But there was sentiment among the commercial men in favor of Cuba, just the same. Maj. Jacklin formulated a resolution and presented it to the Association. It read as follows:

"Resolved, That we, the Michigan Commercial Travelers' Association, do hereby declare our sympathy with the Cubans, in their struggle for independence."

He presented it with a motion that it be adopted, and his motion was seconded. Then there was a sharp discussion. "No religion or politics in this Association," was shouted, and the sentiment that the Association was only for the transaction of business was reiterated. Some one moved to table the resolution, and it was seconded. When the vote came, after some discussion, there was a loud chorus of ayes, but the noes outstripped their adversaries in lung power, and numbers, and the motion to table was defeated. Then the resolution passed as drawn, and without a dissenting vote, and Maj. Jacklin was happy.

The new President, J. F. Cooper, was escorted to the chair, and made an inaugural speech. Vice-President Silberman was also compelled to do the same. The annual meeting closed with votes of thanks to the proprietors of the Cadillac, to the retiring officers, and the meeting adjourned to the banquet and ball of the evening.

In the evening, a sumptuous banquet was served at the Hotel Cadillac, followed by appropriate responses by M. J. Mathews, John McLain and C. L. Stevens, after which dancing was in order from midnight until morning.

## Care in Dispensing Potent Remedies.

In our country any person, with or without any knowledge of materia medica, therapeutics, or pharmacy, can prepare and sell any kind of medicine, if he will but give the compound or preparation a new name and put it up in packages with directions for use. Pharmacy laws have been enacted which prohibit the selling or dispensing of ordinary domestic remedies, and the compounding and dispensing of physicians' prescriptions by persons other than registered pharmacists licensed by the State boards of pharmacy after due inquiry into their special knowledge and skill; and yet, in several of these laws we find the explicit stipulation that the sale of "patent medicines" must not be interfered with. The quantities of patent medicines sold are enormous, and many of them contain such dangerous substances as arsenic, mercury, strychnine, cocaine, morphine, chloral hydrate, cantharis, belladonna, etc. It is a fact that in several states anybody is at liberty to concoct, bottle and sell any nostrum containing any or all of the most powerful poisons in the whole materia medica, without let or hindrance, while in the same state the law forbids any person not a registered pharmacist from dispensing ointment of zinc oxide, or from selling carbolic acid without registering the sale! In other words, we carefully regulate the traffic in medicines and poisons on a small scale, but leave the wholesale traffic in these articles free and wide open. We protect the public health against measles, but deliberately expose it to smallpox and cholera.

In most of our states an utterly selfish and unscrupulous patent medicine maker is entirely exempt from all the operations of the pharmacy laws and the laws regulating the sale of poisons, and there are actually men who cannot see the iniquity of that license—men, too, who do admit the necessity of regulating the practice of pharmacy and the practice of medicine.

We say to those who want to practice medicine, that they must first complete a four years' course of study at a reputable medical school; but those who want to entrap the unwary and the fools into submitting themselves to a course of wholesale medication without diagnosis are free to carry on their nefarious imposture in the most public and shameless manner.

In many of the national pharmacopoeias there are tables of potent remedies held to be so dangerous as to require to be kept apart from all other remedies and to bear labels of a distinct color (as white letters on a black background), or to have a special mark, in order that the dispensing pharmacist may have his attention called to their serious nature whenever he dispenses one of them; and the substances included in those tables are not all such as would ordinarily be termed poisons—many of them are emetics, cathartics, etc., the use of which should not be lightly regarded. In these tables we find acetanilid, amyl nitrite, antipyrin, squill, caffeine, extract of colocynth, gamboge, phenacetin, santonin, scammony, ergot, sulfonal, jalap, wine of colchicum, and fluid extract of ipecac, side by side with the extracts of belladonna, nux vomica and opium, morphine salts, fluid extract of aconite, etc. What a contrast with our criminal neglect!

The evil of free traffic in the so-called patent medicines, many of which contain drastic cathartics and other hazardous drugs, is one of the worst of our times. It cannot be removed by restricting the sale of medicines to pharmacists, and prescribing to physicians, for quacks may become either pharmacists or physicians, or both, before the law; the only way to suppress this terrible evil would seem to be to absolutely forbid the advertising and sale of any and all ready-made cures consisting of drugs, for any and every purpose, and by any person.

OSCAR OLDBERG.



## Columbian Transfer Company

CARRIAGES  
BAGGAGE and  
FREIGHT WAGONS

15 and 17 North Waterloo St.  
Telephone 381-1. Grand Rapids.

PECK'S HEADACHE.....  
.....POWDERS  
Pay the Best Profit. Order from your jobber

## NEW YORK TRIBUNE.

Leader of the Republican Party.

1896.

## Are You Willing to Listen to a Suggestion?

The New York Tribune's broad columns and large print make it the easiest paper in the country to read, either on the cars or at home.

Henry Romeike, proprietor of the largest Newspaper Clipping Agency in the world, testifies, in a published card, that his clippings for over 4,000 clients show that the Tribune contains "day by day and week by week, far more original matter than any daily newspaper in New York City." He proves the fact by figures. The Weekly ranks the same.

Business men find the market reports of the Tribune absolutely without an equal. The Tribune is the only newspaper in New York City whose reporters actually visit all the different markets in person.

The Tribune now prints the best and freshest humorous pictures of the day from the comic press of two continents, and supplies plenty of other entertainment.

By its special telegrams and correspondence, its able editorials and high literary character, the Tribune maintains a splendid position in the regard of Republicans and lovers of music, art and good books.

The Tribune's society news is known everywhere for its excellence. Its fashions have always been of special value, and changes of style are, as a rule, foretold in the Tribune sooner than in other newspapers.

The New York Tribune is recognized, officially, as the leading newspaper of the Republican party.

As for farming and labor, the Tribune has for 50 years demanded, and yet demands, that every possible dollar's worth of food and commodities consumed by the American people shall be produced by the American people. For this cause the Tribune labors in its various editions 365 days in every year.

A man is judged by the newspaper he takes. He who reads the Tribune is wide awake, progressive, respectable and capable, worthy of the confidence of business and social friends. If you are a young man, you will live in a rut all your life (except by catering to that which is base) if you feed your mind upon newspapers full of scandal, vulgarity and inanity. Think for a moment of the people who read newspapers of that class. On the other hand, the Tribune has probably the largest clientele of the very people who can help to improve a young man's position of any newspaper in the United States.

Associate yourself with them.

Mr. Horr continues to write for the Tribune. Sample copies free. Daily, \$10 a year. Sunday, separately, \$2. Semi-Weekly, \$2. Weekly, \$1. Tribune Almanac for 1896, 25 cents.

THE TRIBUNE, New York.

## Take a Look at 'Em!

## We'll Do the Rest.

The Tradesman Company has on hand a line of Picture Cards, Menu Cards, Dance and Programme Cards, Announcements, etc., which it desires to close out. To do this, we will give a reduction of 50 per cent. on the price at which the same goods can be bought elsewhere, and will print them for you at small additional expense. They are all up-to-date, and a surplus stock is the only reason for this cut in price.

Call and look at samples when you are up our way.

TRADESMAN COMPANY,  
NEW BLODGETT BLDG.



## WHOLESALE PRICE CURRENT.

## Advanced—Gum Opium.

Acidum					
Aceticum.....	\$ 86@	10	Conium Mac.....	35@	65
Benzoic, German.....	85@	75	Copaiba.....	80@	90
Boric.....	@	15	Cubeba.....	1 50@	1 60
Carbolicum.....	25@	35	Exechthitos.....	1 20@	1 30
Citricum.....	44@	46	Erigeron.....	1 20@	1 30
Hydrochlor.....	3@	5	Gaultheria.....	1 50@	1 60
Nitrosum.....	10@	12	Geranium, ounce.....	@	75
Oxalicum.....	10@	12	Gossypii, Sem. gal.....	60@	70
Phosphoric, dil.....	@	2	Hedeoma.....	1 25@	1 40
Salicylicum.....	55@	65	Juniper.....	1 50@	2 00
Sulphuric.....	13@	5	Lavendula.....	90@	2 00
Tannic.....	1 40@	1 60	Limonis.....	1 30@	1 50
Tartaric.....	35@	38	Mentha Piper.....	2 25@	3 00
Ammonia			Mentha Verid.....	2 65@	2 75
Aqua, 16 deg.....	4@	6	Morhuie, gal.....	1 75@	1 80
Aqua, 20 deg.....	6@	8	Myrica, ounce.....	@	50
Carbonas.....	12@	14	Olive.....	90@	3 00
Chloridum.....	12@	14	Picis Liquida.....	10@	12
Aniline			Picis Liquida, gal.....	@	35
Black.....	2 00@	2 25	Reina.....	91@	96
Brown.....	80@	1 00	Rosmarini.....	@	1 00
Red.....	45@	50	Rose, ounce.....	6 50@	8 50
Yellow.....	2 50@	3 00	Succini.....	40@	45
Baccae			Sabina.....	90@	1 00
Cubee.....	20@	25	Santal.....	2 50@	3 00
Juniperus.....	8@	10	Sassafras.....	50@	55
Xanthoxylum.....	25@	30	Sinapis, ess., ounce.....	@	65
Balsamum			Tigili.....	@	1 00
Copaiba.....	45@	50	Thyme.....	40@	50
Peru.....	@	2 80	Thyme, opt.....	@	1 60
Terabin, Canada.....	40@	45	Theobromas.....	15@	20
Tolutan.....	75@	80	Potassium		
Cortex			Bi-Barb.....	15@	18
Abies, Canadian.....	18	18	Bichromate.....	13@	15
Cassia.....	12	12	Bromide.....	45@	48
Cinchona Flava.....	18	18	Carb.....	12@	15
Eucalyptus atropurp.....	30	30	Chlorate, po. 17@19e.....	16@	18
Myrica Cerifera, po.....	2	2	Cyanide.....	50@	55
Prunus Virginiana.....	12	12	Iodide.....	2 90@	3 00
Quillaia, gr'd.....	10	10	Potassa, Bitart, pure.....	28@	30
Sassafras.....	12	12	Potassa, Bitart, com.....	@	15
Ulmus.....	15	15	Potass Nitras, opt.....	8@	10
Extractum			Potass Nitras.....	7@	9
Glycyrrhiza Glabra.....	24@	25	Prussiate.....	25@	28
Glycyrrhiza, po.....	33@	35	Sulphate po.....	15@	18
Hamatox, 15 lb box.....	11@	12	Radix		
Hamatox, 1s.....	13@	14	Aconitum.....	20@	25
Hamatox, 1/2s.....	14@	15	Althae.....	22@	25
Hamatox, 1/4s.....	16@	17	Anchusa.....	12@	15
Ferru			Arum po.....	@	25
Carbonate Precip.....	15	15	Calamus.....	20@	40
Citrate and Quinia.....	3 50@	50	Gentiana.....	8@	10
Citrate Soluble.....	80	80	Glycyrrhiza.....	16@	18
Ferrous Sulphate Sol.....	15	15	Hydrastis Canad.....	@	30
Sulphate, com'l, by.....	2	2	Hydrastis Can., po.....	15@	20
Sulphate, com'l, by.....	50	50	Inula, po.....	15@	20
Sulphate, pure.....	7	7	Ipecac, po.....	1 65@	1 75
Flora			Iris plox.....	35@	40
Arnica.....	12@	14	Jalapa, pr.....	40@	45
Anthemis.....	18@	25	Maranta, 1/2s.....	@	35
Matricaria.....	18@	25	Podophyllum, po.....	15@	18
Folia			Rhei.....	75@	1 00
Barosma.....	20@	30	Rhei, cut.....	@	1 75
Cassia Acutifol, Tin.....	18@	25	Rhei, pv.....	75@	1 35
Cassia Acutifol, Alx.....	25@	30	Sigella.....	35@	38
Salvia officinalis, 1/2s.....	42@	20	Sanguinaria.....	@	20
Ura Ursi.....	8@	10	Serpentaria.....	50@	55
Gummi			Senega.....	55@	60
Acacia, 1st picked.....	@	60	Similax, officinalis H.....	@	40
Acacia, 2d picked.....	@	40	Smilax, M.....	@	25
Acacia, 3d picked.....	@	30	S. ille.....	10@	12
Acacia, sifted sorts.....	@	20	Symplocarpus, Poti.....	@	35
Acacia, po.....	60@	80	Valeriana, Eng, po. 30.....	@	25
Aloe, Barb. po. 20@28.....	14@	18	Valeriana, German.....	15@	20
Aloe, Cape.....	@	12	Zingiber a.....	18@	20
Aloe, Socotri, po. 40.....	30@	35	Zingiber j.....	23@	25
Ammoniac.....	55@	60	Semen		
Assafoetida.....	30@	35	Anisum.....	@	15
Benzoinum.....	50@	55	Apium (graveleons).....	14@	16
Catechu, 1s.....	@	13	Bird, Is.....	4@	6
Catechu, 1/2s.....	@	14	Carui.....	10@	12
Catechu, 1/4s.....	@	16	Cardamon.....	1 00@	1 25
Camphora.....	63@	68	Coriandrum.....	8@	10
Euphorbium, po. 35.....	@	10	Cannabis Sativa.....	5@	5
Galbanum.....	@	10	Cydonium.....	75@	1 00
Gamboge po.....	65@	70	Chenopodium.....	10@	12
Guaiacum.....	@	4 00	Dipterix Odorata.....	2 90@	3 00
Kino.....	po. \$4.00	@	Feniculum.....	@	15
Mastic.....	@	65	Fennugreek, po.....	6@	8
Myrrh.....	po. 45	@	Lini.....	3 1/2@	4
Opil.....	po. \$3.00@3.20	2 25@	Lini, gr'd.....	3 1/2@	4
Shellac.....	4@	6	Lobelia.....	35@	40
Shellac, bleached.....	40@	45	Phalaris Canarian.....	4@	5
Tragacanth.....	50@	80	Rapa.....	4 1/2@	5
Herba			Sinapis Albu.....	7@	8
Absinthium, oz. pkg.....	25	25	Sinapis Nigra.....	11@	12
Eupatorium, oz. pkg.....	20	20	Spiritus		
Lobelia.....	20	20	Frumentum, W. D. Co.....	2 00@	2 50
Majorum.....	28	28	Frumentum, D. F. R.....	2 00@	2 25
Mentha Pip, oz. pkg.....	23	23	Frumentum.....	1 25@	1 50
Mentha Vir, oz. pkg.....	39	39	Juniperis Co. O. T.....	1 65@	2 00
Rue.....	22	22	Saacharum N. E.....	1 90@	2 10
Tanacetum Voz, oz. pkg.....	22	22	Spt. Vini Galli.....	1 75@	2 00
Thymus, V. oz. pkg.....	25	25	Vini Oporto.....	1 25@	2 00
Magnesia			Vini Alba.....	1 25@	2 00
Calcined, Pat.....	55@	60	Sponges		
Carbonate, Pat.....	20@	22	Florida sheeps' wool.....	2 50@	2 75
Carbonate, K. & M.....	20@	25	Nassau sheeps' wool.....	@	2 00
Carbonate, Jennings.....	35@	36	Velvet extra sheeps'.....	@	1 10
Oleum			wool, carriage.....	@	85
Absinthium.....	3 25@	3 50	Extra yellow sheeps'.....	@	65
Amygdala, Dule.....	30@	50	wool, carriage.....	@	65
Amygdala, Amare.....	8 00@	8 25	Grass sheeps' wool.....	@	75
Anisi.....	3 00@	3 10	Hard, for slate use.....	@	65
Aurant Cortex.....	1 80@	2 00	Yellow Reef, for.....	@	1 30
Bergamot.....	3 00@	3 20	slate use.....	@	1 30
Cajiputi.....	75	75	Syrups		
Caryophylli.....	60@	70	Acacia.....	@	50
Cedar.....	35@	65	Aurant Cortex.....	@	50
Chenopadii.....	@	1 60	Zingiber.....	@	50
Cinnamoni.....	3 10@	3 20	Ipecac.....	@	60
Citronella.....	75@	80	Ferril Iod.....	@	50
			Rhei Arom.....	@	50
			Smilax Officinalis.....	50@	60
			Senega.....	@	50
			Scilla.....	@	50

Morphia, S.P. & W.....	1 65@	1 90	Sinapis.....	@	18	Lard, No. 1.....	40	43
Morphia, S.N.Y.Q. &.....	1 55@	1 80	Sinapis, opt.....	@	30	Linseed, pure raw.....	40	43
C. Co.....	1 55@	1 80	Snuff, Maccaboy, De.....	@	34	Linseed, boiled.....	42	45
Mosehus Canton.....	@	40	Voes.....	@	34	Neatsfoot, winter.....	65	70
Nyristica, No. 1.....	65@	80	Snuff, Scotch, DeVo's.....	@	34	strained.....	34	39
Nux Vomica.....	@	10	Soda Boras, po.....	7 @	10	Spirits Turpentine.....	34	39
Os Sepia.....	15@	18	Soda Boras, po.....	7 @	10			
Pepsin Saac, H. & P.....	@	1 00	Soda et Potass Tart.....	25@	27	Paints		
D. Co.....	@	1 00	Soda, Carb.....	1 1/2@	2	Red Venetian.....	1 1/2@	2 08
Picis Liq. N.N. 1/2 gal.....	@	1 00	Soda, Bi-Carb.....	3@	5	Ochre, yellow Mars.....	1 1/2@	2 04
Picis Liq., quarts.....	@	2 00	Soda, Ash.....	3 1/2@	4	Ochre, yellow Ber.....	1 1/2@	2 03
Picis Liq., pints.....	@	85	Soda, Sulphas.....	@	2	Putty, commercial.....	2 1/2@	2 3
Pil Hydrag.....	80	80	Spts. Cologne.....	@	2 60	Putty, strictly pure.....	2 1/2@	2 3
Piper Nigra.....	30	30	Spts. Ether Co.....	50@	55	Vermilion, Prime.....	13@	15
Piper Alba.....	30	30	Spts. Myrcia Drm.....	@	2 00	American.....	13@	15
Plix Burgun.....	7	7	Spts. Vini Rect. bbl.....	@	2 49	Vermilion, English.....	70@	75
Plumbi Acet.....	10@	12	Spts. Vini Rect. 1/2 bbl.....	@	2 54	Green, Paris.....	20 1/2@	27
Pulvis Ipecac et Opil.....	1 10@	1 20	Spts. Vini Rect. 10 gal.....	@	2 57	Green, Peninsular.....	13@	16
Pyrethrum, boxes H.....	@	1 25	Spts. Vini Rect. 5 gal.....	@	2 59	Lead, Red.....	5 1/2@	6
Pyrethrum, doz.....	20@	30	Less 5c gal. cash.....	@	7@	Lead, white.....	5 1/2@	6
Quassia.....	8@	10	10 days.....	@	1 45	Whiting, white Span.....	@	70
Quinia, S. P. & W.....	37@	42	Strychnia, Crystal.....	1 40@	1 45	Whiting, gliders.....	@	90
Quinia, S. German.....	30@	40	Sulphur, Subl.....	2 1/2@	3	White, Paris Amer.....	@	1 00
Quinia, N.Y.....	32 1/2@	37 1/2	Sulphur, Roll.....	2@	2 1/2	Whiting, Paris Eng.....	@	1 40
Rubia Tinctorum.....	12@	14	Tamarinds.....	8@	10	Universal Prepared.....	1 00@	1 15
Saccharum Lactis pv.....	22@	25	Terebenth Venice.....	28@	30	Varnishes		
Salacin.....	2 50@	2 60	Theobroma.....	42@	45	No. 1 Turp Coach.....	1 10@	1 20
Sanguis Draconis.....	40@	50	Vanilla.....	9 00@	16 00	Extra Turp.....	1 60@	1 70
Sapo, W.....	12@	14	Zinci Sulph.....	7@	8	Coach Body.....	2 75@	3 00
Sapo, M.....	10@	12				No. 1 Turp Furn.....	1 00@	1 10
Siedlitz Mixture.....	20 @	22				Extra Turk Damar.....	1 55@	1 60
						Jap. Dryer, No. 1 Turp.....	70@	75

HAZELTINE & PERKINS  
DRUG CO.

Importers and Jobbers of

## = DRUGS =

CHEMICALS AND PATENT MEDICINES.

Dealers in

## PAINTS, OILS AND VARNISHES

Full line of staple druggists' sundries.

We are sole proprietors of Weatherly's Michigan Catarrh Remedy.

We have in stock and offer a full line of Whiskies, Brandies, Gins, Wines and Rums.

We sell Liquors for medicinal purposes only.

We give our personal attention to mail orders and guarantee satisfaction.

All orders shipped and invoiced the same day we receive them. Send a trial order.

## HAZELTINE &amp; PERKINS DRUG CO.

GRAND RAPIDS, MICH.



# GROCERY PRICE CURRENT.

The prices quoted in this list are for the trade only, in such quantities as are usually purchased by retail dealers. They are prepared just before going to press and are an accurate index of the local market. 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.		
doz.	gross	
Aurora.....	55	6 00
Castor Oil.....	60	7 00
Diamond.....	50	5 50
Frazier's.....	75	9 00
Mica.....	70	8 00
Paragon.....	55	6 00

BAKING POWDER.		
Acme.		
1/4 lb cans 3 doz.....	45	
1/2 lb cans 3 doz.....	75	
1 lb cans 1 doz.....	1 00	
Bulk.....	10	

Artic.		
1/4 lb cans 6 doz case.....	55	
1/2 lb cans 4 doz case.....	1 10	
1 lb cans 2 doz case.....	2 00	
5 lb case 1 doz case.....	9 00	

Red Star.		
1/4 lb cans.....	40	
1/2 lb cans.....	75	
1 lb cans.....	1 40	

Absolute.		
1/4 lb cans doz.....	45	
1/2 lb cans doz.....	85	
1 lb cans doz.....	1 50	

Our Leader.		
1/4 lb cans.....	45	
1/2 lb cans.....	75	
1 lb cans.....	1 50	

BATH BRICK.		
2 dozen in case.....	70	
American.....	80	
English.....	80	

BLUING.		
	Gross	
Artic 4 oz ovals.....	3 80	
Artic 8 oz ovals.....	6 75	
Artic pints round.....	9 00	
Artic No. 2 sifting box.....	2 75	
Artic No. 3 sifting box.....	4 00	
Artic No. 5 sifting box.....	8 00	
Artic 1 oz ball.....	4 50	
Mexican liquid 4 oz.....	3 60	
Mexican liquid 8 oz.....	6 80	

BROOMS.		
No. 1 Carpet.....	2 20	
No. 2 Carpet.....	2 00	
No. 3 Carpet.....	1 75	
No. 4 Carpet.....	1 60	
Parlor Gem.....	2 50	
Common Whisk.....	85	
Fancy Whisk.....	1 00	
Warehouse.....	2 50	

CANDLES.		
Hotel 40 lb boxes.....	10	
Star 40 lb boxes.....	9	
Paraffine.....	10	

CANNED GOODS.		
Manitowoc Brands.		
Lakeside Marrowfat.....	1 00	
Lakeside E. J.....	1 30	
Lakeside, Champ. of Eng.....	1 40	
Lakeside, Gem, Ex. Sifted.....	1 65	

CATSUP.		
Blue Label Brand.		
Half pint 25 bottles.....	2 60	
Pint 25 bottles.....	4 25	
Quart 1 doz. bottles.....	3 00	

Triumph Brand.		
Half pint per doz.....	1 35	
Pint 25 bottles.....	4 50	
Quart per doz.....	3 75	

CEMENT.		
Major's, per gross.		
1/2 oz size.....	12 00	
1 oz size.....	18 00	
Liq. Glue, 10z 9 60		

Leather Cement.		
1 oz size.....	12 00	
2 oz size.....	18 00	

Rubber Cement.		
2 oz size.....	12 00	

CHEESE.		
Amboy.....	@ 12 1/4	
Acme.....	@ 12	
Jersey.....	@ 12	
Lenawee.....	@ 12	
Riverside.....	@ 12 1/2	
Gold Medal.....	@ 12	
Skim.....	@ 10	
Brick.....	@ 11	
Edam.....	@ 10	
Leiden.....	@ 20	
Limburger.....	@ 15	
Pineapple.....	@ 24	
Roquefort.....	@ 35	
Sap Sago.....	@ 18	
Schweitzer, Imported.....	@ 24	
Schweitzer, Domestic.....	@ 14	

Chicory.		
Bulk.....	5	
Red.....	7	

CHOCOLATE.		
Walter Baker & Co.'s.		
German Sweet.....	23	
Premium.....	37	
Breakfast Cocoa.....	45	

CLOTHES LINES.		
Cotton, 40 ft. per doz.....	95	
Cotton, 50 ft. per doz.....	1 15	
Cotton, 60 ft. per doz.....	1 35	
Cotton, 70 ft. per doz.....	1 55	
Cotton, 80 ft. per doz.....	1 95	
Jute, 60 ft. per doz.....	80	
Jute, 72 ft. per doz.....	95	

CLOTHES PINS.		
5 gross boxes.....	50	

COFFEE.		
Green.		
Rio.....	18	
Fair.....	19	
Good.....	21	
Prime.....	21	
Golden.....	21	
Peaberry.....	23	

Santos.		
Fair.....	19	
Good.....	20	
Prime.....	22	
Peaberry.....	23	

Mexican and Guatamala.		
Fair.....	21	
Good.....	22	
Fancy.....	24	

Maracaibo.		
Prime.....	23	
Milled.....	24	

Java.		
Interior.....	35	
Private Growth.....	37	
Mandehling.....	38	

Mocha.		
Imitation.....	35	
Arabian.....	38	

Roasted.		
To ascertain cost of roasted coffee, add 1/2c per lb. for roasting and 15 per cent. for shrinkage.		

Package.		
Arbuckle.....	21 80	
Jersey.....	21 80	

LION COFFEE		
In 1 lb. packages, without glazing.		
16 FULL OUNCES NET		
CASES 100 lbs. Equality Price		
60 - } less 2c per lb.		

CABINETS 120 lbs. SAME PRICE.		
90¢ EXTRA FOR CABINETS.		
McLaughlin's XXXX.....	21 31	

Extract.		
Valley City 1/2 gross.....	75	
Felix 1/2 gross.....	1 15	
Hummel's foil 1/2 gross.....	85	
Hummel's tin 1/2 gross.....	1 43	

KOFFA-AID		
100 packages in case.....	9 00	
60 packages in case.....	5 65	

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

CREAM TARTAR.		
Strictly pure.....	30	
Telfer's Absolute.....	30	
Grocers.....	15@25	

CONDENSED MILK.		
4 doz. in case.....		

N. Y. Condensed Milk Co.'s brands.		
Gail Borden Eagle.....	7 40	
Crown.....	6 25	
Daisy.....	5 75	
Champion.....	4 50	
Magnolia.....	4 25	
Dime.....	3 35	

DOMESTIC.		
Apples.		
Sundried.....	@ 5	
Evaporated 50 lb boxes.....	@ 6 1/2	

California Goods.		
Apricots.....	10 @	
Blackberries.....	10 @	
Nectarines.....	7 @	
Peaches.....	8 @	
Pears.....	8 1/2 @	
Pitted Cherries.....		
Prunelles.....		
Raspberries.....		

Raisins.		
Loose Muscatels.		
2 Crown.....	@ 3 1/4	
3 Crown.....	@ 3 1/4	
4 Crown.....	@ 5	

FOREIGN.		
Currants.		
Patras bbls.....	@ 3 1/2	
Vostizias 50 lb cases.....	@ 3 1/2	

Schult's Cleaned.		
25 lb boxes.....	@ 4 1/2	
50 lb boxes.....	@ 4 1/2	
1 lb packages.....	@ 5 1/2	

Peel.		
Citron Leghorn 25 lb bx.....	@ 13	
Lemon Leghorn 25 lb bx.....	@ 11	
Orange Leghorn 25 lb bx.....	@ 12	

Prunes.		
25 lb boxes.....	@ 5	
California 100-120.....	@ 5 1/2	
California 90-100.....	@ 6 1/4	
California 80-90.....	@ 6 1/4	
California 70-80.....	@ 6 1/4	
California 60-70.....	@ 7 1/4	

1 cent less in bags		
---------------------	--	--



Peerless evaporated cream 5 75

COUPON BOOKS.		
"Tradesman."		
\$1 books, per 100.....	2 00	
\$2 books, per 100.....	2 50	
\$3 books, per 100.....	3 00	
\$4 books, per 100.....	3 50	
\$5 books, per 100.....	4 00	
\$10 books, per 100.....	4 00	
\$20 books, per 100.....	5 00	

"Superior."		
\$1 books, per 100.....	2 50	
\$2 books, per 100.....	3 00	
\$3 books, per 100.....	3 50	
\$4 books, per 100.....	4 00	
\$5 books, per 100.....	5 00	
\$10 books, per 100.....	5 00	
\$20 books, per 100.....	6 00	

"Universal."		
\$1 books, per 100.....	3 00	
\$2 books, per 100.....	3 50	
\$3 books, per 100.....	4 00	
\$4 books, per 100.....	4 50	
\$5 books, per 100.....	5 00	
\$10 books, per 100.....	6 00	
\$20 books, per 100.....	7 00	

Above prices on coupon books are subject to the following quantity discounts:		
200 books or over.....	5 per cent	
500 books or over.....	10 per cent	
1000 books or over.....	20 per cent	

Coupon Pass Books.		
Can be made to represent any denomination from \$10 down.		
20 books.....	1 00	
50 books.....	2 00	
100 books.....	3 00	
250 books.....	6 25	
500 books.....	10 00	
1000 books.....	17 50	

Credit Checks.		
500, any one denom'n.....	3 00	
1000, any one denom'n.....	5 00	
2000, any one denom'n.....	8 00	
Steel punch.....	75	

DRIED FRUITS.		
DOMESTIC.		
Apples.		
Sundried.....	@ 5	
Evaporated 50 lb boxes.....	@ 6 1/2	

California Goods.		
Apricots.....	10 @	
Blackberries.....	10 @	
Nectarines.....	7 @	
Peaches.....	8 @	
Pears.....	8 1/2 @	
Pitted Cherries.....		
Prunelles.....		
Raspberries.....		

Raisins.		
Loose Muscatels.		
2 Crown.....	@ 3 1/4	
3 Crown.....	@ 3 1/4	
4 Crown.....	@ 5	

FOREIGN.		
Currants.		
Patras bbls.....	@ 3 1/2	
Vostizias 50 lb cases.....	@ 3 1/2	

Schult's Cleaned.		
25 lb boxes.....	@ 4 1/2	
50 lb boxes.....	@ 4 1/2	
1 lb packages.....	@ 5 1/2	

Peel.		
Citron Leghorn 25 lb bx.....	@ 13	
Lemon Leghorn 25 lb bx.....	@ 11	
Orange Leghorn 25 lb bx.....	@ 12	

Prunes.		
25 lb boxes.....	@ 5	
California 100-120.....	@ 5 1/2	
California 90-100.....	@ 6 1/4	
California 80-90.....	@ 6 1/4	
California 70-80.....	@ 6 1/4	
California 60-70.....	@ 7 1/4	

1 cent less in bags		
---------------------	--	--

Raisins.	
Ondura 20 lb boxes.....	7@8
Sultana 20 lb boxes.....	@6 <sup>3</sup> / <sub>4</sub>
Valencia 30 lb boxes....	@7 <sup>1</sup> / <sub>2</sub>



**Higgins.**  
56-lb dairy in linen sacks 60  
**Solar Rock.**  
56-lb sacks 22  
**Common Fine.**  
Saginaw 85  
Manistee 85

**SNUFF.**  
Scotch, in bladders 37  
Maceboy, in jars 35  
French Rappee, in jars 43

**SALERATUS.**  
Packed 60 lbs. in box.  
Church's 30  
DeLand's 15  
Dwight's 30  
Taylor's 30

**TOBACCOS.**  
**Cigars.**  
G. J. Johnson's brand

**S. C. W.**  
B. J. Reynolds' brand.  
Hornet's Nest 35 00  
White & Armstrong's  
La Reina de las Antillas.  
"Queen of the Islands."  
Concha Bouquet 60 00  
Rena Chica 35 00  
Conchas 30 00  
Clear Havana 30 00/200 00  
Quintette 35 00  
H. & P. Drug Co.'s brand.  
Clark Grocery Co.'s brand.  
New Brick 35 00

**SOAP.**  
**Laundry.**  
Allen B. Wrisley's brands.  
Old Country 80 1-lb 30  
Good Cheer 60 1-lb 30  
White Borax 100 3/4 lb 35  
Proctor & Gamble.  
Concord 2 70  
Ivory 10 oz 6 75  
Ivory 6 oz 4 00  
Lenox 2 65  
Mottled German 2 65  
Town Talk 3 00

**Dingman brands.**  
Single box 3 95  
5 box lots, delivered 3 85  
10 box lots, delivered 3 75

**Jas. S. Kirk & Co.'s brands.**  
American Family, wry'd. 3 33  
American Family, plain 3 27  
N. K. Fairbank & Co.'s brands  
Santa Clara 3 90  
Brown, 60 bars 2 10  
Brown, 30 bars 3 10  
Lautz Bros. & Co.'s brands.  
Aeme 3 35  
Cotton Oil 4 55  
Marcellines 4 00  
Master 3 70

**Scouring.**  
Sapolio, kitchen, 3 doz 40  
Sapolio, hand, 3 doz 40

**Gowans & Sons' Brands.**  
Crow 3 30  
German Family 3 15  
American Grocer 100s 3 60  
American Grocer 60s 3 05  
N. G. 3 80  
Mystic White 3 80  
Lotus 4 00  
Oak Leaf 3 55  
Old Style 2 55  
Happy Day 3 10

Henry Passolt's brand.



**STOVE POLISH.**  
Nickeline, small, per gro. 4 00  
Nickeline, large, per gro. 7 20

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

Domino 5 62  
Cut Leaf 5 62  
Cubes 5 25  
Powdered 5 25  
XXX Powdered 5 37  
Mould A 5 25  
Granulated in bbls 5 00  
Granulated in bags 5 00  
Fine Granulated 5 12  
Extra Fine Granulated 5 12  
Extra Course Granulated 5 12  
Diamond Confection 5 00  
Confection Standard A 4 87

No. 1 4 75  
No. 2 4 75  
No. 3 4 75  
No. 4 4 69  
No. 5 4 56  
No. 6 4 50  
No. 7 4 44  
No. 8 4 37  
No. 9 4 31  
No. 10 4 25  
No. 11 4 18  
No. 12 4 12  
No. 13 4 12  
No. 14 4 06

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

**VERMICIDE.**  
Zenoleum, 6 oz 2 00  
Zenoleum, 4 oz 4 00  
Zenoleum, 1/2 gal 7 20  
Zenoleum, gal 12 00

**WASHING POWDER.**  
**La Besta**  
100 packages in case 3 35

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

**CRACKERS.**  
The N. Y. Biscuit Co. quotes as follows:  
**Butter.**  
Seymour XXX, 3 lb. carton 5 1/2  
Family XXX, 5 1/2  
Family XXX, 3 lb. carton 5 1/2  
Salted XXX, 5 1/2  
Salted XXX, 3 lb. carton 5 1/2

**Soda.**  
Soda XXX, 3 lb. carton 5 1/2  
Soda XXX, 3 lb. carton 5 1/2  
Soda, City 7  
Crystal Wafer 10 1/2  
Long Island Wafers 11  
L. I. Wafers, 1 lb. carton 12

**Oyster.**  
Square Oyster, XXX, 5  
Sq. Oys. XXX, 1 lb. carton 6  
Farina Oyster, XXX, 5

**SWEET GOODS—Boxes.**  
Animals 10 1/2  
Bent's Cold Water 12  
Belle Rose 8  
Cocoanut Taffy 8  
Coffee Cakes 8  
Frosted Honey 11  
Graham Crackers 8  
Ginger Snaps, XXX round 6 1/2  
Gin. Snaps, XXX home made 6 1/2  
Gin. Snaps, XXX scalloped 6 1/2  
Ginger Vanilla 8  
Imperial 11  
Jumbles, Honey 11  
Molasses Cakes 8  
Marshmallow 15  
Marshmallow Creams 16  
Pretzels, hand made 8 1/2  
Pretzettes, Little German 6 1/2  
Sugar Cake 8  
Sultanas 12  
Sears' Lunch 7 1/2  
Vanilla Square 8  
Vanilla Wafers 14

**CANDIES.**  
The Putnam Candy Co. quotes as follows:  
**Stick Candy.**  
Standard 6 7/8  
Standard H. H. 6 7/8  
Standard Twist 6 7/8  
Cut Leaf 7 1/2 @ 8 1/2  
Extra H. H. 8 1/2  
Boston Cream 8 1/2

**Mixed Candy.**  
Standard 5 1/2 @ 6 1/2  
Leader 6 7/8  
Royal 6 1/2 @ 7 1/2  
Conserves 6 1/2 @ 7 1/2  
Broken 7 7/8  
Kindergarten 7 1/2 @ 8 1/2  
French Cream 9  
Valley Cream 12

**Fancy In Bulk.**  
Lozenges plain 8 1/2  
Lozenges, printed 9 1/2  
Choc. Drops 11 @ 12 1/2  
Choc. Monumentals 12  
Gum Drops 6 1/2  
Moss Drops 6 1/2  
Sour Drops 6 1/2  
Imperial 9

**Fancy In 5 lb. Boxes.**  
Lemon Drops 50  
Sour Drops 50  
Peppermint Drops 50  
Chocolate Drops 50  
H. M. Choc. Drops 35  
Gum Drops 35  
Licorice Drops 1 00  
A. B. Licorice Drops 50  
Lozenges, plain 60  
Lozenges, printed 65  
Imperial 60

Mottos 65  
Cream Bar 0  
Molasses Bar 50  
Hand Made Creams 80  
Plain Creams 60  
Decorated Creams 60  
String Rock 25  
Burnt Almonds 25  
Wintergreen Berries 55

**Caramels.**  
No. 1 wrapped, 2 lb. boxes 30  
No. 1 wrapped, 3 lb. boxes 45  
No. 2 wrap ed, 2 lb. boxes

**FRUITS.**  
**Oranges.**  
Jamaicas, in bbls 50  
Jamaicas, in bxs 200s 4 00/4 50  
California Navel 4 00/4 50

**Lemons.**  
Strictly choice 300s. 2 75  
Strictly choice 300s. 2 75  
Fancy 300s 3 00  
Extra 300s 3 25  
Fancy 300s 3 50  
Extra 300s 4 00

**Bananas.**  
A definite price is hard to name, as it varies according to size of bunch and quality of fruit.  
Small bunches 1 00 @ 1 25  
Medium bunches 1 25 @ 1 50  
Large bunches 1 75 @

**Foreign Dried Fruits.**  
Figs, Fancy Layers 13 @  
Figs, Choice Layers 10 lb 11 @  
Figs, Natural in bags, new 6 @  
Dates, Fards in 10 lb boxes 8 @  
Dates, Fards in 60 lb cases 6 @  
Dates, Persians, G. M. K., 60 lb cases 5 @  
Dates, Sairs 60 lb cases 4 1/2 @

**NUTS.**  
Almonds, Tarragona 13 @  
Almonds, Ivaca 10 @  
Almonds, California, soft shelled 12 1/2 @  
Brazil new 9 1/2 @  
Filberts 10 1/2 @  
Walnuts, Green, new 12 @  
Walnuts, Calif No. 1 12 @  
Walnuts, soft shelled Calif 12 @  
Table Nuts, fancy 12 @  
Table Nuts, choice 12 @  
Pecans, Texas H. P. 7 @ 8  
Hickory Nuts per bu. Ohio 25 @ 1 40  
Cocoanuts, full sacks 64 00  
Butternuts per bu 60 @  
Black Walnuts per bu 60 @

**Peanuts.**  
Fancy, H. P. Game 5 1/2 @  
Cocks 5 1/2 @  
Fancy, H. P. Game 7 @  
Roasted 7 @  
Fancy, H. P. Association 5 1/2 @  
Fancy, H. P. Association Roasted 7 @  
Choice, H. P., Extras 7 @  
Choice, H. P., Extras, Roasted @

**Fish and Oysters**  
**Fresh Fish.**  
Whitefish 10 @  
Trout 9 @  
Black Bass 15 @  
Halibut 18 @ 20  
Clisoes or Herring 6 @  
Bluefish 15 @  
Live Lobster 20 @  
Boiled Lobster 22 @  
Cod 12 @  
Haddock 8 @  
No. 1 Pickerel 10 @  
Pike 8 @  
Smoked White 8 @  
Red Snapper 10 @  
Col River Salmon 13 @  
Mackerel 25 @ 30

**Shell Goods.**  
Oysters, per 100 1 50 @ 1 50  
Clams, per 100 90 @ 1 00

**Oysters.**  
F. J. Dettenthaler's Brands.  
Fairhaven Counts 35 @  
F. J. D. Selects 30 @  
Selects 25 @  
F. J. D. 20 @  
Anchors 15 @  
Standards 16 @  
Favorite 14 @

**Per Can.**  
Counts 40 @  
Extra Selects 30 @  
Medium Standards 30 @  
Anchor Standards 30 @  
Standards 30 @  
Scallops 30 @  
Clams 25 @  
Shrimps 25 @  
Oscar Allyn's Brands.  
Counts 40 @  
Extra selects 30 @

**Plain Selects.** 25 @  
I X L 22 @  
Mediums 20 @  
Standards 18 @  
Favorites 16 @

**New York Counts.** 22 @  
Extra Selects 21 @  
Plain Selects 21 @  
I X L Standards 21 @  
Standards 21 @

**Grains and Feedstuffs**  
**Wheat.** 62  
**Flour in Sacks.**  
Patents 3 70  
Second Patent 3 25  
Straight 3 00  
Clear 3 50  
Graham 3 00  
Bu wheat 3 40  
Rye 2 75  
Subject to usual cash discount.  
Flour in bbls, 25c per bbl. additional.  
**Meal.**  
Bolted 1 75  
Granulated 2 00

**Feed and Millstuffs.**  
St. Car Feed, scree. ed 13 00  
No. 1 Corn and Oats 12 50  
Unbolted Corn Meal 12 25  
Winter Wheat Bran 11 50  
Winter Wheat Middlings 12 00  
Screenings 11 50

**Corn.**  
Car lots 30  
Less than car lots 32  
**Oats.**  
Car lots 21  
Less than car lots 23  
**Hay.**  
No. 1 Timothy, ton lots 16 00  
No. 1 Timothy carlots 14 00

**Hides and Pelts.**  
Perkins & Hess pay as follows:  
**Hides.**  
Green 4 1/2 @ 5 1/2  
Part cured 5 1/2 @ 6 1/2  
Full Cured 5 1/2 @ 6 1/2  
Dry 5 7/8 @  
Kips, green 4 1/2 @ 5 1/2  
Kips, cured 5 1/2 @ 6 1/2  
Calfskins, green 5 1/2 @ 7  
Calfskins, cured 6 @ 7 1/2  
Deaconskins 25 @ 30  
**Pelts.**  
Shearlings 10 @ 30  
Lambs 2 1/2 @ 50  
Old Wool 40 @ 75  
**Wool.**  
Washed 10 @ 17  
Unwashed 5 @ 13  
**Miscellaneous.**  
Tallow 3 @ 3 1/2  
Grease Butter 1 @ 2  
Switches 1 1/2 @ 2  
Ginseng 2 50 @ 2 00

**Furs.**  
Mink 30 @ 1 10  
Coon 25 @ 70  
Skunk 40 @ 75  
Rat, Winter 6 @ 12  
Rat, Fall 10 @ 15  
Red Fox 1 00 @ 1 35  
Gray Fox 2 00 @ 5 00  
Cross Fox 2 00 @ 5 00  
Badger 20 @ 7  
Cat, Wild 40 @ 7  
Cat, House 10 @ 25  
Fisher 4 00 @ 6 00  
Lynx 1 00 @ 2 50  
Martin 1 50 @ 3 00  
Otter 5 00 @ 9 00  
Wolf 1 00 @ 2  
Bear 15 00 @ 25 00  
Beaver 3 00 @ 7 00  
Opossum 10 @ 18  
Briskets per lb 3 00 @ 8 00  
Deerskins, dry, per lb 15 @ 25

**PROVISIONS.**  
The Grand Rapids Packing and Provision Co. quotes as follows:  
**Barreled Pork.**  
Mess 9 25  
Back 10 00  
Clear back 10 00  
Short cut 9 50  
Beef 11 50  
Bean 11 50  
Family 11 50  
**Dry Salt Meats.**  
Belies 5 1/4  
Briskets 5  
Extra shorts 5  
**Smoked Meats.**  
Hams, 12 lb average 9 1/2  
Hams, 4 lb average 9 1/2  
Hams, 16 lb average 9 1/4  
Hams, 20 lb average 8 1/4  
Ham dried beef 8 1/2  
Shoulders (N. Y. cut) 8 1/2  
Bacon, clear 8 1/4  
California hams 8 1/2  
Boneless hams 8 1/2  
Cooked ham 11 1/2  
**Lards.**  
Compound, tierces 5  
Family, tierces 5 1/4  
Granger 6 1/2  
Kettle (our own) 5 1/4  
Cottolene 5 1/4  
Cotosuet 5 1/4

**50 lb Tins.** advance 1 1/4  
20 lb Pails. advance 1 1/2  
10 lb Pails. advance 1 1/2  
5 lb Pails. advance 1 1/2  
3 lb Pails. advance 1  
**Sausages.**  
Bologna 5  
Liver 6  
Frankfort 7 1/2  
Pork 6 1/2  
Blood 6  
Tongue 6  
Head cheese 6  
Extra Mess 7 00  
Boneless 10 00  
**Pigs' Feet.**  
Kits, 15 lbs. 80  
1/4 bbls, 40 lbs. 1 65  
1/2 bbls, 80 lbs. 3 00  
**Tripe.**  
Kits, 15 lbs. 75  
1/4 bbls, 40 lbs. 1 50  
1/2 bbls, 80 lbs. 2 75  
**Casings.**  
Pork 25  
Beef middles 5  
Beef middles 7  
**Butterine.**  
Rolls, dairy 10 1/2  
Solid, dairy 10  
Rolls, creamery 10  
Solid, creamery 10  
**Canned Meats.**  
Corned beef, 2 lb 2 00  
Corned beef, 15 lb 14 00  
Potted beef, 2 lb 2 00  
Potted ham, 1/4 75  
Potted ham, 1/2 1 25  
Beviled ham, 1/4 75  
Beviled ham, 1/2 1 5  
Potted tongue 1/4 75  
Potted tongue 1/2 1 25  
**FRESH MEATS.**  
**Beef.**  
Carcase 4 1/2 @ 7  
Fore quarters 4 1/2 @ 8  
Hind quarters 6 @ 8  
Loins No. 3 9 @ 10  
Ribs 8 @ 12  
Rounds 5 1/2 @ 6 1/2  
Chucks 4 1/2 @ 5  
Plates 3 @ 3 1/2  
**Pork.**  
Dressed 4 @ 4 1/2  
Loins 6 @ 6 1/2  
Shoulders 6 @ 7  
Leaf Lard 6 1/2 @ 7  
**Mutton.**  
Carcase 4 1/2 @ 5 1/2  
Spring Lambs 5 @ 6  
**Veal.**  
Carcase 5 1/2 @ 7  
**OILS.**  
The Standard Oil Co. quotes as follows:  
**Barrels.**  
Eocene 41 @ 11  
XXX W.W. Mich. Hdt 41 @ 9 1/2  
W.W. Michigan 41 @ 9  
High Test Headlight 41 @ 8  
D. S. Gas 41 @ 9 1/2  
Deo. Naptha 41 @ 8 1/4  
Cylinder 30 @ 38  
Engine 11 @ 21  
Black, winter 9 @ 9  
Black, summer 8 1/4 @ 8 1/4  
**From Tank Wagon.**  
Eocene 41 @ 9 1/4  
XXX W.W. Mich. Hdt 41 @ 6 1/4  
D. S. Gas 41 @ 7  
**Scotfield, Shurmer & Teague** quote as follows:  
**Barrels.**  
Palatine 41 @ 12  
Red Cross W. W. 41 @ 11  
Gasoline 41 @ 7 1/2  
**LAMP BURNERS.**  
No. 0 Sun. 45  
No. 1 Sun. 50  
No. 2 Sun. 75  
Tubular 50  
Security, No. 1 65  
Security, No. 2 85  
Nutmeg 50  
Aretic 1 15  
**LAMP CHIMNEYS—Common.** Per box of 6 doz.  
No. 0 Sun. 1 85  
No. 1 Sun. 2 00  
No. 2 Sun. 2 80  
**First Quality.**  
No. 0 Sun, crimp top, wrapped and labeled 2 10  
No. 1 Sun, crimp top, wrapped and labeled 2 25  
No. 2 Sun, crimp top, wrapped and labeled 3 25  
**XXX Flint.**  
No. 0 Sun, crimp top, wrapped and labeled 2 55  
No. 1 Sun, crimp top, wrapped and labeled 2 75  
No. 2 Sun, crimp top, wrapped and labeled 3 75

**CHIMNEYS, Pearl Top.**  
No. 1 Sun, wrapped and labeled 3 70  
No. 2 Sun, wrapped and labeled 4 70  
No. 2 Hinge, wrapped and labeled 4 88  
**Fire Proof—Plain Top.**  
No. 1 Sun, plain bulb 3 40  
No. 2 Sun, plain bulb 4 40  
**La Bastie.**  
No. 1 Sun, plain bulb, per doz 1 25  
No. 2 Sun, plain bulb, per doz 1 50  
No. 1 Crimp, per doz 1 35  
No. 2 Crimp, per doz 1 60  
**Rochester.**  
No. 1, Lime (65c doz) 3 50  
No. 2, Lime (70c doz) 4 00  
No. 2, Flint (80c doz) 4 70  
**Electric.**  
No. 2, Lime (70c doz) 4 00  
No. 2, Flint (80c doz) 4 40  
**Miscellaneous.** Doz.  
Junior, Rochester 50  
Nutmeg 15  
Illuminator Bases 1 00  
Barrel lots, 5 doz 90  
7 in. Porcelain Shades 1 00  
Case lots, 12 doz 90

**Mammoth Chimneys for Store Lamps.** Doz. Box  
No. 3 Rochester, Lime 1 50 4 20  
No. 3 Rochester, Flint 1 75 4 80  
No. 3 Pearl top, or Jewel glass, 1 85 5 25  
No. 2 Globe Incandes. Lime 1 75 5 10  
No. 2 Globe Incandes. Flint 2 00 5 85  
No. 2 Pearl glass 2 10 6 00

**OIL CANS.** Doz.  
1 gal tin cans with spout 1 60  
1 gal galv iron with spout 2 00  
2 gal galv iron with spout 3 25  
3 gal galv iron with spout 4 50  
5 gal Eureka with spout 6 50  
5 gal Eureka with faucet 7 00  
5 gal galv iron A & W 7 50  
5 gal tinning cans, M'n'ch 10 50  
5 gal galv iron Nacefais 9 00

**Pump Cans.**  
3 gal Home Rule 10 50  
5 gal Home Rule 12 00  
3 gal Goodenough 10 50  
5 gal Goodenough 12 00  
5 gal Pirate King 9 50

**LANTERNS.**  
No. Tubular 3 50  
No. 1 B Tubular 5 50  
No. 13 Tubular Dash 5 60  
No. 1 Tub, glass front 7 00  
No. 2 Tubular, side lamp 12 40  
No. 2 Stre T Lamp 3 25

**LANTERN GLOBES.**  
No. 0 Tubular, cases 1 doz. each, box 10 cents 45  
No. 0 Tubular, cases 2 doz. each, box 15 cents 45  
No. 0 Tubular, bbls 5 doz. each, bbl 25 40  
No. 0 Tubular, bull's eye, cases 1 doz. each 1 25

**LAMP WICKS.**  
No. 0 per gross 24  
No. 1 per gross 6  
No. 2 per gross 50  
No. 3 per gross 80  
Mammoth per doz 75

**JELLY TUMBLERS—Tin Top.**  
1/3 Pint, 6 doz in box, per box (box 00) 1 70  
1/2 Pint, 30 doz in bbl, per doz (bbl 35) 23  
1/2 Pint, 6 doz in box, per box (box 00) 1 90  
1/2 Pint, 18 doz in bbl, per doz (bbl 35) 25

**Merchants Are Convinced Of the Value Of the Tradesman Company's Coupon Books. They Will Please Your Customers And Save You Money!**



## Fruits and Produce

### LONDON MARKETS.

Written for the TRADESMAN.

There is no better place abroad to study human nature than in the markets. You may there see all sorts and conditions of men, as well as read an epitome of history in a nutshell. Take London, for instance, and see how the individuality of the nation is impressed upon its markets.

You will not be in London twenty-four hours before you notice how every trade and occupation are specialized. There is a shop for every department. Even in the way of literature you go to one place for your novel and to quite another for a scientific work. An American is quite a genius who can make his wants understood in England. It is a constant surprise to find two nations of such close kinship using vocabularies so at variance with one another. A perplexed look passes over an English woman's face when you ask her where is "the best store to buy a cloak." She could not be more bewildered if you spoke in a foreign tongue. The term "store" is only applied to an establishment for naval supplies, and a "cloak" is recognized as a mantle.

To return to the markets, they, too, are specialized. The large meat market is located in one part of the city, the fish market in another, while fruit, vegetables and flowers are sold in still a different establishment.

The great meat market of London is the Smithfield Market. The present building was opened in 1868. It has good railroad connections, and is in communication with the Metropolitan Cattle Market, which is the largest in the world. Smithfield was formerly the chief cattle market of London, and it was here that was held the famous Bartholomew Fair down to 1853.

You cannot escape the Billingsgate fish market if you would, unless, perhaps, you are willing to forego a visit to the Tower of London. This is a fine structure situated on the Lower Thames not far from London Bridge. The edifices are made aware of its existence long before it looms up to view; yet you must pause to look at the handsome building, which has recently been completed. Along the quay are the fishing boats in plain sight. The fish are landed in baskets. Also, large quantities of fish are sent to Billingsgate by rail. The salmon come from Scotland, the cod and turbot from the Dogger Bank, lobsters from Norway, soles from the German Ocean, eels from Holland and oysters from the mouth of the Thames.

But no market gives so much pleasure as the Covent Garden. Here are displayed all kinds of fruit, vegetables and blooming plants. The display is especially gorgeous early in the morning of market days—Tuesdays, Thursdays and Saturdays. At six in the morning, in summer, it would seem as though all London were out to catch a peep, get a taste, and steal a smell. The streets all about are crowded with men and teams, until there seems scarcely space to breathe, much less load and unload produce. Here, as everywhere, there are men and men. The ever-present bargainmaker, hankering after splitting a penny and splitting it again, thrusts himself upon you. As you stroll along you may catch such bits as this:

"Give me more! Give me a shilling!"

"I haven't any."

"Well, you ought to have!"

Covent Garden and its neighborhood are full of historic memories. Here were the Convent Gardens of the Monks of Westminster, whence the name. A map of London in the sixteenth century shows a wall extending about a strip of country from the Strand to Long Acre, covering an extent of seven acres. A part of the garden was made into a market place, in the sixteenth century. The present buildings were erected by the Duke of Bedford, in 1831. Although recently greatly improved, they are still wholly inadequate to the enormous business conducted here.

The London markets give the impression of plenty and to spare. The beef and mutton are as savory as in Dickens' time, the vegetables look as though they never could wilt, and the fruit appears as if made of wax. When it comes to prices, they're more "out of sight" than the bottom of a strawberry box. Imagine a Michigan man coming over here and having to pay 15 cents a pound for grapes and from 20 to 50 cents apiece for peaches! No wonder the Englishman nibbles at his fruit, and that the American thanks his lucky stars when he touches terra firma once more and can indulge in a good square meal.

ZAIDA E. UDELL.

Berlin, Prussia.

### How a Clerk Came to Get a Hustle on Himself.

Shop Man in Hardware.

"See that man with Mr. G—?" enquired the book-keeper of the new clerk, indicating a man conspicuous for his homeliness.

"Ten years ago," he continued, "he came to work where I was employed. He was a smart chap, but the laziest, apparently, ever created. He was so ugly and awkward that he became the butt of all our second-hand jokes. Our head clerk was quite a handsome fellow and very much given to society and, consequently, late hours. One day he was worrying 'Poxey,' as our lazy man was called, taunting him in a very mean way about his looks, when 'Poxey,' thoroughly aroused, said: 'Look here Sam! I may be ugly, and not such a masher as you are, but—in five years I'll show you I'm a better business man.'"

From that time we noticed a change in "Poxey." He got permission to take the catalogues home. He would stay at night with the proprietor when all the clerks had gone, helping him with the plans for builders' hardware. At first he was only a live paper-weight and kept the plans unrolled, but gradually becoming more and more useful, until he was entrusted with the entire work of taking off the hardware and making estimates of cost. Sam was till head clerk, but "Poxey" was drawing the better pay.

Then came one of those crises in business life which broke up our establishment.

"Poxey" accepted a position with a firm in the same city, as manager of the builders' hardware department, and then came, as I have many a time heard him say, the triumph of his life. Sam came to him for a position.

He was weak enough, he said, to remind Sam of the day he had taunted him; but, after giving vent to his feelings, he thanked Sam for the taunt, saying it was that, more than the prospect of advancement and higher wages, that had spurred him to every effort.

He then used his influence and Sam was given a position.

Don't be satisfied simply because you are doing better than your competitor. You may be doing that and then not be making money.

Established 1876.

# BEANS

MOSELEY BROS.,

26-28-30-32 OTTAWA STREET  
Grand Rapids, Mich.

Jobbers BEANS, SEEDS, POTATOES, FRUITS.

## Seasonable Goods

Sweet Potatoes,  
Apples,

Cranberries,  
Celery,

Malaga Grapes,  
Bananas,

Figs,  
Chestnuts,

Pop Corn,

—Send in your orders to ensure choice selections.—

BUNTING & CO..... 20 and 22 OTTAWA STREET,  
Grand Rapids, Mich.

## Buckwheat Flour

"EXCELSIOR SELF-RISING"

in attractive ten cent packages affords 25 per cent. profit.  
Pleases everybody. Mfd. by

CHAPPELL & TELZROW,

385-387 N. Ionia St.

GRAND RAPIDS.

MAYNARD, COON & BLIVEN

—Wholesale the "F" brand—

# = Oysters =

54 S. IONIA ST., GRAND RAPIDS.

Tel. 1348.

Growers and Shippers of Fruits, Trees and Seeds.

## Hammond, Standish & Co.

# - - PACKERS

Jobbers of Provisions and  
Refiners of Lard

DETROIT, MICH.

Branch Houses: - - -

Bay City, East Saginaw, St. Ignace, Sault Ste. Marie.

Car Terminals: - - -

Alpena, Cheboygan, Manistee, Traverse City.



## OYSTERS==Old Reliable

Anchor



Brand.

All orders receive prompt attention at lowest market price. See quotations in Price Current.

F. J. DETTENTHALER, 117-119 Monroe St., Grand Rapids.



## GOTHAM GOSSIP.

## News from the Metropolis---Index of the Market.

Special Correspondence.

New York, Dec. 27.—Several causes are acting in concert to make the end of the year somewhat unpleasant, the last, but not least, of which seems to be the renewal of that never-dying question, the tariff. "Just wait until next year," says one, "and we'll show you." It is hard work to find a jobber who feels that there is any stability to affairs as they now appear. It is quite generally thought that a small duty might be imposed on coffee and tea and thus raise sufficient revenue to meet the deficit and at no distress to the consumer.

Coffee is attracting considerable attention—not on account of its rise but of its probable decline. The bears seem to have things pretty much their own way and the year promises to go out with the lowest rate for the twelve months. Supplies seem sufficiently large and the prospects are said to favor large crops next harvest; so that altogether the chances are in favor of lower and yet lower prices. Quotations of Rio No. 7 are still on the basis of 14½c. Mild grades are steady. The demand is fair and prices are without material change.

Refined sugar met with an excellent demand during the week until the refiners thought they saw an avalanche of orders coming and on Tuesday afternoon they advanced quotations ½c all around. News from abroad, particularly from Cuba, indicate that the advance is well sustained. Foreign refined has met with good sale and attracts attention as domestic appreciates in value. At the close, granulated is worth 4¾c.

The least said of tea the soonest mended. The market is dull and inactive. Orders have been few and far between. Ceylon and India are showing a fair trade, but the exception only proves the rule. Prices are demoralized, the auction sales attract scarcely any attention and everybody is waiting for something to turn up. Beer takes the place of tea, and the beer trade is excellent, if we may judge from what we see.

Trade in molasses is hardly equal in volume to that of last week. The holiday trade is over and dealers are stock taking. Supplies are not large of the better qualities and quotations show no particular change.

Syrups are doing well as to price. Holders profess great confidence in the future, but at the same time they allow no probable buyer to get away if it is necessary to "do the right thing" in order to secure his order.

Holders of rice are calm and unruffled. Orders in quite liberal quantity have come to hand by mail and prices are firmly adhered to.

Spices are in an unchanged state. Sales have been small in quantity and few in number. Quotations are without change.

Butter is in rather light request. For best Elgin and State, 24c is top, although holders have held well for 25c. Supplies are moderate and the outlook is for somewhat higher prices after the turn of the year.

Fresh eggs are worth 25c. There is some speculative buying and holders are confident we shall very soon see higher prices prevail.

There is very little doing in cheese and quotations are pretty much as last week. The export trade is very light.

Canned goods are dull and all dealers seem to be waiting for the opening of the Spring campaign before doing anything at all. Prices are low and without any change to speak of.

Dried fruits are in moderate request. Some things are fractionally lower and dealers are counting up their gains and losses, hoping to show a decent state of affairs to their wives on the first of the new year.

During the past year granulated sugar reached its lowest point in February, when it touched 3.94c. The highest point touched was 4.75c in October.

At the beginning of the year wheat

was worth for No. 2, 50.61c and there was a steady decline nearly the whole time until November, when it touched 37.19c. For W. W. patents, the lowest quotation was \$2.75@3 in February. The best price was obtained in June, when the range was from \$1.28@4.44.

There will be a canners' convention in this city during March and delegates from many points will talk over matters.

The weather is all that could be desired for trading. It is warm and the sun shines with a radiance seldom equaled. Retailers are all doing a good business, and, were there no great National questions to bother, trade would simply hum New York City just now.

## The Hardware Market.

General trade is quiet, no doubt owing to the holiday season. Very few goods are moving, and only those needed in lumbering. Dealers, as a general thing, are busy taking stock and trying to find where they stand. Manufacturers are busy in figuring on what they will do in the coming year. Prices generally will show a small decline, and, unless something happens that at present cannot be seen, it is not believed that much higher prices will be made.

Wire Nails—The Associations claims to have its affairs well in hand and is confident it will be able to hold the present range of prices. It claims that, being able to do it now with trade as dull as it is, there will be no trouble as soon as Spring business begins.

Barbed Wire—Many orders are being entered for Spring shipment, as prices are now as low as they were a year ago at this time and, with the price being guaranteed to date of shipment, the dealer certainly is not taking any chances by placing his orders now. He protects himself, in case of an advance, and the jobber protects him against a decline.

Miscellaneous—Window glass is firm; the entire line of tacks is down in price; galvanized iron is weak; machine and carriage bolts are being offered at lower prices. Manufacturers were unable to maintain the advance on screws, and they are now being offered at 10 per cent. less. Sheet copper and copper bottoms are a trifle cheaper.

A French scientist of note maintains that a large number of the nervous maladies from which girls suffer are to be attributed to playing the piano. He shows by statistics that, of 1,000 girls who study this instrument before the age of 12, no less than 600 suffer from nervous disorders, while of those who do not begin till later there are only 200 per 1,000, and only 100 per 1,000 among those who have never worked at it. The violin, he says, is equally injurious. As a remedy he suggests that children should not be permitted to study either instrument before the age of 16, at least, and, in the case of those possessing delicate constitutions, not until a still later age. This commiserates only the youngsters who try to play. There are others. Whole neighborhoods suffer in open-windowed summer time from the piano habit.

James Jackson, an educated Indian, has one of the most difficult mail routes in the world. He carries the mail from Juneau to Port Cudahay on the Yukon river, using relays of dogs to draw his sledge over the mountains to the Canadian post office on Forty Mile Creek. This is merely a private enterprise, being maintained by the miners, who pay 50 cents apiece for their letters. The Canadian government guarantees \$350 for each of two round trips. This journey is reckoned as extremely dangerous, many miners having lost their lives in attempting it.

## Koffa-Aid

Retails at 12c per package, equals one pound of ground coffee. If your jobber cannot supply it, drop us a postal, and we will see that you get it. Each case contains samples colored Banner Placque and advertising matter.

THE KOFFA-AID CO.,  
DETROIT.

Our Spring line of Ready Made

## CLOTHING

includes all the latest Novelties in addition to our complete line of Staples. Write our Michigan Representative, William Connor, Box 346, Marshall, Mich., who will call upon you with samples. We guarantee fit and excellent made garments and prices guaranteed as low as can be made.

Mail orders promptly attended to by  
**MICHAEL KOLB & SON,**  
Wholesale Clothing Manufacturers,  
ROCHESTER, N. Y.

Two Dollars for  
One Dollar

I take pleasure in announcing to the traveling public that I have decided to make a rate of \$1 per day to all guests of the Eagle Hotel who remain a full day or longer. Notwithstanding this reduction in price, I shall continue to conduct my house on the plan of a \$2 a day hotel, keeping the table and service up to the same high standard which has characterized the Eagle during the twenty-five years I have served as its landlord.

J. K. JOHNSTON.

Grand Rapids, Dec. 16.

GRISWOLD  
HOUSE

Newly Refitted and Refurnished

Only First-Class \$2.00 a day  
House in Detroit. Electric  
cars to all depots. Good sam-  
ple rooms.

FRED POSTAL, Prop.  
SAM'L BRADT, Clerk.  
Cor. Grand River Ave. & Griswold St.

## Cutler House in New Hands.

H. D. and F. H. Irish, formerly landlords at the New Livingston Hotel, at Grand Rapids, have leased the Cutler House, a Grand Haven, where they bespeak the cordial co-operation and support of the traveling public. They will conduct the Cutler House as a strictly first-class house, giving every detail painstaking attention.

## Oysters

FAMOUS  
WOLVERINE  
BRAND

Given best of satisfaction  
for eight years.  
In ctn or bulk—all grades.

**OSCAR ALLYN,**  
106 Canal St. Phone 1001.

## J. C. Herbine's High Grade 10c Cigars

are  
**W. J. Florence**  
**Victor Hugo**  
**Bee Boo**  
**Royal Highness**  
**Flora Fina**  
**J. C. Guarantee**

He is sole agent for these  
**TRADE WINNERS.**  
Write him at corner of

**Division & Fulton Sts.,**  
**GRAND RAPIDS.**

U.S. FLAVORING  
JENNINGS' EXTRACTS

SEE QUOTATIONS

..... VALLEY CITY .....

## ICE &amp; COAL CO.

.....LEADERS IN FUEL.....

Wholesale Sales Agents for Anthracite, Steam  
and Smithing Coal. Get our price on a ton or car. **Grand Rapids, Mich.**

The S. C. W. Cigar is  
a good seller—makes and  
holds trade. While the  
profit on an individual  
cigar is not great, the ci-  
gar that is so good that  
hundreds and thousands  
are sold where ordinarily

There is  
Profit  
In It  
For  
You!

only a few could be han-  
dled, is the Cigar you  
should sell. The S. C. W.  
establishes and holds its  
trade through great merit  
in itself, and therefore is  
the profitable cigar for  
you to sell.

By all Traveling Men, or

**G. J. JOHNSON, Grand Rapids.**



## Echoes of the Lansing Convention.

It cannot fail to be gratifying to Secretary Owen and Treasurer Frost to be re-elected by acclamation in view of the fact that such action is a sure indication that their services have been appreciated and that their administration of their respective offices is commended.

Owing to the absence of the regular Sargeant-at-Arms C. L. Lawton was appointed to fill the vacancy. He discharged the duties devolving upon him in this position with dignity and discretion, receiving the commendation of the presiding officer for his faithfulness and good judgment.

A large portion of the boys would have been glad to hear from ex-Governor Luce at the banquet. He was an honorary guest, but as he is no longer in politics since he was relegated to the rear rank by the man whom he rescued from obscurity—Governor Rich—he was ineligible for admission to the programme of the toastmaster.

The decorations in honor of the convention were in excellent taste, the badges were unique and convenient, the souvenirs were happily selected, the entertainment of the ladies of the guests was complete—in fact, everything which money could buy or big heartedness could suggest was on tap. As entertainers the Lansing boys proved themselves adepts.

At the close of the convention the Board of Directors held a brief session and instructed the Secretary to issue Death Assessment No. 1 for 1896, dated Jan. 15 and payable on or before Feb. 15. The proofs of death of the late A. L. Field were approved and the Secretary was instructed to draw an order on the Treasurer for \$500 in favor of the widow of the deceased. The next meeting of the Board will be held at the Hotel Downey, at Lansing, Jan. 18.

No Governor ever received a more stinging rebuke for an unpopular act than Mr. Rich received at the hands of the convention. Ignored at every point in the proceedings, condemned in nearly every official report acted upon by the Association, refused a hearing at the hands of the convention, his name was greeted with hisses and groans whenever it was mentioned either in the hall or hotels or on the street. Mr. Rich has always arrayed himself upon the side of the corporations, whenever he could serve them at the expense of the people, and he is now reaping the reward of his one-sidedness.

Two cities squared themselves at the convention—Grand Rapids and Lansing. The former city had never before done herself justice in the matter of attending the annual meetings, but this year she sent the largest delegation of any city—seventy-five bona fide members, forty-five ladies and six honorary guests via special train, thus redeeming her reputation in this respect. Lansing made wretched work of entertaining her guests on the occasion of the first annual convention, six years ago, but the magnificent manner in which she handled the seventh convention blots out the memory of the past and places her in the front rank as an entertainer.

The Committee on Resolutions commended the work of the "official organs" of the Association. The Tradesman was designated as the official mouthpiece of the organization at the Lansing convention and since that time the defunct Detroit Herald of Commerce and Wood's Guide have had the same honor bestowed upon them. So far as the Tradesman is concerned, its policy

has always been to accord the organization a hearty support, whether it acts in an official or unofficial capacity. In view of the Association's unfortunate experience with the Herald of Commerce, necessitating the adoption of an iron-clad resolution commanding L. S. Rogers to cease soliciting advertisements for the Herald of Commerce in the name of the Association, the commendation of the Committee is a little questionable. In reality there is no such office, as there has been no election of an official mouthpiece for several years and the constitution does not provide for any such representative.

The annual banquet, which was held at the armory on Monday evening, was happily planned and excellently managed. The menu was ample and the service superb, the waiters being the ladies of the Plymouth Congregational church, which organization undertook the duties of caterer. The decorations of the hall were lavish and the electrical effect very striking. The after-dinner speeches, with the possible exception of the manuscript talk of Mayor Pingree, were above the average in point of humor and suggestiveness, albeit there was a superfluity of politicians and would-be governors on the programme and a dearth of traveling men and representatives of trade and commerce. In this respect Lansing simply followed the example set by previous conventions. A traveling men's banquet, with a traveling man for toastmaster and a series of responses on trade topics by representatives of the fraternity and the wholesale and retail trade would be a decided novelty in these days of truckling to political freaks and ambitious politicians.

## PRODUCE MARKET.

Apples—Ohio fruit is still the staple, commanding \$2@2.25 per bbl., but is much inferior to Michigan fruit in both size and flavor, the latter commanding \$2.25@3 per bbl.

Beans—Receipts are moderate and demand light. No change from former quotations.

Beets—25c per bu.

Butter—The market is still plentifully supplied with both creamery and dairy. Factory creamery commands 20c and choice dairy brings 14@15c.

Cabbage—Home grown is a little more plentiful, having declined to \$3@4 per 100.

Celery—12½c per doz. bunches.

Cider—10c per gal.

Cranberries—Demand has fallen off since the holidays and prices have declined, Cape Cod berries in barrels now bringing \$7.50 per bbl. and \$2.40 per bu. box, while Choice Michigan (Walt Junction) command \$2.85 per bu. box.

Eggs—Strictly fresh command 20c, while pickled and cold storage stock is in moderate request at 16@18c. Fresh are strong and steady and are likely to remain in a strong position for several weeks, unless the weather should come off warm.

Grapes—Malaga stock is held at \$6 per keg of 60 lbs net.

Hickory Nuts (Ohio)—Small, \$1.25 per bu, large, \$1 per bu.

Honey—Dealers ask 15@16c for white clover and 13@14c for dark buckwheat.

Lettuce—15c per lb.

Onions—Spanish command about \$1 per crate of 40 lbs. Home grown are dull and slow sale at 25@35c.

Pop Corn—Rice, 3c per lb.

Potatoes—All shipments from country points are based on a purchasing price of 7@12c per bu. In the meantime the opinion is gaining strength that potatoes will be potatoes before next June and that those growers who are in a position to hold their crop and do so will reap the reward in the enhanced

prices which will, probably, prevail later in the season.

Squash—½@1c per lb. for Hubbard. Sweet Potatoes—The market is weaker, Illinois Jerseys having declined to \$2.50 per bbl. and \$1.15 per bu.

It is stated that the Jews have purchased the site of ancient Babylon, but it is not known for what purpose. There is a poetic interest in their securing the ownership of this locality, where their ancestors were held as captives twenty-five hundred years ago, and from which it is supposed their great ancestor, Abraham, emigrated nearly four thousand years ago. That they are actuated by any speculative considerations is scarcely probable for the region has been a desert most of the time since the Christian era.

Brainard & Armstrong's wash silks for embroidery is considered the best. Send for sample card and price list. Corl, Knott & Co., Grand Rapids, Mich., State Agents.

"Mamma," said a little five-year-old, as his mother was giving him a bath, "be sure and wipe me dry, so I won't rust."

## WANTS COLUMN.

## BUSINESS CHANCES.

FOR SALE—OLD ESTABLISHED MILLINERY business in good location, Grand Rapids. Other cares compel a sacrifice for cash. Address No. 927, care Michigan Tradesman. 927

FOR SALE—DRUG STOCK IN NORTHERN Michigan, doing large business. No cut prices; reasons, other business. 926

WHAT TOWN WANTS IT? IS THERE A Michigan town of at least 1,000 inhabitants (or a county seat town of at least 800) that wants as good a weekly or semi-weekly newspaper as any country town in the State possesses? You can have a paper that cannot be beaten. No bonus asked; we wish only a good field. Address E. D. Foster, Principal of Schools, Coloma, Mich. 923

BEST CHANCE IN SOUTHERN MICHIGAN for dry goods or clothing to locate. Address L. A. Melcher, Constantine, Mich. 924

FOR SALE—A SHOE STOCK OF \$6,000 IN Kalamazoo Mich.: \$16,000 annual sales; cheap rent; good location; a good chance to embark in a good paying business. Reason for selling, wish to retire from business for a time. Don't answer unless you mean business and have the money. Address J. F. Mufley, Kalamazoo, Mich. 919

FOR SALE—STOCK OF GENERAL MERCHANDISE, cheap for cash. Address Box 94, Grand Junction Mich. 921

DRUG STORE FOR SALE AT A BARGAIN—Has as good a reputation as any store in Michigan. Will sell and sort stock to suit purchaser. Good reasons for selling, and will prove above facts. If you mean business, address H. care Michigan Tradesman. 922

TO EXCHANGE—FIRST CLASS REAL ESTATE for stock of groceries or general merchandise. Address Box 1296, Benton Harbor, Mich. 905

FOR SALE—NICE STOCK OF DRUGS IN Northern Indiana; town of 600, in splendid farming country; no pharmacy law; price, \$1,400. T. P. Stiles, Millersburg, Ind. 906

FOR SALE—STAPLE AND FANCY GROCERY stock, 1 voicing about \$1,400, located in live Southern Michigan town of 1,200 inhabitants; good trade, nearly all cash. Reasons for selling, other business. Address No. 907, care Michigan Tradesman. 907

WANTED—FOR CASH, STOCKS OF MERCHANDISE, dry goods, groceries, boots and shoes, clothing or hardware—no drugs. Address, with full particulars, The Manistee Mercantile Co., Manistee, Mich. 905

WOULD LIKE TO CORRESPOND WITH party wanting nice business located in one of the finest cities in Michigan, 25,000 inhabitants. Address I. X. L., care Michigan Tradesman. 895

FOR SALE—AT A BARGAIN, CLEAN STOCK of general merchandise in good dairy district in Northern Illinois; fine opening for some one; terms cash. Address John A. Hatch, Mokena, Ill. 893

FOR SALE—DRUG STOCK ON GOOD BUSINESS street in Grand Rapids. Reason for selling, owner not a pharmacist. Address No. 890, care Michigan Tradesman. 890

GOOD LOCATION FOR DRUGGIST. APPLY to No. 884, care Michigan Tradesman. 884

\$1,200 WILL BUY WELL-SELECTED stock of bazaar and holiday goods in a town of 1,800 population. Good farming trade; location on the main corner of town; all goods new, just opened Nov. 9, 1895. Rent, \$8 per month; size of store, 24x55. Poor health reason for selling. Address, J. Clark, care Michigan Tradesman. 888

FOR SALE—A FIRST-CLASS HARDWARE and implement business in thriving village in good farming community. Address Brown & Seiler, Grand Rapids, Mich. 881

WANTED—TO BUILD A FINE BLOCK 50x100 feet, five stories and basement, on lot 34, South Ionia street, for responsible tenant wishing to rent for term of years. Rent, very reasonable; location, one of the finest in the city for wholesale or manufacturing business, being within 10 rods of Union Depot. Edwin Fallas, 219 Livingston street Grand Rapids. 878

## MISCELLANEOUS.

WANTED—THOROUGHLY COMPETENT and experienced book keeper desires to make a change. Capable of taking full charge of an office. Best of references. Address No. 925, care Michigan Tradesman. 925

WANTED—A HUSTLER FOR THE MEAT business. Must be a good, sober man. References required. State wages. Newton L. Coons, Lowell, Mich. 917

TO WHOM IT MAY CONCERN—WRITE US for samples of note, letter and legal cap papers. Tell your buyers here to get them of us. Our prices on printing commercial stationery will surprise you. School & Office Supply Co., Grand Rapids, Mich. 918

WANTED—WOMAN TO DO DRESSMAKING and assist in ladies' furnishing store. State experience and wages expected. Address No. 920, care Michigan Tradesman. 920

POSITION—AS ASSISTANT REGISTERED pharmacist by young man of two years' experience. Wages, moderate. Address D. T. Paulson, 125 Canal street, Grand Rapids. 914

WANTED—POSITION BY AN EXPERIENCED registered pharmacist familiar with all details of retail drug business. Will accept any kind of position. Address No. 913, care Michigan Tradesman. 913

POSITION—AS ASSISTANT REGISTERED pharmacist by young man of two years' experience. Wages, moderate. Address D. T. Paulson, 125 Canal street, Grand Rapids. 914

WANTED—POSITION AS REGISTERED pharmacist or clerk in wholesale store by druggist of thirty five years' experience. Best of references. Address Derk Kimm, 30 Antislid Court, Lyon street, Grand Rapids, Mich. 915

WANTED—SEVERAL MICHIGAN CENTRAL mileage books Address, stating price, Vindex, care Michigan Tradesman. 869

WANTED—BUTTER, EGGS, POULTRY, POTATOES, onions, apples, cabbages, etc. Correspondence solicited. Watkins & Axe, 84-86 South Division street, Grand Rapids. 673

WANTED—EVERY DRUGGIST JUST COMMENCING 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.

## Edwin Fallas

Oyster Packer, Syrup Refiner and Manufacturer of Condensed and Bulk Mince Meat and Jelly. Dealer in Butter, Eggs, Cheese, Sweet Cider, Pure Cider Vinegar, Pickles, Etc. GRAND RAPIDS, MICH.

## Note Low Prices on Syrups and Jellies. Solid Brand Cans.

Extra selects..... 26  
Selects..... 24  
E. F..... 20  
Standards..... 18

## Daisy Brand.

Selects..... 22  
Standards..... 16  
Favorite..... 14  
Extra Standards, in bulk, per gal..... 15  
Standards, in bulk, per gal..... 05

## Fine Table Syrups.

Extra White Sugar Drips, in bbls., per gal. 26  
Extra White Sugar Drips, in ½ bbls., per gal. 28  
Extra White Sugar Drips, in 1½ gal. pails. 52  
Honey Drips, in bbls., per gal. 21  
Honey Drips, in ½ bbls., per gal. 23  
Honey Drips, in 1½ gal. pails. 44  
Honey Drips in 5 gal. tin cans, wood jacket. 155  
Honey Drips in 1 gal. tin cans. 33  
Golden Drips in bbl., per gal. 17  
Golden Drips in ½ bbl. 19  
Golden Drips in 1½ gal. pails. 19  
Imitation Maple Syrup, finer than most genuine, in pint Mason jars, per doz. 25  
In quart Mason jars, per doz. 20  
In gallon cans, per gal. 10  
In ½ bbls., per gal. 45  
Maple Flavored Syrup, in bbls., per gal. 26  
Maple Flavored Syrup, in ½ bbls., per gal. 28

## Mrs. Withey's Home Made Jellies.

My assortment consists of Apple, Currant, Strawberry, Raspberry and Blackberry. I quote: 30 lb. Pail Jelly..... 67  
20 lb. Pail Jelly..... 48  
17 lb. Pail Jelly..... 42  
15 lb. Pail Jelly..... 38  
Jelly in quart Mason jars, per doz..... 165  
Jelly in pint Mason jars, per doz..... 120

## Mrs. Withey's Condensed Mince Meat.

Price, per case. 2 40 Price, per lb., in pails. 07

## Mrs. Withey's Bulk Mince Meat.

40 lb. Pails, per lb. 05½ 25 lb. Pails, per lb. 06  
12 lb. Pails, per lb. 06¼ ½ Bbls., per lb. 05½  
In pint Mason jars, per doz..... 150  
In quart Mason jars, per doz..... 240  
All pkgs. full net weight. No charge for pkg.  
In 2 lb. Cans, usual weight, per doz..... 140  
In 5 lb. Cans, usual weight, per doz..... 350

## Miscellaneous.

Choice fresh Dairy Butter in Rolls..... 15  
Lemons, extra choice, 300s..... 400  
Lemons, extra choice, 300s..... 350  
Fine Pickles, 1,200 count, in bbls. 375  
Fine Pickles, in ½ bbls. 200  
Eggs, quality guaranteed, per doz. 17  
Fairfield Full Cream Cheese, per lb. 12  
Sauerkraut, very fine, per bbl. 325  
Cider, boiled 6 into 1, at lowest market prices.  
Apple Butter, 40 lb Pails..... 450