

# MICHIGAN TRADESMAN

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Number 642

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.

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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.

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

The Tradesman's advertisers receive sure and profitable results.

## FREE RAILWAY TRANSIT.

Among the socialistic schemes catching the popular attention there is none more likely to "take" with the less informed than the scheme of government ownership of railways, supported by taxation, providing free transportation for all to any distance. This scheme, in the hands of the populistic demagogue, striving for the support of the most ignorant elements, is very effective. That these Utopian ideas have other use for these philanthropic pretenders is a question. Something for nothing has an attractive sound to too large a proportion of the masses of the American people and the scheme which involves this element becomes the most effective instrument in the hands of such demagogues, so that when some advanced theorist, like a recent writer in the Arena, plausibly propounds such a scheme, it is pounced upon as a lucky find.

But why not? Why would it not be just the thing to thus annihilate distance and let all who wish go and come at their own sweet pleasure? It can be plausibly shown that such a scheme would not be very expensive. In fact, the scheme of free transit is already in successful operation as to a vast army of tramps, the number of which is indicated by the fact that we hear of their injury in a large proportion of the freight train accidents. Whether its operation for this class is a blessing is to be questioned.

One of the effects of easy, cheap transit, passenger and freight, which has been deplored by economic writers, is the congestion of our great centers. The inventors of the free transportation schemes assume that the people would go away from these centers if they could only get away. This assumption is improbable and involves other changes in economic laws of trade and distribution. For the more easily that materials can be brought to the great centers for manufacture and then distributed the more this congestion takes place. To be sure, the idea would involve the greatest facility for suburban transit, but this is already being provided at such nominal cost that the scheme would not make a radical difference.

The operation of such a scheme would involve the most tremendous changes in trade conditions and would revolutionize business values in all towns from which the great centers are easily accessible. It is well known that such towns have already suffered from proximity to these centers, and that many of them are decreasing in population on account of the cheap and frequent transportation of passengers and freight. It is a noticeable fact that on the great lines extending east and west from Chicago, where the train service is the most frequent, the towns are decreasing, notwithstanding the fact that they are surrounded by the richest country in the world. If cheap and frequent transportation brings this result, is it probable that to make it free would operate differently?

But such a change hardly needs to be apprehended. Through the operation

of economic laws there will be increased facility of transit at more reasonable prices. Suburban transportation will do more to relieve the congested centers and the long neglected improvement of highways will bring the overgrown system of railways into more healthy and economical operation.

## EXCEPTIONS.

A curious trait of human nature is the tendency to consider oneself an exception to all governing rules. Perhaps it is not strictly accurate to use the term "consider," for it is more a taking the fact for granted without consideration.

All the laws governing moral and economic affairs are recognized and acknowledged; more are advocated and enforced and yet there so frequently follows the lapse from rectitude on the part of the most active moralist that it shows he has always made himself an exception.

This trait is still more frequently manifested in economic relations—in the observance of the laws governing physical and mental welfare and in the laws governing business affairs. Theorists on physical care and culture will grossly violate the laws of hygiene as though these laws had no bearing on their own physical welfare.

But it is particularly in the relations of business that the Tradesman is prompted to refer to this characteristic. In the care of the mental powers we are very prone to make exception. It is difficult for the business man to learn that the violation of the laws governing the intellect have any particular bearing in his case. If the requirements of his business seem to demand constant mental application during some emergency, the habit becomes formed and without any actual consideration of the question, he classifies himself as an exception and continues the violation of the laws of mental hygiene until mental bankruptcy is the result, accompanied by that less important disaster, although the one more dreaded, financial bankruptcy.

A still more curious manifestation of this tendency is in the management of business affairs. It is proverbial that the blacksmith's horse wants shoes and the shoemaker's wife goes barefooted. This is the manifestation or this same trait in business. It is not that the majority of those prosecuting their own enterprises are not sufficiently regardful of the requirements of business, but there are so many exceptions to this in the ranks of such, and still more largely in the ranks of those engaged in the management of enterprises for others, in their own personal affairs, that these remarks are made pertinent.

It is a curious fact that teachers of business methods in the schools are notoriously careless about their own business affairs. It is well known that many men engaged in the management of trusts—men competent and reliable, strict and accurate in every relation of such business—when suddenly taken from their work their own affairs are found in the most hopeless confusion. It is the same with those engaged in the management of corporation and partner-

ship enterprises; the strictest accuracy in such relations is accompanied by personal carelessness. They themselves are exceptions.

It is not for the Tradesman to explain this characteristic of humanity, but a reference to it may prompt some one to a thought as to whether he is an exception and may induce some one to see to it that his chance of mental, moral and financial success shall not go by default on account of a passive surrender to this subtle tendency.

Much significance attaches to the repulse of British aggression in South Africa and to the action of the German government in congratulating the Boers on their success in repelling the invaders. It is assumed—and probably with reason—that while the British authorities and the British Chartered Trading Co. repudiate the action of the filibusters, their action was so far in accord with the spirit of British aggression in every locality where valuable mining interests are at stake that the Emperor's message of congratulation is a direct snub to his royal grandmother and an intimation that there is such a thing as a "Monroe doctrine" or "balance of power" in South Africa, and that German interests require its enforcement. A few more such episodes as this and the recent American sensation may suggest the possibility that there is a lack of judgment on the part of the English Premier which has not obtained with previous administrations. For a country so valuable as England, on account of her position in trade and finance, to permit "English greed" to precipitate so many such snubs, deeply humiliating to her national prestige, argues a deficiency in foresight on the part of the administration.

It is confidently announced by the friends of "union labor" that Eugene V. Debs, who comes to this city almost directly from his imprisonment for defiance of the Federal authority in engaging in acts of the most high-handed treason, costing many lives and a vast amount of property, directed especially against municipal government, is to be welcomed by the Mayor of Grand Rapids and is to be introduced in a speech by an ex-Senator of the State of Michigan! It is not pleasant for such men to be compelled thus to endorse treason and anarchy, regardless of the sacred obligations they have taken to uphold and conserve the interests of State and municipal government. It is only fair to say that they do this because they think they are compelled to do it; that they do it on account of their cowardly subservience to a power whose secret methods and self-assertiveness lead them to believe may control their political futures. These men would not make such a pitiable and despicable exhibition of themselves if they were better endowed with moral courage, or if they had sufficient breadth of mind to form a juster estimate of the real extent of the power to which they are truckling.

The new census of Mexico gives a population of over 14,000,000.



### What a Druggist Has To Do with Window Display.

Who is responsible for the appearance of your store windows? Are you getting from them all the help you can? Are they doing you any good? Are you certain that they are not quietly doing you harm?

These are potent questions. You can afford to give time to their consideration. They have had our most careful thought for years. Let them have your whole attention for an hour.

Do not mind if we tread a little upon your toes at times. You are grasping a big thought, and every live thought on any live subject knocks the wind out of somebody or other. We want to make you dissatisfied with the slow growth of your business as it now stands. Do you remember the greatest compliment (so it is claimed) ever paid by a king to one of his subjects? It was what Louis XIV, the grand monarch of France, said to his priest, Masillon: "Father, I have heard many great preachers and I have been satisfied with them; but as for you, whenever I hear you it makes me dissatisfied with myself." So, if our stout expressions can only make you dissatisfied with your neglect of window displays, forgive the advocate his plea, and remember that his only object is to make your ledger more interesting reading in the near future.

The subject of window dressing as a means of increasing a druggist's income has ceased to be a question of theory. We have seen the idea so often used with splendid results, that it is a source of continual wonder to us how any druggist can ignore the opportunities that lie before him. If perseverance can do it, however, the time will come when the druggist indifferent upon this subject will be looked upon as a curiosity genuine and unmistakable.

Your store windows, like eye-glasses, should be made to properly fit you. Through one you see the world; through the other the world sees you.

The first step to a successful grasp of the subject is to realize what a window is. Look for one moment at the windows of any private house in a residential street in the city. What are they? They are signboards which tell you what sort of people live inside. One person in one hundred may cross the threshold and see the inmates of that house, but the remaining ninety-nine must look at the windows and imagine from their appearance what style of persons are living behind them.

Your windows may do you great harm.

You may be a person of fine instincts, of exquisite discernment, of wonderful patience, of sound judgment; but your neighbors know nothing of this. They can only judge by what they see. And what do they see as they walk by your house every day? They look at your windows and judge you accordingly.

Thus windows are telltales. They proclaim you to the world. They are a perpetual announcement of the taste of the unseen dwellers behind them. Perhaps eight hundred persons will pass your house to-day. Fifty of them know you personally. But seven hundred and fifty look at your windows and take their cue from them. Now leave the house and come to your store windows. You remember that Caesar bade his soldiers, at the battle of Pharsalia, aim at the eyes of Pompey's men. They did so; and won a decisive victory. The man whose store windows aim at the eyes of passers-by will win a great

financial victory. All that is true of the windows of a private house is doubly true of a store window. Your store window really introduces you to your customers. Is it the sort of introduction you would have? Does it vouch for the dignity and character of your establishment? You are careful how you address a new customer; but your store window addresses him as forcibly as your words.

And it addresses him oftener. It addresses him earlier, before your personality has had a chance to help you. Your window has the first chance at him. And first impressions are lasting!

The first plunge into the subject is almost a cold shiver. It looks at first sight as if there might be something undignified in a druggist's bothering with dressing windows. Do you recall the story of the hen who looked at the china egg in her nest in a distrustful way, and ejaculated: "Great Scott, if this sort of thing goes on I'll be a bricklayer next!" How many druggists look distrustfully at the idea of a good window display and feel that, if that undignified sort of thing goes on, they might as well become sandwich-men without further delay.

Don't be unreasonable. You have a beautiful and perfectly unnecessary notion that you will sink your dignity in your efforts at window display. Let us stare that idea right out of countenance here. Never need dignity be sacrificed. On the contrary, unless your window display be made with a scrupulous regard for dignity (as expressed by good taste), you will derive little benefit from it. Dignity always. Dignity or nothing.

But not over-dignity. That is simply ridiculous. You remember the over-dignified dentist. He hated the very name of "dentist," and so he left it off his business card altogether and inserted instead, "Drawing, Music, and Dancing—No pains spared."

Granting the dignity of it, then why should a druggist take any time for a window display? Simply because he is in business to make money. No descendant of Shem, Ham or Japheth can do any less and stay in business. If men kept drug stores for their health, or for enjoyment, or for social prestige, it would be well enough to ignore window display, although the most important contributor to the dignity of the drug store would thereby be ignored.

But men are in business to make money, and they must do considerable help-yourself fighting. When the little girl was asked who made her, she held up her apron, saying, "God made me that length, and I grew the rest myself." Now, the fact that you keep a drug store on a prominent street will bring you in a certain amount of custom, perhaps a living. But your location and business make you that length without your help. If you want anything more than a living, you must grow the rest yourself. In all business, as a rule, men can afford to employ any honest method to make money. A druggist can afford to employ any dignified method.

Window display is such a method. This is not a question of opinion; it is a question of fact. The records stand open for all to read. Figures cannot lie. Thousands of druggists have tried window display. A hundred of them show you the way to try it.

The subject is timely. "Favors lose their value by delay." The movement of ideas over this country comes in great waves. If you start in ahead of the

# USE JENNINGS' FLAVORING EXTRACTS

SEE QUOTATIONS

# Oysters

FAMOUS  
WOLVERINE  
BRAND

Given best of satisfaction  
for eight years.

In can or bulk—all grades.

OSCAR ALLYN,  
106 Canal St. Phone 1001.



SELL THESE

# CIGARS

and give customers  
GOOD SATISFACTION.

### 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, at 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.

## 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.

Blank Books  
Inks  
Mucilage  
Steel Pens  
And all Office Supplies

# EATON, LYON & CO.,

20 and 22 Monroe St.

## To Our Friends And Customers

The Holidays are over and our trade has been far ahead of our expectations, due largely to the fine quality of our goods and the general satisfaction we have given you. We shall during the present year, as in the past, hold the standard of our goods to a point not excelled by any. Mr. Geo. Amlotte will cover his old territory and Mr. C. P. Coy will work the Eastern part of the State. Our home trade will be attended to by W. W. Richards. These gentlemen are very pleasing to meet and we trust they will receive a share of your patronage in the future as in the past. Wishing a happy and prosperous New Year to all we remain

Very Respectfully

**Snyder & Straub,**  
Manufacturing Confectioners.  
MUSKEGON, MICH.

## The Bradstreet Mercantile Agency

THE BRADSTREET COMPANY  
Proprietors.

EXECUTIVE OFFICES—  
279, 281, 283 Broadway, N.Y.

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

CHARLES F. CLARK, Pres.

GRAND RAPIDS OFFICE—  
Room 4, Widdicomb Bldg.  
HENRY ROYCE, Supt.

Advertising in Tradesman Pays.

## 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.



5 AND 7 PEARL STREET.

**Engravings**  
BUILDINGS  
PORTRAITS  
FURNITURE MACHINERY  
PATENTED APPLIES  
STATIONERY  
ANYTHING  
FOR  
ANY PURPOSE  
TRADESMAN COMPANY  
GRAND RAPIDS, MICH.



bulk or volume of the great movement, you are thrown forward strongly by it, exactly as you would be thrown ahead by a wave if you got in front of the bulk of water. So of a clear idea like window display in the drug business. Where there was one druggist who did it in '93, there were twenty who started it in '94. Nearly four hundred more joined the procession in '95; there will be four thousand who will be doing it next year. Don't delay. Make the partnership that Charles V. made when he cried, "Myself and the lucky moment!" Remember the old law *quaxim* that rights are forfeited by disuse. Claim your right immediately.

Speaking about delays reminds us of the story of the minister who was called to another parish, but who had not been able to make up his mind whether to go or not. The deacon of the parish met the minister's little boy playing in the road, and asked him if his father had decided. "Yes," said the boy, "father's a-going to leave you." "Indeed," said the deacon, "I didn't know that he had made up his mind yet." "Well," said the boy, "you see it's like this: Father, he's in his room all the time a-praying for light; but mother—she's a-packing the trunks!"

You don't want to sit any longer praying for business. Take this matter up here and now, come to some definite conclusion. Don't merely set it aside to settle itself. Such things never can settle themselves. When a physician and a surgeon once disagreed as to the wisdom of performing an operation, the surgeon said, "Very well, let it settle itself, but the post-mortem will show I am right."

You don't want to wait for post-mortem decisions. Decide it now. Don't ignore it. Don't default on the answer. Don't leave your good resolution uncorked to grow inactive.

We say again: It is results that tell the story! Do you remember how Sir Walter Raleigh once made a wager with Queen Elizabeth that he could weigh the smoke from his pipe? He won by weighing the tobacco before smoking and the ashes afterward. You can weigh the value of your window by weighing your money drawer before and after.

A good window display will stimulate your general business as a tonic stimulates appetite. It will bring new customers into your store. You can better afford it than half the expenses you incur. It will easily show a forty to fifty per cent. increase in your total sales, provided you do it rightly.

In window display, as in every other art, there are things to be avoided and things to be carefully provided. There are many ways of missing the goal; there is only one traveled way to attain it. Let us run over the experiments of others and note a few important axioms as they come to us from the hand of Experience.

This is virtually saying to the public that, although you have five hundred articles to show them, this one thing is so important that for it you put all other things aside. You thus place such a heavy emphasis on one article that you arouse interest in it, you excite curiosity immediately as to its merits, and provoke sales which could never be made under normal conditions with ordinary surroundings.

Men say, "What is this thing? Why should it occupy such attention?" Their questions remain unanswered, and they probe the subject farther. They make

inquiries; and four out of five such inquiries end in sales.

You create a "run" on the one article displayed, and a "run" is simply a rolling snowball of trade. The farther it rolls the more snow it attracts, and about the easiest way to get rich yet discovered is to start a "run" on any article you are handling.

Some people will tell you that this idea of one subject only in the window display is wrong. Do not let that trouble you. The value of a clever idea for making money is in proportion to the small number of people who grasp it. Go back to that line in your St. Augustine, "Sanitatis patrocinium est, insanientium turba:" the multitude of fools is a protection to the wise.

Greece, so much praised for her wisdom, produced but seven wise men; judge of the number of fools, and remember that the proportion is not much altered to-day.

You have learned a great deal when you realize that you cannot address the public except with one thing at a time. If you are operating a large department store in the city, this rule has its exception; but, in every other case, let no temptation swerve you from this concentration upon one subject. The leading experts in advertising all give it as their universal testimony that only one article should be mentioned in one advertisement. Publishers long ago discarded the old method of enumerating the books of a popular author. It is "one book at a time," and all the emphasis on that.

See this same lesson in all trades. If you make a blade that shall be both a razor and a carving knife, it will fail in its duty as either. It will not shave like a razor nor carve like a knife. You lose at each end in trying to cover both. What is gained in variety is taken out of effectiveness.

Go a step farther. Here is a curious phenomenon: Ask any shoe manufacturer and he will tell you that you cannot make men's and women's shoes under the same roof. Women's shoes so produced have an undesirable mannish look, and men's shoes gradually get womanly. This is ridiculous, but it is true. We live in an age of single aims, and success is only another name for the focusing of all your thought and time and study on one thing. The men who can do that are called "specialists," and they command high prices.

Be a specialist in your window displays.

Look in any store window in which there are a dozen or more articles, and see how many of those articles are remembered by you five minutes afterward. Rarely do you remember more than one, and yet seldom do you fail to remember one. It is always one. It would appear that the mind instinctively sees and grasps one impression, and stops short just there! It is a curious psychological or physiological fact, but it is true. If, then, the mind grasps naturally but one object in a window display, the lesson is clear. Display only one article and by the very multiplication and emphasis of that one you produce a magnified sense of its importance in the mind of the beholder; and don't forget that a display of one article which will be remembered will be forever afterward associated in the mind of everybody with the store making it. Surely you recognize the business possibilities in this?

The chronic growler is a chronic loafer.

# Who Pays For It?

A labor-saving machine. Neither manufacturer nor customer—it pays for itself.

That's the way with our premium clocks—by giving coupons for them to customers they bring such a large increase in trade that they pay several hundred per cent. profit.

Isn't that the kind of advertising you have been trying to find—no risk and large returns?

Write us or send a trial order. Our reputation and standing is a guarantee of the genuineness of our claims and the quality of our goods. We are also privileged to refer to the editor of this paper.



Note the styles and designs of these clocks. They are artistic in appearance, made of solid iron richly bronzed and are warranted for one year. We furnish coupons, printed matter, rubber stamp, pad, ink, etc., free. Your name and address cast on them in bronze if order is for fifty or more.

Daisy Clock, size 6x8	.....\$1 00
Dog " " 5x7	..... 1 10
Cupid " " 8x11	..... 1 25
Newsboy-Dog " 7x9	..... 1 25
America " 8x10 1/2	..... 1 25
Mascott " 7x9 1/2	..... 1 25
Castle Clock " 9x12	..... 1 50
Liberty " " 9x14	..... 1 50
Winner " " 9x12	..... 1 50
Cottage, alarm, 9 1/2 x 12 1/2	..... 1 50
Club, alarm, size 10 1/2 x 13	..... 1 50

Terms: 30 days, or 2 per cent. discount if paid in 10 days. Send for illustrated Catalogue.

**THE REGENT MANUFACTURING CO.,**

Incorporated.

163 State Street, Chicago.

## Candy!

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.

**A. E. BROOKS & CO.,**

5 & 7 South Ionia St., 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.



## Around the State

### Movements of Merchants.

Rapid River—Darrow & Hill succeed John Darrow in general trade.

Albion—James E. Gray has purchased the drug stock of Samuel Osborn.

Dewitt—Norris Spencer succeeds Norris Spencer & Co. in general trade.

Reed City—E. Brearly succeeds B. F. Cooper in the hardware business.

Oakland—Hunderman Bros. have sold their general stock to Holtman & Co.

Cheboygan—W. F. Pew has assigned his bazaar stock to Shepherd & Reilly.

Lansing—Wm. G. Titus succeeds Parker & Titus in the grocery business.

Albion—Craver & Merlan have removed their grocery stock to Battle Creek.

South Boardman—C. A. Brott has removed his general stock from Moorland to this place.

Reed City—Theo. Schmidt succeeds Schmidt Bros. in the agricultural implement business.

Charlotte—Walters & Allen succeed Walters & Dolson in the agricultural implement business.

Vassar—John W. Gallan has sold his dry goods stock to T. M. Stephens and Clinton E. Mott, of Vassar.

Woodland—Schantz Bros. announce their intention of closing out their general stock here and retiring from trade.

Holton—Geo. D. Burton has sold his drug stock to P. A. Reardon, who has clerked several years for Dr. F. D. Smith, the Coopersville druggist.

Cheboygan—W. A. McArthur Co., Limited, has sold its dry goods stock to John E. Krafft & Co., who will remove the stock to Sault Ste. Marie.

Owosso—H. W. Mann has purchased the store building now occupied by Crowe Brothers and will occupy the premises with his stock of books, wall paper and fancy articles within the next sixty days.

Manistee—Wm. Fagan has purchased the grocery stock of J. A. Lindstrom at 906 Vine street. The business will be conducted under the style of the C. O. D. Grocery under the management of J. C. Nims.

Hastings—The R. I. Hendershott grocery stock has been purchased by Stirling & Crawford and Chas. W. Clark, who will continue the business under the style of Stirling, Crawford & Co. Mr. Clark will have entire charge of the business.

Kalamazoo—A list of the creditors of the Conger Company has been filed. There are about sixty creditors and the total amount due them is \$24,675.32. The majority of the accounts are for small sums, the largest being for \$757.02, which is due Edward Boate, of New York City.

Detroit—Strong, Lee & Co. announce the following changes in their wholesale dry goods establishment: C. J. Gainsley, of Dundee, assumes charge of the print department; Ernest Mortimer, of Brooklyn, N. Y., takes charge of the lining department; J. G. Sheridan assumes charge of the woolen department.

### Manufacturing Matters.

Reed City—D. F. Lewis & Co. are succeeded by James Battie & Co. in the manufacture of wooden bowls.

St. James—It is reported that the Manistee Lumber Co. has purchased the timber on the Beaver Island owned by Steward & MaCray and that it will erect a sawmill here in the spring for the purpose of cutting the timber into lumber.

St. James—The Beaver Island Fish Co. has contracted with Campbell & Shay to construct a fish tug at Harbor Springs.

Detroit—J. W. Fales & Co., wholesale paper and blank book manufacturers, have admitted Wm. J. Fales to partnership, the firm name remaining the same.

Kalkaska—The Smith Lumber Co. has sold its entire stock of dry goods to A. E. Palmer and T. D. Hobbs, who will continue the business under the firm name of Palmer & Hobbs. The grocery stock has been purchased by Thomas Travis and Frank Darby, who will still occupy the old stand.

Cheboygan—The Pfister & Vogle Leather Co. is after the balance of the bonus due from the citizens of Cheboygan, which they agreed to pay the tannery for locating its plant here. The balance due the company is between \$700 and \$800. A number of citizens signed a bond guaranteeing the payment of the bonus, and last Friday they were served with notice that the company had commenced suit to recover the amount due.

Olivet—B. W. Pinch has exchanged his flour mill, several business blocks, grain elevator, farms, a thriving farm implement business and his residence here, all valued at \$40,000, for a large amount of business property in Battle Creek and a farm near Goguc Lake, belonging to Samuel McPherson. The trade includes all the property of each man, even to household goods. Mr. Pinch began his business career twenty-nine years ago as a peanut merchant, having accumulated a comfortable fortune by patient industry and careful management.

The Armenian outlook is unchanged except that there is an increase in the massacres again, and the prospect if possible is darker. The weak representations of the ambassadors continue to bring evasive replies from the Sultan. The steps taken for the repression of the disorders are still only in the direction of putting down the Armenians as the instigators and cause of the troubles. The mode of procedure of the Turkish officers sent for this purpose is, after consultation with the Mohammedans, to summon the more influential of the Armenians and require them to suppress the disorders on pain of death, and then leave them to the tender mercies of the Turks, thus assuring the latter that their outrages may be continued with impunity. How long this monstrous relapse to barbarism must continue before the first step is taken for its arrest is already a question of terrible import. There is nothing apparent to indicate that such step is any more imminent now than months ago.

The favorable situation in Congress as to prompt action for financial relief is somewhat disturbed in that the Committee on Finance is so strongly in favor of free silver coinage that it proposes to take advantage of the opportunity to report a substitute, introducing the silver question in place of the short-time bond bill. However, the bond bill is not of material importance, and the most to be feared is that there will be introduced matters for discussion which will hinder the more important action for the increase of the revenue receipts.

It has transpired that the difference in the surveys by this country and England of the disputed Alaskan boundary were only about six feet, a difference which will, probably, be amenable to arbitration should it be thought necessary.

### Bank Notes.

Gilbert L. Taylor, for the past nine years with M. L. Stewart & Co., at Owosso, acting for the past three years as receiving teller, has resigned his position to accept that of Cashier in the Citizens' Savings Bank, recently organized at that place.

Detroit banks have recently declared and paid cash dividends as follows: First National, 5 per cent. semi-annual, without taxes; Commercial National, 4 per cent. semi-annual, without taxes; American Exchange National, 2 per cent. quarterly, without taxes; Detroit River Savings, 3 per cent. semi-annual, without taxes—"could have paid 5, but put the balance on surplus;" Detroit National, 2 per cent. quarterly, without taxes; Detroit Savings, 5 per cent. semi-annual and taxes paid; Wayne County Savings, 10 per cent. semi-annual and taxes paid; Preston National, 2½ per cent. semi-annual and taxes paid; People's Savings, 3 per cent. semi-annual and taxes paid; State Savings, 2 per cent. quarterly and taxes paid; McLellan & Anderson Savings, 2½ per cent. semi-annual and taxes paid; Central Savings, 3 per cent. semi-annual, without taxes; Michigan Savings, 3 per cent. semi-annual and taxes paid; Dime Savings, 4 per cent. semi-annual, without taxes; Home Savings, 3 per cent. semi-annual and taxes paid; German-American Savings, 3 per cent. semi-annual and taxes paid; Citizens' Savings, 3 per cent. semi-annual, without taxes; Peninsular Savings, 2 per cent., making 5 per cent., free of taxes, during the year 1895.

It is a curious feature of the State banking business that officers and directors frequently keep their accounts in other banks. This is owing to a provision of the State law which says that all loans made to officers and directors must be reported to the Commissioner. The financial standing of the banks is given in the statements published in the newspapers, but when the statement is sent to the Commissioner the answers to this and other questions are written on the back of the sheet. These reports are filed at Lansing, where any person may see them. Some business men do not care to let the world know how often or how much they borrow, and rather than have their affairs become public, they will have a line of discount at some other bank than the one with which they are officially connected and keep their accounts there. Other directors who, from the nature of their business, are large borrowers, do not wish to have it appear that their principal interest in being elected is to secure loans, and so they go to other banks. Of course, these cases are not the rule, but it seems strange to an outsider that any bank officer would not have a dollar on deposit in the bank to which he gives so much of his time.

Ten years ago Frank F. Fowler went to Chicago from a small hamlet in Ohio. His first position as office boy yielded him \$4.50 per week. He has just disposed of his interest in the Fowler Cycle Co. for \$200,000—a fair return for ten years' effort, arguing that there are still opportunities for hustlers.

The assessed valuation of Cook county, containing Chicago, is less than \$250,000,000. The valuation of Hamilton county, containing Cincinnati, is \$240,000,000. The population of Cook county is about five times that of Hamilton and the wealth still greater in proportion.

### THE MONROE DOCTRINE.

The theory of the European nations that because the United States alone maintains the Monroe doctrine and it has not been formally incorporated in international law, therefore our contention is absurd, is not justified by the history of the nations and the growth of this international code.

It is a code that has been built up by the individual contributions of separate nations. Our very opponent in this controversy, unaided and alone, has had some of the best recognized principles added to it simply because it insisted that they should be so added. So, too, the United States in the second war with Great Britain successfully maintained principles which to-day are conceded to be among the strongest in the law of nations. International law, while containing many humane propositions and charitable provisions, is yet the declaration of force. What the strong nations desire they generally obtain.

The action in Brazil and Argentine in direct line with the action of the United States is the answer of America to this purely perfunctory assumption of Europe. It is a very grievous mistake to suppose that the Western continents are not united in the assertion of this doctrine and that they have not the right to incorporate it in the international code—and they will be found to have the power to make it a codal provision. Europe is making another of its great and proverbial mistakes in opposing us. The result is likely to be that the New World will demonstrate a strength to the older nations which will astonish them and, probably, place the United States in a position to dictate to the world—a consummation of destiny which has long been predicted. Horrible as war may be, it sometimes operates as the handmaiden of civilization in giving that nation the prestige which is the chosen instrument of Providence in working out great and, apparently, unfathomable results.

### The Rights of Customers.

Many salesmen are very deficient in one thing, and one which has lost many a proprietor a good customer. This is waiting upon purchasers "in turn." The majority of people are very sensitive about being overlooked in this way, but yet it is a habit which many clerks have allowed themselves to get into. Of course there are times when, several buyers coming in at one time, the sales person may fail to note the order of their coming and is, therefore, to an extent excusable; but it should be a standing rule for a clerk to note each arrival and wait upon him or her in turn. This is not the small matter some think; on the contrary, it is an important factor in winning popularity and gaining business for your employer.

### Strict Honesty is Needed.

There is only one way to train a clerk in the way of honesty, the way he should go; this is by giving him precept upon precept; by setting him a good example. The boy who comes into a business house with the avowed object of learning the business should have it firmly impressed upon his mind that the property of the store does not belong to him and that he must be as scrupulously honest about a trifle as with the cash drawer. The boy who helps himself to a stamp will very soon present himself with something of greater magnitude. Honesty cannot be too highly glorified. It is the basis of all trade, no matter the line or the volume, and the foundation stone of the only edifice of personal character worth having.

As you behave before your clerks so will they behave behind your back.



## Grand Rapids Gossip

M. J. McDonour will shortly open a grocery store at Kalamazoo. The Ball-Barnhart-Putman Co. has the order for the stock.

The Citizens' Telephone Co. has placed an order for switch boards for 2,000 drops and expects to be able to begin furnishing regular telephone service to its patrons March 1.

The W. T. Hardy boot and shoe stock, at Holland, which was purchased by Hirth, Krause & Co. and Childs, Lee & Co. for \$3,850, has been sold to Hagy & Boge, the Canal street shoe dealers, who will continue the business as a branch store for the present.

The Ball-Barnhart-Putman Co. has issued the handsomest calendar of the season, the design including the building occupied by the corporation, surrounded by excellent portraits of the ten salesmen of the house. The design and execution of the calendar are both superb.

The suggestion of B. S. Harris relative to the formation of a Grocers' Club, to be composed of the leading representatives of the retail grocery trade of the city, appears to meet with a cordial reception, several grocers having signified their approval of the plan and volunteered to identify themselves with the organization, in the event of the suggestion being carried into effect.

Charles P. Limbert, who has for several years conducted a furniture brokerage business in the Blodgett building, has formed a copartnership with H. L. Welch, recently from Montpelier, Vt., for the purpose of opening the largest retail furniture establishment in Michigan. The firm will do business under the style of the Grand Rapids Furniture Exposition, having leased six floors in the Blodgett building, which it will occupy with a full line of staple and art furniture.

### The Grocery Market.

**Sugar**—The market slumped off  $\frac{1}{2}$  c Monday, probably due to the action of the trust in bearing down the price of raws while obtaining possession of the stocks yet in Havana. The market is strong at the decline.

**Rice**—Latest advices from New Orleans indicate a slightly improved demand there, but values are as yet unchanged. A noticeable feature in connection with the market has been the increased offerings of what might be styled a "Hybrid" Japan, the result of an experiment in planting Japan seed in Louisiana. The experiment is evidently not a success, as the grades offered, with a few exceptions, are reported to be of an inferior quality, and it is not at all probable it will be followed up by any further seed importations. These goods made their appearance several weeks ago in a small way, but recently have been offered in pretty liberal quantities. If the experiment virtually proves a failure, the trade will have to rely on the imported article as heretofore.

**Provisions**—The expected hardening of prices with the opening of the new year has occurred, and a moderate advance has taken place along the line. This has been brought about partly from the feeling that recent figures were the lowest and a confidence that the near future was found to show a better tendency. There has been as well, some

falling off in the receipts of hogs, which has also contributed to the improvement. Speculative buying has been a little more general among outsiders, but the packers have been the main buyers.

**Syrup**—The market is firm and there is very little stock to work on, as the refiners are not turning out much; medium grades are particularly scarce.

**Canned Goods**—Despite the fact that the dullness incident to the annual stock taking is upon us, there is a hopeful feeling and the general impression is that any changes in the values will be to a higher basis, owing to the fact that substantially the position of every article on the list is a strong one. There has been a shortage in the pack of most of the various articles, and it is thought that any considerable demand would be followed by an increase in prices.

**Tea**—The limited demand has made a little trade on a steady basis of values, but existing conditions are not conducive to confidence, hence buyers show all the conservatism that has characterized them for so long a time. The heavy stocks held all over give buyers an excuse for holding off, but the general impression is that even this depressing feature will not result in a lower range of values, as prices have declined about as low as they can go.

**Oranges**—The cold weather prevents shipping to country points, consequently prices of California Navels and Seedlings at the Chicago auctions have declined 25 per cent. The fruit is likely to rule exceedingly low during the balance of the month or until all of it now en route is disposed of. Growers and coast shippers will not start many cars until there are prospects of a firmer price, but the effects of the present "break" will soon wear away in the absence of regular shipment.

**Lemons**—The demand is light and heavy arrivals have been instrumental in bringing about an era of very low prices, and there is nothing visible to warrant a belief that much change will take place for some time. The stock is good and prices are low enough to satisfy the most chronic grumbler.

**Foreign Nuts**—There is no perceptible change in price, stock or demand.

**Dates and Figs**—Are easy at last week's quotations and the demand is fair.

### Flour and Feed.

For the most part we have had another quiet week until the close, when inquiries were more numerous on account of the advance in wheat. Prices were well sustained and, in some localities, flour was advanced 10@15c per barrel. The large mills of the Northwest advanced the price of flour Saturday 15c and are very firm in their views. Exports for the week were given out as equal to 3,965,000 bushels in wheat and flour from both coasts, exceeding those of any week in two or three years. Cables were higher and the tendency seems to be toward better values. The output of flour last week among the leading merchant mills of the winter wheat States did not exceed 50 per cent. of their capacity. To be sure, some time was lost for the usual annual inventory; nevertheless, the output shows a scarcity of available wheat supply at many milling points and indicates an inclination on the part of millers to operate only for local requirements. Grand Rapids mills are running steadily and have good demands for their output. Feed, meal and mill stuffs are, practically, unchanged for the week.

WM. N. ROWE.

### The Grain Market.

Wheat advanced during the week and prices were firm, with a better feeling all around. The exports were again large, being 3,227,000 bushels for the week. While receipts in the Northwest are falling off, the winter wheat receipts remain at a low ebb. On the 4th inst. Chicago received 42 cars of spring wheat and only one car of winter wheat, against probably 50 cars of winter the same day in 1895. Cables were higher and the demand was good. The visible showed a decrease of 116,000 bushels, while a decrease of 1,250,000 was expected. Some one made wild fugues again. From now on we may look for decreases regularly, instead of increases. We now have about 18,000,000 bushels less in sight than on the corresponding week in 1895.

Corn took the cue from wheat and was stronger, while oats remained stationary.

The receipts during the week were: 21 cars wheat, 4 cars of oats and no corn—hardly up to the usual number.

The Grand Rapids Board of Trade reports the receipts during the year of 1895 to be 2,674 cars of wheat, 758 cars of corn and 317 cars of oats.

C. G. A. VOIGT.

### Purely Personal.

R. A. Abbott, the Muskegon druggist, is seriously ill with nervous prostration.

Edwin Fallas started Monday for Petoskey via team and cutter. He will follow the towns along the G. R. & I. and return through the towns along the C. & W. M., expecting to accomplish the journey in about three weeks.

Seymour W. Peregrine, who retired from the position of Vice-President of the Grand Rapids School Furniture Co. two years ago and six months later inaugurated the Grand Rapids Seating Co., has been unceremoniously dropped out of the latter institution by the stockholders. Two rumors are current relative to Mr. Peregrine's intentions—one that he will ally himself with the Haney School Furniture Co. and the other that he will cast his fortunes with the embryo school seat factory at Holland. Both reports lack confirmation.

### At the Chicago Cycle Show.

Among the Grand Rapids people at the Chicago Cycle Show this week are the following:

Lewis T. Wilmarth.  
C. C. Follmer.  
James Grant.  
Will E. Martin.  
Chas. R. Sligh.  
C. M. Loomis.  
C. S. Hartman.  
Ensley Martin.  
George Burdick.  
Al. Richmond.  
J. Elmer Pratt.  
Will Jarvis.  
E. G. Studley.  
R. E. Vanderveen.  
Alexander Dodds.  
Frank Escott.  
Julius Berkey.  
R. H. Graves.  
Charles Garfield.

The Ball-Barnhart-Putman Co. has arranged with the Russell & Miller Milling Co. to handle the celebrated "Grand Republic" brand of spring wheat flour and shipments are now on their way.

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

The quickest way to find success is to compare our unprofitable ideas with the successful plans of others.

### Duly Thankful For The Distinguished Honor.

Muskegon, Jan. 6.—In the report of the proceedings of the seventh annual convention of the Michigan Knights of the Grip, held in Representative Hall, Lansing, Dec. 30 and 31, as published in your valued paper of Jan. 1, I discover that I was elected Vice-President for the Ninth Congressional District. Knowing of no surer means that could be employed to reach the large number permitted to attend the convention, and feeling desirous of giving some slight expression of my appreciation of the position bestowed upon me by that magnificent organization, please permit me, through the columns of the Tradesman, to thank the members of the Knights of the Grip for the honor thus conferred upon me. I am aware that "actions speak plainer than words" and shall endeavor to demonstrate my feeling in this direction by carefully discharging every duty incumbent upon me as Vice-President of the Ninth District whenever such duties are signified by official notification.

I deem it not out of place, in connection herewith, to speak in laudatory terms of the complete and praiseworthy report of the convention as given by the Tradesman. There were, doubtless, quite a large number who, like myself, were prevented by unfavorable circumstances from being in attendance, and such a report of the proceedings as given by the Tradesman was extremely pleasurable and satisfactory.

With this modest bow to the Michigan Knights of the Grip, and sincerely wishing for the Tradesman in the future what it has proven itself worthy of in the past, I shall continue to remain,

Yours truly,  
WM. M. AVERILL.

### Mr. Morris Re-elected Secretary of the M. C. T. A.

Detroit, Jan. 4.—The first regular monthly meeting of the new Board of Trustees was held at the office of the Association to-day, all being present as follows: Jno. McLean, G. S. Valmore, L. Williams, Jos. T. Lowry, J. A. Murray, Geo. B. Hutchings and President J. F. Cooper. The Secretary called the meeting to order and, after the roll was called, Jno. A. Murray was made the unanimous choice of the Board for Chairman for the ensuing year, after which the election of Secretary-Treasurer was in order and D. Morris was elected to fill the position and Dr. J. G. Johnson was elected Examining Physician. The chair appointed as Finance Committee of the Board S. H. Hart, Geo. G. Bogue and Jno. Freeman. There were three applications for membership which were approved and, after talking over matters of business pertaining to the Association and considerable visiting and smoking, the Board adjourned to the call of the chair.

D. MORRIS, Sec'y.

The Red Book Furniture Commercial Agency, for which the Commercial Credit Company of Grand Rapids are the agents, are delivering the January reference book. This company has renewed for 1896 business all the 1895 contracts and has secured several new ones.

A Delaware man sent this rather mixed order to his merchant recently: "Send me a sack of flour, five pounds of coffee and one pound of rice. My wife gave birth to a big baby boy last night, also five pounds of corn starch, a screw driver and a fly trap. It weighed ten pounds and a straw hat."

The Russell & Miller Milling Co., of West Superior, Wis., has opened an office at this market with the O. E. Brown Mill Co., which has been appointed agent for the mill for Western Michigan.

The bravest man would not attempt to lick a postage stamp if he knew how much condensed dead horse was used in the manufacture of mucilage.



## Hardware

### TRICKS OF SHOPLIFTERS.

#### Artful New Schemes for Reaping a Harvest.

From the New York World.

This is the season when the enterprising shoplifters are "lifting." The Christmas display of goods this year at the large stores is unusually tempting, and the kleptomaniac is in her element. For years a vigorous warfare has been waged between the professional kleptomaniacs and the shop detectives. Taking all things into consideration, the kleptomaniacs are ahead at this writing.

When the habit of pilfering from shop counters became pretty well established in this city, some dozen years ago, a number of the most prominent merchants made an effort to protect themselves by engaging detectives whose sole duty it was to lounge about the premises from morning until night, with eagle eye alert, waiting to pounce upon some guilty thief who should be caught in the act.

This move was met by the shoplifters, most of whom were women, by adopting what is now known by the police and the profession as "the shoplifters' skirt." This consists of an extra skirt of generous proportions, which is worn, underneath the outer skirt. It is provided with a long slit at one side, opening into a capacious pocket. Skillfully managed, a pocket of this sort will accommodate a great quantity of goods.

But the watchfulness of the detective compelled the shoplifters to devise other schemes to avoid detection.

Among the earlier inventions was a small baby with a very long dress. A baby in itself in the old days, would serve to avert suspicion. Nowadays it would only serve to arouse suspicion. For it is a well-known fact that a year-old baby is quite unable to utilize all the garments which usually, and for some unknown reason, envelop its person. Nothing would be easier than for the mother to store away in these yards of useless folds various articles taken surreptitiously from the bargain-counter.

The infant could be handled tenderly in the left arm, with its feet and the bottom yards of its dress hanging aimlessly over some choice goods. The right arm of the mother would be, of course, disengaged. After a few moments she would leave the counter and walk away to another part of the establishment, and a keen observer might notice that some things which were on the counter before had disappeared. Apparently, those infant feet possessed some remarkable magnetic power.

No shoplifter of intelligence would now attempt to abstract goods in this manner. A woman with a baby in a crowded store, especially at this Christmas season, is an object of curiosity by more than one pair of eyes. She would have to employ a cunning far more perfect than any that would have satisfied Mr. Fagin in order to take stolen goods out of the store unobserved by the detectives.

Next in date to the shoplifting baby was the garter trick. This is a cumbersome and rather ineffectual method of concealing and making way with the stolen goods. The garter is made of strong elastic, clasped below the knee, and is provided with a number of hooks, on which the stolen articles are hung. The limitations of this device will be noticed at once by every thoughtful person. None but small, light goods can be taken by this method.

Moreover, every act of stealing involves a stooping down and arranging of the stocking, which, for obvious reasons, is inconvenient. It is said that the shoplifter's garter has been used with some success in France. A lady who was detected wearing one of these garters had hung on the little hooks the following goods: A gold chain, a pair of sleeve buttons on a card, a silk handkerchief and a bit of valuable lace. When accused of the theft the woman

confessed, but attempted to mitigate the crime by claiming to be a kleptomaniac—one of the sort that go about carefully prepared and equipped to satisfy their queer passion for putting themselves in possession of other people's property.

The glove trick is more convenient than the garter trick, but its scope is similarly limited. The shoplifter, in working this trick, carries a pair of gauntlet gloves in the left hand, so disposing them that the wrist opening of the upper glove is flapped open like the mouth of a small bag. As the thief approaches the counter (usually the jewelry counter) she picks up a ring in her right hand and examines it intently. Gradually she moves it about until she holds the ring directly over the opening in the glove and about a foot above it.

When the clerk turns his head she lets the ring fall into the opening and examines a second ring, which she had picked up with the first one, but has heretofore kept concealed under her fingers. After a time she lays the second ring down, saying she does not like it and walks away.

Next to the baby trick the umbrella trick is about the easiest to work in a crowded store. The operator sides up to a counter, places her unfastened umbrella, handle up, in a proper position, and then sweeps the things off with a careless motion, keeping her eyes turned in another direction. Like the baby, however, the umbrella is very apt to arouse suspicion. Moreover on a rainy day it has its inconveniences. More than one shoplifter has been caught at this trick as she walks out into a pouring rain without raising the umbrella (an act which will instantly attract the attention of a detective), or by raising the umbrella in a forgetful moment and thereby unloading and exposing the results of a day's hard work.

All of the methods mentioned, which are known to the police and the profession as "histing tricks," have enjoyed their days of usefulness. They have given way to others, which are new, and less likely to attract attention. One of these is the false-bottomed shopping bag, made expressly for shoplifting purposes. In appearance, the bag differs in no way from an ordinary bag.

The method of using the bag is very simple. The bottom is composed of two flaps of stiff leather, working on little hinges and opening in the middle like the false pictures through which the clown and the harlequin are wont to dive in the Humpty Dumpty shows. These flaps are neatly fitted together and are held down by a stiff steel spring.

Armed with this ingenious arrangement, the shoplifter takes a seat in front of the counter, and, according to the description of one who has seen it work, "holding the handle of the bag, she lets it lie in her lap with the bottom pointed towards the counter. The fact that the bag is clasped shut at the mouth, throws off suspicion, and when the clerk's back is turned the operator rapidly draws towards her the article she wants to steal and shoves it through the little doors that form the false bottom. The strong spring inside the bag forces the bottom back into place, and to all appearances the bag is as empty as before." The bag may be comfortably filled without opening the clasp.

The shoplifter's stick is one, the use of which is confined almost entirely to male "lifters," as it is meant to look like a cane. It is very simple. The end is provided with a little sharp-pointed hook, capable of seizing any thing like a handkerchief or a pair of silk stockings. The stick is employed for long-distance pilfering, and with its aid the operator may possess himself of objects behind the counter. It may be argued that such a contrivance would immediately attract attention. But this is not so. Nothing is more common among men at big stores and in art galleries than to point at things with their canes. This is so customary in the stores that shop detectives would pay no especial attention to a man pointing with a stick.

A professional shoplifter of the name

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



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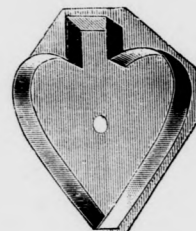
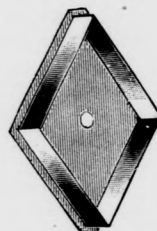
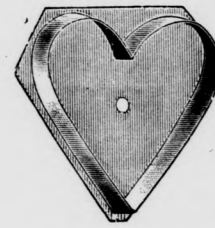
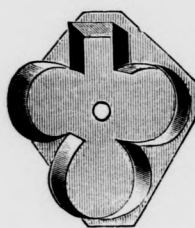


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GRAND RAPIDS, MICH.



of Marie Jennings was caught some time ago "working a game" that would have appalled by its daring nature many a pilferer of the sterner sex. Miss Jennings had armed herself with a capacious black bag, fully a yard wide and equally long. This bag had an opening at the right side, into which the goods could be easily slipped. A drawstring at the top gathered it slightly and also was the means of fastening it about the operator's waist. Thus equipped, Miss Jennings strolled blithesomely about the establishment, plucking a pair of stockings here, a piece of cloth there, and so on. She was at length pleasantly but firmly informed by the manager that the store was not a fair and grab-bag entertainment, and Miss Jennings, much to her chagrin, was obliged to surrender her profits and lodge in prison for some months.

The "professional" shoplifters usually work in pairs, one standing guard while the other appropriates the goods. It is for the purpose of catching the professionals that the shop detectives are employed. Amateurs may usually be found out by the salespeople or floor-walkers, simply because they lack the skill that comes from practice. One who has never stolen is very apt to show some sign of guilt in the face immediately after the theft has been committed.

Yet comparatively few of the total number of "lifters" are caught and prosecuted. A large number, of course, pilfer successfully and escape. Others are caught after stealing a few trifling objects, and as they are in most cases unused to crime, the managers are content to let them go, being assured that they will not do it again.

The discussion of shoplifting suggests an interesting question in what may be termed "average morality." Out of a given number of persons, none of them a criminal, how many would commit a theft if he were fairly sure of not being found out?

A prominent merchant in New York declares that ten out of every hundred would be unable to resist the temptation. Possibly this proportion is too large, but it is certain that the big dry goods stores offer a serious temptation to thousands of persons by the lavish and apparently careless display of goods.

Many shoppers, even though the thought of stealing has never entered their minds, are almost, as it were, invited to pilfer. The temptation is especially hard to resist in the case of women in want. Some women have been detected who stole stockings and garments for their children, who would otherwise have been without clothing. It is known that such culprits have, in most instances, been allowed to go unpunished.

**An Essential Quality.**

One of the most essential qualities of the successful clerk is the art of influencing others so as to interest them in his purpose. A knowledge of human nature, a flowing address and easy manners are a means to this end. It may be true, as has been said, that easy manners are a gift of nature, but it is equally true that they can be acquired by persistent effort. Certain it is that easy manners are a most essential element. It is well known that smart, intelligent and industrious young men often prove almost complete failures as salesmen, while others apparently possessing less capacity go away ahead of them. The first class may be hard workers, and yet the results are not satisfying, and disappointment is the outcome. What can be the fault, while others who are below them in natural intelligence and acquirements succeed without difficulty? It means that the first are lacking in easy manners. A good salesperson naturally yields to the moods and opinions of those with whom he comes in contact, and can adopt, with no apparent effort, the tone of those whom he desires to win, without being at all hypocritical or becoming a wily flatterer.

Worry is one of Death's best drummers.

**The Proposed Trade-mark Law.**

The question of having a uniform trade-mark law throughout the United States is the subject of an important resolution that will be acted upon by the National Board of Trade at its annual conference this month. The resolution, which has been adopted by the New York Board of Trade, will be presented to the National Board upon the occasion of its meeting. A leading trade-mark attorney, and also a member of the Board of Trade, has expressed the opinion "that there is everything to be gained and nothing to be lost by the passage of this resolution. There is no Government record kept to-day except of trade-marks used in foreign commerce. Our domestic trade is of infinitely more importance than our foreign commerce, yet it is unprotected. All other countries, even Japan, have their trade-mark laws and impose severe penalties for infringements. It is of the utmost importance that legislation looking to the adjustment of the matter should be pushed."

**Bustle is Not Business.**

There are merchants who think they must be on the rush all the time in order to reach success, and imagine that persistency is ability. Take the case of the firm, all of whose members except one were at their desks early and late; the one alluded to would come in and spend an hour or two giving advice or issuing orders. This did not please the remaining members of the firm, who considered him an idler and resolved to dispense with his services. The result was that in the course of six months' time the firm was bankrupt, it being plainly discernible who had furnished the brains of the concern.

**The Reason They Fail.**

The man who purchases an article for one dollar and sells it for ten cents' advance, may delude himself in the belief that he made ten per cent. on the transaction, but such is not the case. Rent, taxes, insurance, interest on investment, wear and tear, traveling, bookkeeping, stationery, and other miscellaneous expenses must be deducted from that ten cents. We know quite a number of men doing a small business on the ten per cent. basis, who wonder why they are always hard up. These are the men who fail, without knowing just why.

**One Way of Advertising.**

It is not a bad plan to have a window filled with articles incident to the trade and place a price upon them, say 25 cents, 50 cents, or \$1, as the case may be, thus giving a selection and showing patrons what can be bought for this amount; for there are people who, seeing these articles before them with the price attached, will come in and buy, when otherwise they might not give them a second thought.

**Cut Him Off Short.**

"I trust," began the seedy customer, argumentatively.  
"I don't," responded the grocer, decisively.

Somehow the conversation languished after that.

**A Matter of Choice.**

I'd rather be a grocer  
Than be a grocer's clerk,  
I'd rather boss the premises  
Than do the dirty work  
I'd rather wait on ladies  
Than fill molasses jugs,  
And chat with pretty servant girls  
Than clean the front door rugs.

"I have learned from observation that three things surely happen to a man who works steadily without relaxation. In the first place he becomes nervous, irritable and hard to get along with. In the second place, the grade of his work falls off, and he is liable to err in his judgment. In the third place he dies suddenly. It is an uncontrovertible law of Nature."—Chauncey M. Depew.

Teach your clerks as though you were not teaching them

**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.....	50&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&1
MILLS	
Coffee, Parkers Co.'s.....	40
Coffee, P. S. & W. Mfg. Co.'s Valcables.....	40
Coffee, Landers, Ferry & Clark.....	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.....	60
8.....	75
7 and 6.....	90
4.....	1 20
3.....	1 60
2.....	1 60
Fine 3.....	65
Case 10.....	75
Case 8.....	90
Case 6.....	75
Finish 10.....	90
Finish 8.....	10
Finish 6.....	70
Clinch 10.....	80
Clinch 8.....	90
Clinch 6.....	1 75
Barrel 3/4.....	
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.....	60
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  
Manilla..... 9 1/2

**SQUARES**  
Steel and Iron..... 80  
Try and Beve's..... 20  
Mitre..... 20

**SHEET IRON**  
Nos. 10 to 14..... com. smooth. com. \$3 50 \$2 60  
Nos. 15 to 17..... 3 50 2 80  
Nos. 18 to 21..... 3 65 2 60  
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 act. 19, '86..... dis 50

**SASH WEIGHTS**  
Solid Eyes..... per ton 20 00

**TRAPS**  
Steel Game..... 60&10  
Oneida Community, New house'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  
Anneal d 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 3/4

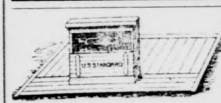
**SOLDER**  
1/2&1/2..... 12 1/2  
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.

**TIN—Melyn Grade**  
10x14 IC, Charcoal..... \$ 6 00  
14x20 IC, Charcoal..... 6 00  
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, All way Grade..... 4 75  
14x20 IX, Charcoal, All way Grade..... 5 75  
20x28 IC, Charcoal, All way Grade..... 9 50  
20x28 IX, Charcoal, All way Grade..... 11 50

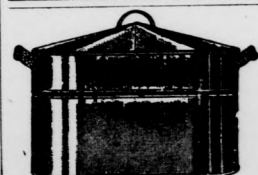
**BOILER SIZE TIN PLATE**  
14x56 IX, for No. 8 Boilers, 1 per pound.... 9  
14x56 IX, for No. 9 Boilers, 1 per pound.... 9



**Scales!**

Buy direct and save middlemen's profit. Write for prices and description before purchasing elsewhere. Scales tested and repaired. Satisfaction guaranteed.

**GRAND RAPIDS SCALE WORKS,**  
30 & 41 S. Front St., Grand Rapids.



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



# MICHIGAN TRADESMAN

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 8, 1896.

## CITY DEATH TRAPS.

It is a curious observation that when a calamity of a particular kind occurs it is usually in a series of several similar ones. Now it will be a series of railway train disasters; then a series of shipwrecks, mine disasters like those occurring some weeks ago, and then such a series of disasters by explosions and fires in city buildings as those filling the papers recently. Usually these occur without any connecting causes, unless it might be a series of storms in the case of shipwreck. The present series of building horrors seems to be without connection, save coincidence, and yet there may be causes of the increase in numbers of such disasters.

Two of them, the most notable, perhaps, were caused by explosions. The Detroit horror was the consequence of conditions liable to be repeated in thousands of places in the large cities all over the country. Whether that instance is to be charged to drunkenness on the part of the attendant or whether the boiler was defective, may never be known; but either of these causes makes such catastrophes imminent everywhere. The wonder is that they do not occur oftener. The boilers in city buildings are of all ages, many of them on the brink of dissolution. There is no system of inspection, and of condemnation when necessary, that is more than a farce in many cities. The wonder is that their noisy exits from their spheres of usefulness are not more frequent on account of senility.

Then as to their attendants, there is almost no regulation as to reliability or fitness. The cheapest engineer(?), perhaps a half grown boy, or a semi-invalid, or even one addicted to occasional speers, is put in charge, when a little boyish carelessness, an untimely nap or drunken recklessness may mean the loss of many lives and much valuable property. State and municipal regulations should obviate this danger and insurance underwriters should see that such regulation is put in force.

The recent explosion of fire-works in St. Louis is a case that should especially interest every owner of city property similar to that destroyed. In the manufacture and handling of gunpowder care is taken to divide it into small quantities and to isolate it from anything it could damage. Fire-works are almost as dangerous as gunpowder, yet there was stored together, if reports are correct, enough to be insured for \$20,-

000. It is probable that few of these so quickly hurled into eternity knew they were working in proximity to such a deadly power. And the question is suggested as to how many other similar mines are waiting to be sprung in every city.

The fire trap is doing its deadly work so constantly it almost ceases to provoke comment. There are constant reports of fatal fires, occasionally varied by such an incident as the theater horror, caused by defective construction, in Baltimore a short time ago. There seems to have been an epidemic of such occurrences the past few weeks. It is to be hoped that some good may come out of it, in that public attention will be turned to the question of remedying the conditions that make such criminal destruction of life and property not only possible but common.

## THE NEW BATTLE-SHIPS.

The Navy Department has, finally, awarded the contracts for the two new battle-ships authorized by the last Congress. Both the vessels will be awarded to the Newport News Ship-Building Co., of Newport News, Va., that company having bid \$2,250,000 for each of the vessels, the lowest bid made.

According to the terms of the law authorizing the ships, one of the vessels was to be built on the Pacific Coast, if a satisfactory bid was received from that quarter. The Union Iron Works, of San Francisco, bid for one of the vessels, but its bid was so much higher than that of the Newport News Co. that Secretary Herbert did not consider that due regard for wise economy would permit of one of the vessels going to the Pacific Coast at an extra cost of nearly a half-million dollars. The Secretary also decided that he could not in justice permit the competing companies to scale down their bids to the level of that of the successful bidder, in order to secure the contract for one of the ships on the basis of the successful bid.

The Newport News Co. has not yet built a battle-ship, the Cramps and the Union Iron Works having had a monopoly of that work so far. The company is, however, well-equipped for the work, and will, without a doubt, turn out as fine ships as any the Government now possesses.

The bid of the Newport News Co.—\$2,250,000—is the most reasonable the Government has yet received for a battle-ship. Congress actually appropriated as much as \$8,000,000 to cover the cost of both ships, while the bid shows that they can be built for a very much smaller sum. This proves that the cost of constructing all classes of vessels has been very much reduced in American shipyards in recent years. This smaller cost is due to the greater experience with such work acquired by the shipbuilders, keener competition, and the accumulation of the necessary skilled labor and proper plants.

One of the new battle-ships will be named Kearsarge, to retain that historic name on the navy list. The other vessel has not been named. It is expected that Secretary Herbert will ask Congress to allow him to accept the bids of the Cramps and of the Union Iron Works, and will authorize four new battle-ships of the same general type as the Kearsarge. The bids were all so low that Secretary Herbert believes that it would be wise economy to accept all of them.

Try and think as much about business when out of the store as you do of your pleasures when in the store.

## RAILWAY FARES.

The Americans are said to be the most wasteful people on earth. The ease with which money is acquired as compared with Old World countries gives it so small value that its foolish expenditure is little thought of. And this is not only the case with the natives of this country but those coming among us, from countries where the labor equivalent for money is much higher, as a rule, fall into the same wasteful carelessness.

Perhaps in no way is the American prodigality more manifest than in the methods of transportation, especially the railways. With a system greatly overgrown by speculative building and the maintenance of the most extravagant flying palaces, made necessary by competition, and a train service greatly in excess of the actual requirements, the railway tariffs, especially for passengers, are an arbitrary tax not at all in proportion to the proper cost of the service. That the people put up with such a costly system may be accounted for partly that it is so much cheaper than old modes of transit and partly that economy is an unknown science.

The average train load in this country is placed at about forty persons—two-thirds the proper number for a single coach. It is estimated that American passenger locomotives are worked to not more than one-tenth their capacity in the carrying of passengers and that the cars average about one-eighth of what they might carry. Thus every passenger must pay for an average of eight empty seats, which if filled would add a mere trifle to the actual cost of the train service.

A forcible illustration is found in the railway excursion business. Every special excursion train costs more for operation than the regular trains. Special crews must be provided, extra cars and locomotives brought to the locality and special care must be used to prevent accident or interruption to regular trains. Yet it is well known that handsome profits are realized from rates but a small fraction of those charged for regular service. It is recorded that excursions have been carried for three-tenths of a cent per mile realizing profits double those of the average passenger traffic of the country.

The present rates of fares are not too high for the expense of the service, and the number of passengers carried. The earnings of the roads are largely from freights, the passenger service in many cases being scarcely self-supporting. The only justification of the present extravagant methods must be found in the requirements of trade, in the accommodation of the vast army of traveling salesmen, and the railroads can afford to do much for them on account of freight considerations. The present system is the best they could ask. A less number of trains would greatly increase the time required to reach customers. Reduced fares would mean more visiting of distributing centers by buyers, so that, aside from some complaints as to interchangeability of tickets, they are very well satisfied with the system as it is, extravagant though it seem.

## DULL, WITH BETTER PROSPECTS.

The period of January settlements and accountings is always dull as to actual business and is attended by a sharp increase of business failures, this year amounting to 403 for the week against 316 the preceding week. The continued dullness in mercantile circles is suffi-

ciently accounted for by this fact and the further cause that travelers are all in and attention being given to preparation of samples and data for next year's business; it is encouraging, therefore, that in the grain markets, which are not affected by such causes to so great an extent, there is a decided advance and strengthening of tone which extends to pork, sugar, petroleum, cotton, wool and hides. The advance in cotton has held cotton manufactures firm and hides have strengthened the shoe market.

The iron outlook is not so favorable, pig iron and steel having declined 25@50c per ton. This is accounted for by the unprecedented production which must be lessened to avoid serious results.

The condition of the money market has been more favorable than was anticipated, as trade seemed to be prepared for stringency. The prospect of a bond issue was the principal strengthening element which caused a decided movement of gold from Europe.

More importance is likely to attach to the international exposition to be held in Mexico next September than has been generally considered. It will be the first opportunity for a complete display of the resources of that wonderful country and it can hardly fail to attract a notice that will lead to a greatly increased exploitation. In all that makes Southern California desirable for the tourist and seeker after mild and healthful climate Mexico excels, and in addition presents some of the most beautiful and grand scenery in which the most populous and accessible places of sojourn are embosomed. Then taking into consideration the fabulous mineral and agricultural wealth, which, though celebrated for nearly 400 years, is hardly yet discovered, a successful exhibition of this kind can scarcely fail to attract American enterprise and the attention of capitalists. Enterprise has always been the great need of Mexico and this will prove the Aladdin's lamp in the development of untold wealth.

The decided disapprobation with which the American people have received the German Jew baiter, Ahlwardt, seems to have put an effectual damper on his mission, as he has dropped out of the public mind entirely. The effect of this anti-Semitic attempt not in accordance with the wishes of its projectors, will be a juster appreciation of the real value of the Jew as an element in our commercial, social and intellectual life. It needed something of this kind to awaken the public to a sense of the fact that the long-despised and down-trodden Jew has reached a degree of emancipation which makes him more than a peer of his fellows in public spirit and in enterprises for the uplifting of the poor and needy. The mission of Ahlwardt is a success.

Among the matters pressing for immediate attention from Congress is that of Cuban recognition. The remarkable success of the insurgents during the past few days in putting the Spanish capital in a state of siege has placed the justice and advisability of action on the part of Congress beyond question or the need of discussion. In view of this situation and the fact that there is the humane consideration of saving unnecessary bloodshed, it would seem inexplicable that action should be long delayed.

Clerk and shirk may rhyme, but they don't sound well together.



**RESTORATION OF CONFIDENCE.**

That the American railways have begun to increase their business and earnings, after the terrible trade depression succeeding the financial panic of 1893, is a noteworthy fact. The Chicago Railway Age prints a statement of the earnings for eleven months of 1895, ending Nov. 30, of 112 American railways, aggregating 84,000 miles, or 47 per cent. of the United States mileage. The figures show earnings amounting to \$400,413,913, which is an increase of over \$19,325,000, or about 5 per cent. over the results of 1894.

The authority quoted considers this to be decidedly encouraging, especially as the increase in the last few months has been much greater than in the first part of the year, showing that the work of recuperation is gaining strength. But when it is remembered that the same roads in the corresponding period of 1894 suffered a decrease of some \$50,000,000 compared with the preceding year, and that 1893 in turn showed a considerable falling off in comparison with 1892, it will be seen that our railways are yet a good ways from recovering the position as to amount of gross earnings from which they descended three years ago, notwithstanding the addition meantime of between 5,000 and 6,000 miles of new lines. But it is to be remembered, too, that operative expenses have decreased in the same time, so that when net earnings are made known the improvement will prove to be somewhat greater than the statement of gross earnings indicates. It is seen that, of the 112 lines reported on, eighty-three show a gain and twenty-nine an decrease.

Railroad traffic most strikingly gauges the character and amount of business done. When times are hard, and many people are out of employment, the consumption of all products is greatly reduced, and, as a consequence, there is a corresponding falling off of business of every sort. Let it be supposed that, on account of the hard times, the people of the United States are forced to economize in the article of bread to the extent of two ounces per day to each head of population, or a pound a week. It would result that about 70,000,000 pounds of breadstuffs less than the usual amount would be bought and sold and transported each week of the year. A similar economy in other articles of food, in clothing and in all other necessities would cut off an enormous amount of business.

That such enforced economy occurs whenever there is a season of great industrial depression must be plain to every observer, and the conditions which force great numbers of people to reduce their expenses and to practice a daily economy in the food they eat and in the clothes they wear create an enormous deficit in the average of the various branches of commerce, and it is most readily seen in the immense falling off of the business of the railways. The cutting off of an ounce of bread or meat, or a spoonful of sugar, from the daily food of each head of population, the wearing of old clothes where new cannot be afforded, all seem a very small affair; but in the daily consumption of a vast population it means a reduction of business to the amount of many millions of dollars and many thousands of tons of merchandise, and a vast deficit in the comfort and welfare of the people.

If every one of the 13,000,000 families in the United States had been able to have a turkey on the dinner table

Christmas day, there would have been an instantaneous demand for 13,000,000 fowls, and, allowing that the birds would have averaged a cost of \$1 each, there would have been \$13,000,000 spent in one day for turkeys alone; but there were millions of families that did not have turkey for dinner, because they could not afford it. Suppose there had been a turkey and a plum pudding on every dinner table in the United States yesterday. These two dishes would have created an increase in business to the amount of many millions of dollars.

Certainly there was no reason but that of poverty that prevented such a state of things, and yet there were in this great, rich country millions of people who had no better Christmas dinner than they had on the day previous.

There can never be any general prosperity in this country until there is a restoration of confidence in the stability of the public finances. Then, with a reign of peace, all industries will be actively carried on, and all the work people will be earning wages. Then they can eat enough to satisfy nature and have decent clothes to wear, and will be able to afford some luxuries for their families. When it is realized what terrible misfortunes have grown out of the financial panic of 1893, and that this destructive panic was the result of the unsettled condition of our finances, it ought to teach the people what a dreadful thing it is to destroy confidence in the finances of the country.

A newspaper recently offered a prize of \$100 for the best answers to the question how could a woman with a cash capital of \$100 best embark in business. Hundreds of replies were received to this interesting query and among the schemes suggested that met with the favor of the judges as being practical was home hair dressing and barbering, making a specialty of home made bread, soliciting the coal trade of neighbors, gardening, a new scheme for selling groceries, raising small fruits, raising onions, a laundry for fine work, and a store for pure table supplies. Not all the women who suggested these various plans claimed for them that they were any more than theories in which there might or might not be money. Several, however, declared that they had tried gardening, flower and onion raising and found them profitable occupations which women could carry on with little capital.

The handbill nuisance is a plague all over the country. It is the meanest and least profitable form of advertising. A Chicago man writes as follows to the Tribune in that city: "Would you again kindly mention in your paper that our city council may be advised of the general objection of property-owners to the nuisance of having their letter-boxes daily stuffed with the so-called advertisements, so that no benefit can be had from the boxes. We certainly deny the right of unprincipled downtown distributors to appropriate our private property for their profit. The men they send out are of the ordinary class of insolent tramps and visit our homes at the time of day when men are absent, and abuse ladies of the house, if ordered off their porches."

At the end of life we discover that we have passed nearly one-half of it in being happy without realizing it, and the other in imagining we were miserable.

It takes constant contact with the world to cure an optimist.

--- Nothing Like ---

# Manitowoc Peas



## Green Peas all the Year.

Pronounced by the best people equal to fresh Peas from the garden.

Nothing to compare with them in the market.

Wherever **Manitowoc Peas** have been tried, French Peas have been abandoned.

We are the largest packers of handpicked fancy Peas in the country. Superb in quality, reasonable in price. You can't afford to pass them.

FOR - SALE - BY - ALL - LEADING - WHOLESALE - GROCERS.

# COMPUTING SCALES

MORE THAN 19,000 IN USE,

At prices ranging from \$15 upwards. The style shown in this cut

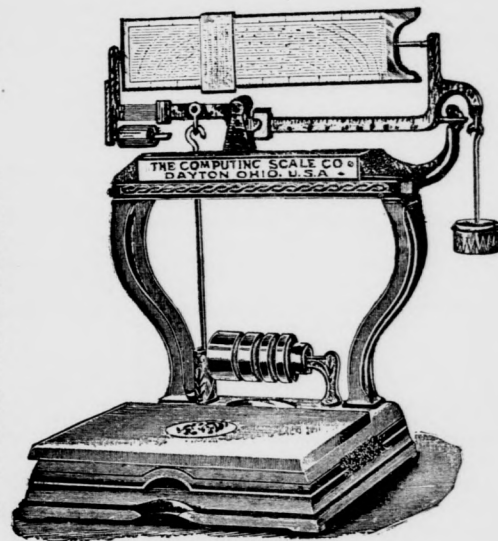
**\$30.00**

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.



## Getting the People

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

Puns used as a means for Getting the People is not one of the best methods, certainly, but they may be, occasionally, used in an advertisement with good effect. Some of the best of this class may serve as hints for your next advertisement.

A manufacturer of infant's food has a baby on top of a can of the article, with the legend below, "Raised on It."

A certain brand of soap formerly used a picture of a Sister of Charity, with the terse sentence, "Nun Nicer."

The spinning top has been quite successfully used, and a large one makes an attractive window. The article advertised will always be "on top."

A portrait of a parrot, holding the article to be sold in its mouth, might easily be made to convey the idea that it "fills the bill."

"A Two-Foot Rule" is certainly applicable to boots and shoes, and ought to work both ways.

It cannot be called egotistical, if it is a fact, for the baker to say he is the "best bred man in town."

It doesn't often happen that a man's name is so apropos for a business local as the following, but I happen to know a case that will exactly fit: "Don't go fishing until you buy a hat of Bass—the fish will bite better. Bass' hats catch 'em all."

A man out West who sells small sections of terra firma says, "Do you want the earth? I have 'lots' of it for sale."

From the Ionia Standard.

## This Business

**Wasn't Built in a Day, but 'Twas Built to Endure.  
'Twas Built Honestly,  
Has Grown Honestly,  
Is Growing Honestly.**

We've been pegging away 23 years, giving our time, thought, energy to better store keeping.

**Wider Stock Offering,  
Better Value Giving,  
Lower Price Asking.**

Our tools have been whetted on the stone of experience. Our chisels have been sharpened by earnest endeavor. Ambition has transformed the Phantom of Possibility into Successful Reality.

**The Goods Speak for Themselves.  
The Prices Make Their Own Speeches.  
You Will Do the Rest.**

A. S. WRIGHT.

The recent street car strike in Philadelphia has developed some novel advertising. Some of the big establishments chartered all the conveyances they could procure and gave free transportation to their customers. One firm got out some large cards saying, "I will walk, and in the future buy all my—of—."

\* \* \*

Bath rooms are advertised less, I believe, than any other known business except counterfeiting, although why I don't know. How easy it is to say, "What's nicer than a good bath? It refreshes, gives health and tone to the whole system. My bath rooms are clean, convenient and luxurious in

every way and my rates reasonable. No hurry, no crowding, no waiting." I believe such an advertisement would pay.

From the St. Ignace Enterprise.

### The Workingman's Wife.....

Will find that a dollar will buy more at our store than a dollar ever bought before. This is a broad statement, but it is true, because everybody who has "been the rounds" of all the stores says the same thing. The only way to account for this lowness of prices is the fact that a little profit is all we expect.

Money is money, you know. The more you save on Dry Goods, the more you have for the savings bank or any other purpose.

**MULCRONE BROS.,**  
The Honest Merchants.

In the larger cities, the "living picture" is being used very extensively in the show windows. Action is introduced in nearly all cases, and there is no reason why such advertising should not be profitable for the merchant in the smaller places. A firm in Boston has a young man in the window manipulating dumb bells—this catches the ladies. In another window is an attraction for the sterner sex—a young lady, sewing with a machine. A rug weaver serves to attract the passer by in one window, while a young man made up as an automaton, very cleverly disguised, keeps the public guessing whether he is alive or not. A pretty doll, peeping over a small rope, has a card above which says, "Look over our line of perfumery." These things are all simple in themselves, but they Get the People better than many more difficult and expensive ways of advertising.

\* \* \*

Some of the Grand Rapids street car signs are interesting reading and contain good hints. A coal firm says, "—coal will make it hot for you this winter." The picture of a stylishly dressed man in front of a large red "W," with the words, "We have no other business except tailoring," serves to attract a good share of notice. The advertisements of the Fuller & Rice Lumber Co. show a large amount of originality and the pictures used are, apparently, the last thing which could be utilized in connection with lumber. A piquant young lady in red, with a number of pots of jam, the labels being "Door Jams," "Window Jams," etc., says, as nearly as I can remember it, "Filled up on our kinds of jams." another equally vivacious maiden states that her "Inside Finish" is all right because it came from the Fuller & Rice Co.'s yard. "The Proper Cap," is a young lady executing a dance step; she says, "The proper caper is to always buy your shoes of—, and then you can dance." When a person at dinner says, "Kindly pass the cotosuetdidit," don't think him insane, but give him a piece of cake at once. This expression bids fair to outrival "Good morning, have you used—" The advertisement of "Recamier Cream," in the street cars, I don't like. It is a picture (supposed) of Madame Recamier, her shoulders and bust exposed, lying upon a couch. It is not a picture for innocent girls, or boys, either, to gaze upon. While the old saying, "To the pure all things are pure," may be popularly supposed to apply, yet I think any self-respecting mother would resent this placarding of a suggestive picture before the eyes of her daughter. In advertising, purity of expression and thought is absolutely essential.

FDC. FOSTER FULLER.

## Voigt, Herpolsheimer & Co.

Wholesale Dry Goods.....

GRAND RAPIDS, MICH.

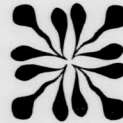
Keep Your Shirt On



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

We shall open in January one thousand pieces of

## HARMONY PERCALES

in all the newest colorings, 36 inches wide to retail at 12½¢ per yard, the only **fast color** percale in the market at the price, put up in 25 yard lengths, for which we are agents in Western Michigan.

## P. Steketee & Sons,

GRAND RAPIDS.

Eat, Drink ..And Be Merry..



AT PECK'S CAFE,

Finest Restaurant in the City.....

100 Monroe Street, GRAND RAPIDS, MICH.

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

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

Business Established 1877.

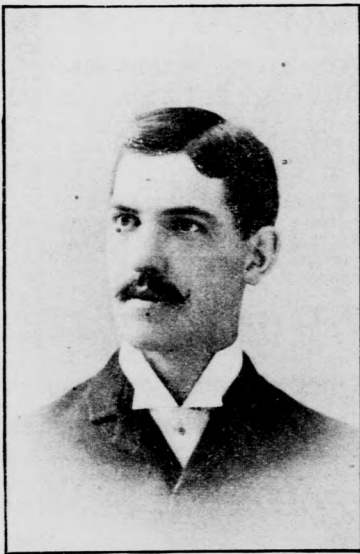
Grand Rapids, Mich.



**SUCCESSFUL SALESMEN.**

**John B. Orr, New England Representative for Swift & Company.**

John Baldwin Orr was born at Otumwa, Ia., September 11, 1865, being the second of a family of eight children. He attended the public schools of the place until he was 13 years of age, when he entered the employ of John Morrell & Co., pork packers, as cash boy, remaining with the house twelve years, during which time he occupied, successively, the positions of messenger boy, billing clerk, time-keeper and traveling salesman, seven of the twelve years being devoted to the latter occupation, the territory covered being Western Iowa, Missouri, Kansas, Nebraska and Colorado. Thos. D. Foster, the managing director of the house, was a sturdy Englishman, and to his constant warnings and advice Mr. Orr attributes much of his subsequent suc-



cess. Mr. Foster was wont to remark to the young man, "There are no short cuts to success," "Hard work is the only thing which brings adequate returns," "Spend your evenings with your trade—not with those who would lead you into bad habits." To such sterling counsel as this Mr. Orr lent a willing ear, and, moreover, acted on the advice, so that he soon acquired the reputation of being one of the most successful provision salesmen in the West. This knowledge coming to the attention of Swift & Company, that corporation offered him a position Dec. 1, 1890, at an enhanced salary, and for the past five years he has covered the jobbing trade of Michigan, Minnesota and Wisconsin with signal success. Not only have his sales been satisfactory to his house, but his visits to the trade have come to be welcome ones, so that his departure to a new field of labor will be sincerely regretted all along the line. Mr. Orr has been offered, and has accepted, the position of New England representative for the lard and cotosuet department of Swift & Company, with headquarters in Boston, and has already departed to his new field of usefulness, carrying with him the best wishes of his friends and business associates.

Mr. Orr was married March 28, 1888, to Miss Metta Boals, of Albia, Ia. Mr. Orr met Miss Boals on the occasion of his first trip to Albia and it was a case of "love at first sight," culminating in courtship and a union which has been an unusually happy one. The family reside at 214 South Union street,

where three daughters, aged 6, 5 and 1½ years, assist in making the home happy.

It is by no means difficult to ascertain the cause of Mr. Orr's success as a salesman, the whole explanation lying in the simple term, "hard work," coupled with the persistency which goes hand in hand with efficient and effectual effort. Large in stature, commanding in appearance, with an excellent address and a large fund of anecdote and conversation always on tap, Mr. Orr is a genial companion, a loyal husband and an excellent business man—three attributes which go to make up the successful salesman.

**Choose Well Your Occupation.**

Give deliberation to the choice of an occupation. There are already too many square pegs trying to fit themselves into round holes, with the result that they are not much good to themselves or anybody else. Those of inferior ability frequently outstrip others of far greater ability for the reason that they are specially adapted for the line of business which they are pursuing.

It is equally suicidal to keep shifting about from one occupation to another until middle age overtakes and finds a person just where he started years before. Better be a good hodcarrier with steady employment and good wages than a "Jack of all Trades" who is out of work half the time. As this is an age of specialties young men are beginning to realize that success attends upon following one line of business. Take hold of such and learn all there is to be known of it, applying this knowledge to everything in connection with it, and the favorable outcome can be plainly foreseen.

**A Good Rule to Follow.**

Bear in mind that where two opinions exist the employer's is the one, as it ought to be, to prevail. It is the best for the purpose, his purpose; because his is the responsibility, not yours, and so one-half of the question is settled. But when the point of deciding whether his idea or yours possesses greater value comes to be considered, that is quite another matter. That is the time where real satisfaction may come in. That is the time when making the most of what you know comes into play, and a clerk who is "called down" whenever an employer takes a notion to do so, does not feel much hurt, as he has the serene satisfaction of knowing he is in the right. Under the circumstances the best thing to do is your level best, let the result be what it may. If you did not deserve the calling down the chances are that your employer will repent shortly and probably feel more hurt about it than you do.

**Seek Your Customer's Opinions.**

Ask the opinions of your customers on your advertisements in the local papers. As it affects one individual it will affect his fellows in a more or less similar manner, and thus you can pretty accurately arrive at the general effect which the expenditure produces; and their criticisms and opinions will help you greatly in varying your style to do the greatest work. An advertiser is scarcely fitted to judge of the effect produced by an advertisement which he has written without some such help, and also a man who depends solely on his own faculties for writing advertisements will show in his work, after a time, a sameness which may not, and probably will not, be noticeable to himself. Those for whom the advertisement is intended ought surely to be the best judges of its effects, and for a man to keep on advertising in ignorance of the effect produced may be simply giving the publisher a gratuitous pension.

**Got What He Asked For.**

Baron—Show me the most startling thing you have.  
Grocer—Certainly. Mr. Baron, you shall see your bill in a moment.

**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

**Darn Stockings**

Mother has time now to do that on wash-day—she uses **La Besta**.

**==LaBesta Washing Powder==**

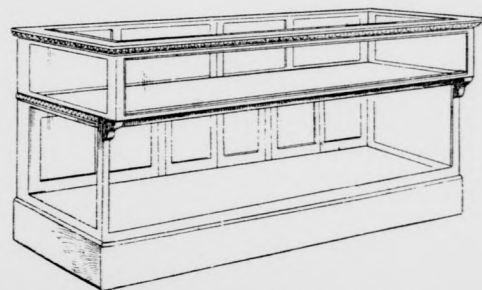
Will do a washing in less time, with less work, than any other powder on the market!  
We are going to give a **Large Refrigerator** on the 1st of May to the lady sending the most coupons.

Ask your Jobber for La Besta, or write

**La Besta Mfg. Co., Tecumseh, Mich.**

CASE OF 100 PACKAGES, \$3.35.

**HEYMAN COMPANY**



Write for Prices on Any Showcase Needed.

55, 57, 59, 61 Canal St.,

GRAND RAPIDS, MICH.



JANE CRAGIN.

**The Advantage of Using Good Stationery.**

"Cy, you make me think of the man Wash. Bolster told about in here the other day."

"How's that?"

"Why, don't you remember the man he told about who was always bragging about the great things he could do in hay time? When the time came he struck in with a tremendous swath, but before he reached the other end of the field the width had dwindled down to something over a foot. I say, don't begin until you get ready and don't strike in with a bigger swath than you can carry through. If you do, you'll get laughed at and be put down as a big humbug."

"As I haven't the least idea what you are driving at, I shall have to wait, I suppose, until you get ready to tell me. All 'tis, in my opinion, it's mighty poor hay weather with the thermometer dodging first one side of zero and then the other; but if I'm mowing, I suppose I be and I'm curus to know what there is about my swath to find fault with."

"Do you remember what you told Sid, when he asked you what you wanted of a gold watch, when you had a good silver one?"

"From haying to watches is something of a jump, and I'm sorry to say that my memory hasn't the amount of injer-rubber needed to stretch so far. It's pretty plain that you're going to need a little wisdom to make your remarks interesting, and suppose you repeat what I did say."

"You told him that a gold watch meant a great deal more than a silver one; and for a man who had a big, thrifty store on his hands to pull out a dumber old silver watch as big as a warming pan, didn't jibe, some how. Do you remember it?"

"I don't recall just them very words; but it's good, sound, common sense, and as you say it, it sounds jest like me, and I guess I did. Haying and watches. I guess we are getting there. They both have something to do with time, you know, and a woman's bound to be logical, if she ain't anything else. So don't hurry and get all out of breath. Haying and watches, and what's your next point, Jane?"

"That I don't think it's in keeping with you or me or this store to go on using such inferior stationery as we have been. Look at it! It's so old it's fairly yellow."

"Well, now, Jane, you mustn't judge by appearances. I wouldn't for anything call you old; and I know that paper isn't so old as you be, by a good many years!"

"Just see that envelope, the thin, brown, nasty thing! Now, I'll tell you what you'd better do. Write to that Grand Rapids house and tell them you want a fine engraved letter head that is plain and artistic."

"Artistic! I think I can remember that. The fact is, Jane, that we've been fairly suffering here for the artistic for a good long while;" and he leaned back in his chair and gave Jane a look which was supposed to take her in from head to foot.

"Very much so," answered Jane returning the look with so much interest that Cy hoped the rate would be low, if it was to be compounded every six months!

"How much is all this to cost?" he said at last. "You ought to know, Jane,

that this engraving can't be done for a nickel."

"Of course it can't, and that's why I want it. I want the pleasure of using writing material that carries with it the fact that this firm has got out of the woods, financially, and stands ready to discount any bills presented, now, or hereafter. I want our correspondents to say, as they pick our letters out of the morning mail, 'That's a mighty handsome envelope. Business must be picking up over in Milltown. Fine quality of paper, too. Linen? Sure as guns!' Then, when they open the letter, there'll be another pleasant surprise in the letter head for them. The fact is, Cy, we are all human—just human beings—and we are caught and kept by just such seemingly little things. We shall have to pay a good price for an engraved letter head, but it is one of the surest and pleasantest ways of advertising, aside from the personal gratification one has in using nice things, such as gold watches for instance!"

"Here's another thing: in every letter we write now, the place and the date has to be written out. That takes time and I know when I get a letter on that sort of paper, with everything all written out, I say to myself: it's a lucky thing for that fellow that he doesn't ask for time. A storekeeper who writes out all these things has more time already than he knows what to do with; and do you know, Cy, that I honestly believe that's what Gross, Bulk & Co. think of us every time we write to them."

"Jane, there you go again. You can make a mountain out of a mole hill, the quickest of anybody I ever saw. Gross, Bulk & Co.! Humph! Here I've been doing business with them right along for years and never asked them for a cent of credit, and here you are trying to make out that, if I write to them on this common note paper, it would make a difference with the answer they'd give."

"I'm not trying anything of the sort, I know."

"Well, I'd like to bet you something on that. I don't make out much in betting with you, Jane; but you are so dead sure about this, that I'd like to try it."

"All right. What'll you bet?"

"I'll bet ten dollars that I can ask Gross & Bulk for a thousand dollars' worth of goods for sixty days and get it."

"I'll take it, two to one, if you use that kind of paper."

"Two to one? Then let's call it twenty-five dollars instead of ten."

"I dare you to say fifty!"

"Whew! It's a go; but I'd like to see what sort of a hand you hold."

"What sort of a hand I hold? What do you mean?"

"Why-er-of course, I mean what I say. I'd like to know why you are so sure!"

"Because I know what I am talking about."

"How do you know?"

"Is the bet all right?"

"Of course it's all right."

"And there's to be no backing out?"

"Not a back."

"And you'll write the letter just as you said you would."

"Yes."

"Then I'll tell you. I've been looking out for this thing for a good while, and I found when I stopped using this kind of paper, that my letters were more promptly and more respectfully answered. I found, too, when your letters from the same houses were answered

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.

## 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.



that they were shorter than pie crust. That's reasoning from experience and that goes a great ways with me."

"What I'm going to read is my second reason:

"A letter was received lately by a wholesale house, containing an order for merchandise from a merchant who may be, and probably is, fully alive to all the modern methods of retailing, but whose business stationery is certainly far below par. This order was written on a half-sheet of paper, showing the rough edges where it had been torn. It had no name and address printed on it; but, on the contrary, the name of his town was written out, or rather, it was partly written, being expressed by initials only, and the town was hundreds of miles distant from the city of the merchant to whom this letter was addressed. If that order did not receive attention, can you blame the recipients? What sort of impression could such a letter be expected to make in a business house? Would it command such attention as would be accorded a more business-like communication? Would it not rather suggest the huckster than the modern retailer? It pays to give proper attention to these matters. The stationery of a business house is its address—its outward and visible sign to people at a distance—and it is essential that it be clear, intelligible and businesslike. A house that spends its time in writing its name and address at the top of letters seems to possess more time than money, to be slack in methods, and the seller of goods argues that a house that is so careless and shiftless in little things is the same in big matters, and hence not worth bothering with."

"When I read that, something made me feel pretty certain that I knew the wholesale house and the writer of the letter; and one day, after thinking the thing over, I wrote a personal letter to Mr. Gross and asked him if the letter spoken of didn't come from Milltown. Hear what he says:

"Dear Madam—In reply to your letter, just received, let me say that the letter in question did come from Milltown. I beg leave to assure you, however, that neither the writer's name nor the town was mentioned. Such matters may appear trifles to you; but to us, who must judge men as they furnish us the means, it makes all the difference in the world whether these little things are looked out for. We are very sorry that the matter found its way into the paper, and we hope it will in no way interfere with the pleasant relations which have always existed between the two houses."

"Let me look at that;" and Mr. Huxley read it carefully through twice.

"I say, Jane, can't you let a fellow off?"

"Didn't you say there was to be no backing out?"

"Ah, well—"

"And didn't you want to make it twenty-five dollars instead of ten, you were so sure?"

"I was only trying to scare you a little, that was all."

"And now you are lying a little, that's all. I'm sorry, Cy, but I'm afraid I shall have to carry out the bet, just as you would if it had gone the other way."

"What'll you take to let me off? I'll give you the \$50 and welcome."

"Men don't do that way. When they get a man in a tight place, they squeeze him for all there is in it. That's what I heard you tell a man in the store the other day."

"All right. What'll you let me off for?"

"It's a poor rule which won't work both ways. Suppose we turn the original bet right around. That is, make it two to one in my favor?"

"How do you mean?"

"I guess I can make you see it. If

you had won, I should have paid you one hundred dollars and never heard the last of it. Reversing it, makes it in my favor. I'll take your check for that amount, Mr. Huxley, and promise not to say a word about it."

"Why, Great Scott! you don't mean—"

"Very well, we'll go back to the real bet."

"But see here, Jane."

"Just the check, Mr. Huxley."

"But don't you see, Jane?"

"Awful busy just now. Nine—sixteen—twenty-four—"

"Well, I'm stuck, as usual. Here's your check," and the paper passed to the book-keeper.

"I won't be too hard on you, Cy. I'll order the stationery, printed from an engraved plate. We have needed it a good while now and the quicker we have it the better."

The next letter that went from Milltown to Gross, Bulk & Co. was pronounced by that firm to be the handsomest letter head that had ever come into that office; and once, when some one congratulated Mr. Huxley on his fine stationery, he remarked, as he looked around to see if Miss Cragin was within hearing: "It ought to be fine; the stuff cost me a cool one hundred dollars!"

RICHARD MALCOLM STRONG.

**The Truly Successful Business Man.**

The successful business man is the one who devotes his entire time and energy, during business hours, to his business. However much he may be interested in other matters during his leisure, he has no right to allow politics, his church or lodge matters to occupy his business time. The man who does allow these outside matters to occupy his attention, when he should be devoting himself strictly to business affairs, is apt to give too much attention to them, and to gradually, and very often insensibly, allow them to absorb more and more of his time until he begins to neglect his business, or allow it to be run by his subordinates, who never take so much interest in its welfare as he should do himself. Before long he finds collections running slow and business falling away from him. He blames every cause but the right one, and fails to realize that he himself is not devoting his best energies to the conduct of his business; and if he neglects it, it is not likely that anyone else will bring into it any but a half-hearted support. The successful business man, though he may throw off completely all business care and worry when he leaves his store, factory or office for the day, devotes every moment of his time when he is there to the furtherance of his business interests, and grudges every moment that is taken up by the man who comes in to gossip on outside affairs.

**Cultivate the Taste of Your Clerks.**

Give your clerks a chance to display their ability in the window dressing line. One of the most able window dressers in the country started as a cash boy with the firm by whom he is now employed as a window dresser at a handsome salary. A good many retailers do not appreciate the value of highly attractive show windows. Many people will go a long ways around town to take a look at an attraction of this kind. In cities the large department stores employ a man especially for window dressing, but the trade in a small town or village would not warrant this expense; so give your clerks a chance to try their hand at it. Let each one take a turn and by this means find who is best adapted for this feature, and then give him time and opportunity to make a "go" of this work. Parsimony and indifference in this respect are poor weapons to use in the battle for success.

Stake as little as possible and play for a good pile all the time.

**New Novel Attractive Drums**

The latest winner in packages is Sears' Three pound Drum filled with elegant Seymour Butter Crackers.

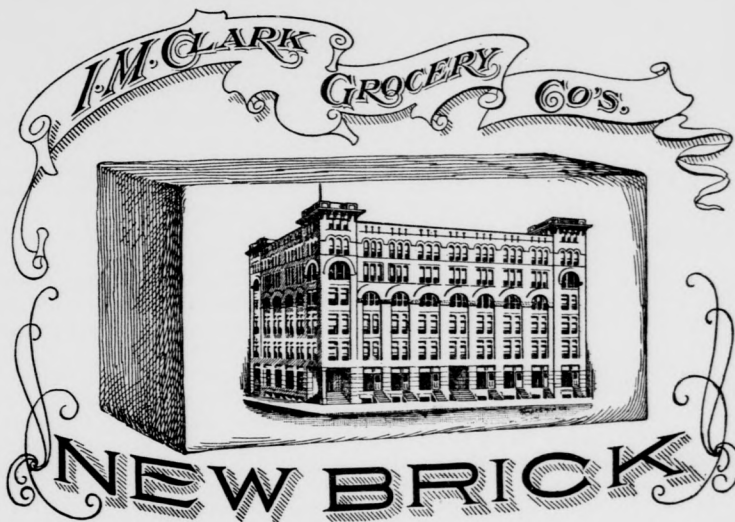
After the crackers are removed the drum can be used in the regular manner, making a wonderfully attractive toy for children.

We want every one of your customers to join our corps of drummers. We will furnish the drums and you can do the rest.



**The New York Biscuit Co. Grand Rapids**

**Best 5c 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.**



## Shoes and Leather

### FOUR HUSTLERS.

#### Hirth, Krause & Co.'s Quartette of Travelers.

A. B. HIRTH.

On the banks of the Maumee River, which picturesquely winds its way into the headwaters of Lake Erie, there stands the beautiful village of Perrysburg, which received its name from the hero of that famous naval engagement of the lakes in the war of 1812. As if that was not glory enough to satisfy the ambition of the patriotic Ohio town, it pitched its tent under the shadow of Fort Meigs, made famous by a victory over the British in 1794.

Here, in this historic spot, Aug. 21, 1861, the opening summer of the rebel-

lion, the young man was born whose name is at the head of this article. His father, long a resident of the place, owned and operated a tannery there, and the boy early had an introduction to the business—and to the vats—which later on, in another form, was to engage his attention. The first thirteen years of his life he devoted to physical, and such mental, development as the excellent schools of the village furnished; and, when his thirteenth birthday came, he turned his back on the schoolroom and began to solve the living problem by working in a springbed factory. After a year of this he concluded to try something else and found employment in work pertaining to hydraulic water power. Two years were enough of this, and at 16 years of age the tannery door opened to receive as a workman the lad who had played so often there as a child.

JOHN D. DAVIS.

FRANK M. GARDNER

A. B. HIRTH.

SAMUEL KRAUSE.

Too young by far to know from experience much of the bitterness which trouble brings, Mr. Hirth has seen enough of the world to know that it is a brave front and a braver heart behind it that best face misfortune; and that, when these times come, as come they will, he only who fights with the determination never to yield is the only one to win.

SAMUEL KRAUSE.

It is possible—barely possible—that heredity may furnish a true and sufficient reason why the son of a tanner who was the son of a tanner should, necessarily, develop into a shoe dealer. Psychological law, substantiated by pre-existing psychological fact, has made it possible to assert, without fear of contradiction, that a man may take after his father and, perhaps, his grandfather in certain forms of mental development; but physical law, substantiated by pre-existing physical fact, asserts just as strongly that in the case of the shoe dealer the law was reversed; and that the shoe dealer, as a result, is due to the fact that each of the two tanning fathers took after his own son with a rawhide so vigorously as to make leather in some form the sole end and aim of each—a conclusion as natural as it is logical, and one that existing facts sufficiently substantiated.

This shoe dealer, whose father and grandfather took after him, was born in the University town of Ann Arbor, March 28, 1862. From what has been said already it is easy to infer that he early became acquainted with the simpler forms of the business which childhood seems, instinctively, to grasp and understand; and tradition tells of many a race among the vats and the piles of

leather. We want you to see them as we can and will do you good. We want your order. State agents for Looming and Keystone Rubbers. They are the best. Stock full and complete—can fill orders at once. Send us your order.

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

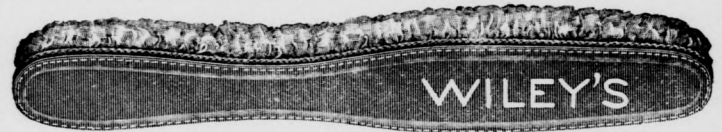
Place your order for Spring Goods until you see our line. We can make you some prices that will please you.

### WE ARE RIGHT IN IT!

Agents for the BOSTON RUBBER SHOE CO.

## RINDGE, KALMBACH & CO.,

12, 14, 16 PEARL STREET.



Send for

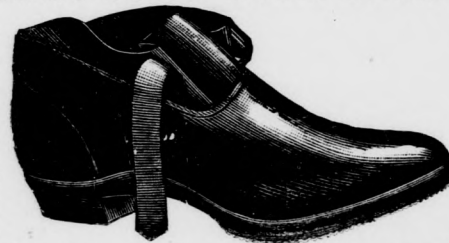
Catalogue.....



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.



Our Spring line of samples are being shown by our representatives on the road and the prices are based on to-day's latest price of

leather. We want you to see them as we can and will do you good. We want your order. State agents for Looming and Keystone Rubbers. They are the best. Stock full and complete—can fill orders at once. Send us your order.

### REEDER BROS SHOE CO.,

GRAND RAPIDS, MICH.



tan bark, which ended in those life lessons, strikingly illustrated, which boyhood never forgets and which manhood lovingly emphasizes as instances where it is more blessed to give than to receive. So trained at home, the schoolroom had for the boy no terrors and until he was 16 years of age, he gave himself up to the delights of learning.

When he finally turned his back upon the schoolroom, he entered his father's store and began to study the tannery and leather from a business standpoint. Some time after this, the father began the manufacture of shoes and "Sam" was put in charge of the retail department, a bit of prosperity which the young man could not stand—alone—and he determined to share it with Miss Emma C. Schairer, of Ann Arbor, to whom he was married Sept. 9, 1884.

For the rest of that year he continued in the retail department; but in January, 1885, he bought out his father, and for three years gave his attention to the management of the business. In 1888, with his own establishment in efficient hands, he traveled for five years for E. T. Hartwell, of Rockland, Mass., and he has represented for six years on the road the Harrisburg Shoe Co., of Harrisburg, Penn.

Having recently taken an interest in the firm of Hirth, Krause & Co., while still a selling agent for the Harrisburg Shoe Co., Mr. Krause, who has just come from the West with his family, where he has been traveling, will make his home here at 1227 Wealthy avenue.

With a family of three rollicking boys and one girl, it remains to be seen whether the traditional discipline which has extended through three generations will be continued in the fourth and whether this last generation will exhibit those sterling traits of character which have made the house of Krause for three generations a name respected and honored among business men.

JOHN D. DAVIS.

John D. Davis was born at Chatham, Columbia county, N. Y., April 11, 1840, being the youngest of three children, his father having been the owner of a paper mill. When he was about 10 years old, the family removed to Woodstock, Ill., where they remained three years; thence they went to Rockford, Ill., where they remained three years. During this time Mr. Davis began his mercantile career as clerk in a drug store. Two years later he removed to Janesville, Wis., where he entered the employment of L. W. Perrin & Co., dry goods dealers, with whom he remained two years, following the fortunes of his employer to Kalamazoo, where he remained until 1872, when he removed to Bangor and engaged in general trade on his own account. In 1873 he admitted to partnership W. C. Lewis, when the business was conducted under the style of Davis & Lewis. Two years later he purchased the interest of his partner, continuing the business alone until 1891, when he sold the stock to C. C. Phillips and removed to Grand Rapids to take the position of traveling salesman for Hirth, Krause & Co. His territory comprises Southern Michigan, Northern Indiana and Central Wisconsin, it being his intention to see his trade every sixty days.

Mr. Davis was married in 1871 to Miss Florence Lewis, of Kalamazoo, and a handsome daughter, now approaching womanhood, keeps the mother company while the father is away on his long trip, the family residing at 399 Jefferson avenue.

Mr. Davis was made a Mason in Kalamazoo, and on the principle that "once a Mason, always a Mason," he is a Mason still. He is, also, a member of the Michigan Knights of the Grip, but holds allegiance to no other organization.

Mr. Davis attributes his success to hard work, having found early in his business life that persistent effort is the best thing on which to base a successful mercantile career.

FRANK M. GARDNER.

Among the early settlers in Grand Traverse county were the parents of our subject, who was born September 1, 1872. The early years of his life were passed without notable incident until, at the age of 11, his father died, leaving the care of two children, our subject and a sister, to the mother, who continued the management of the farm until he was 15 years old. During these early years of his life his time was spent in the play and work of boyhood on the farm, where the best foundations for physical development are laid, or attending the typical district school, than which there is no better place to commence the mental structure. Few realize to what extent such surroundings are valuable in the preparation for a business or professional career, in fact, for any field of activity. If the city bred boy is successful it is in spite of the adverse circumstance that he lacked the physical and mental opportunities of the farm life and the district school.

As her children became older and the need of better educational advantages became important, Mrs. Gardner removed from the farm to Traverse City, where the young man entered the high school. After an uneventful course in that institution he graduated at the age of 19.

During his school life his ambition pointed to a business career and as soon as he had graduated he began to look around for some opening in that direction. He soon found employment in a country store at Northport, Leelanaw county. After a short time in this position, he succeeded in finding a more promising position in the shoe department of the Hannah & Lay Mercantile Co. This position he retained about three years, when, beginning to feel an ambition for wider experience, he sought and obtained employment as traveling salesman for Hirth, Krause & Co. of this city, commencing his work July 1 last.

The most important event in his career occurred at Traverse City the day before New Year's, when he was married to Miss Catherine Loudon, the daughter of a well-known manufacturer of that city. Mr. Gardner brings his bride to Grand Rapids and will commence housekeeping at 48 James street.

Mr. Gardner is really only just beginning his career as a traveling salesman, as he has had a long and serious illness since he first started out, but he enters upon his work with an ambition and the personal qualities which make his success assured.

How He Got a Receipt.

A gentleman once asked a lawyer what he would do provided he had loaned a man \$500, and the man had left the country without sending any acknowledgments. "Why, that's simple; just write him to send an acknowledgment for \$1,000 you lent him, and he will, doubtless, reply stating that it was only \$500. That will suffice for a receipt, and you can proceed against him if necessary."

LEMON & WHEELER CO.

Wholesale Grocers.....

GRAND RAPIDS

Chas. A. Morrill & Co.

Importers and

Jobbers of

TEAS

21 Lake St., CHICAGO, Ill.

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.



L. G. Dunton & Co.

WILL BUY ALL KINDS OF

LUMBER=Green or Dry

Office and Yards—Seventh St. and C. & W.M.R.R. GRAND RAPIDS, MICH.

A GENUINE NOVELTY



Misses' and Childrens' School Overs, Send for Sample.

Write for Prices on Job Lots of Woonsocket, Wales-Goodyear and Connecticut Rubbers.

G. R. MAYHEW GRAND RAPIDS, MICH.



## Clerks' Corner

### Effect of the Cigarette Habit on Health.

When the suggestion came the other day that the influence of this pen should be directed against the deadly cigarette in the mouth of the clerk, the thought came that, indirectly, the matter had been referred to already in this column in treating of those personal habits which interfere with the success of the budding tradesman. It may be possible that something may be said bearing more closely upon that particular habit; but, after all, there is a feeling on the part of the boys that these talks are to be confined to matters of trade, and, that line reached, that there shall be no going beyond it.

"After my work at the store is done, that's the last of store until the next morning; and what I eat or drink, or what I smoke, is a matter which pertains only to me. I can look out for myself."

With that for an understanding, there is little use in filling this column with statistics of how many clerks have been killed during the past year with that kind of missile; and, with that for text, just as little use to preach a New Year sermon, whose application shall be: Resolve, not to smoke a single cigarette this year, because that would do about as much good as it would to preach the same sermon to the north wind. The young man who smokes does so because he wants to do so. He will do it until he gets ready to stop. There is no use in telling him that the habit will become so fixed that he can't break it, because he knows better. He isn't that kind of a fellow. There is in the world a class of slab-sided—pine slabs—fellows who can't control themselves, but that is not the class who read this column. That is one reason why little has been said in regard to tobacco. The strong-minded clerk wants none of this sentiment dished up to him. "If there are facts to be presented, present them, and don't trouble yourself to draw conclusions for us; we can do that for ourselves." So, while there have been instances so closely resembling fact as to be mistaken for it, I have never felt like bothering my readers with them.

The other day, however, I learned of some experiments which have been made at Brown University, at Providence (from which I graduated about thirty years ago) by the scientist at the head of comparative anatomy at that institution, Prof. C. H. Bumpus, and I know that there can be no mistake. These experiments I have concluded to give. The results can take care of themselves. If my boys, John and Tom and Jerry, find anything there which touches them, I shall never know it; but I do know that there is food for thought which the strongest-minded can consider with profit, especially at this season of the year when Time turns for each one of us the smooth, white page for the record of another year.

The student lay upon a couch, his right arm, bared to the shoulder, extended upon a low table, with the palm of the hand up. Upon a part of the wrist over a bone and in a place where it would be steady, a cork was fastened, and this to a narrow strip of bamboo about three feet in length and very light was affixed. Another cork was placed on the wrist over the vein where the pulse-beat is most easily felt. The end of the bamboo rested on this second

cork, and it rose and fell with each pulsation.

The first record was the normal pulse of the student experimented on. It was from 62 to 67 a minute, rising once to 71. The total beats of the normal pulse for five minutes was 332, average, 66 $\frac{2}{3}$ .

The student then began to smoke a cigarette, inhaling the smoke, as most cigarette smokers do. The first minute the pulse reached 75, and for the first five minutes the pulse fluctuated from 71 to 77 a minute. The total for the whole five minutes was 376, showing that cigarette smoking made a normal pulse jump from 66 $\frac{2}{3}$  beats a minute to 75 1-5 beats in the same time. After an interval of three minutes a second trial was made. The pulse went up to 83, making 396 beats a minute, with an average of more than 79 for five minutes. A third trial was made after the student had smoked two cigarettes and the pulse remained over 80 steadily. In one instance it went up to 89 beats a minute, the five minutes giving 420 beats or 84 beats a minute for an average. The smoking had added more than 17 beats a minute to the normal pulse, an increase of almost 25 per cent. And, boys, if you'll believe it, those Brown University students, after that practical exhibition of the exact physical effects of smoking cigarettes, have concluded, many of them, that they don't want any more of it in theirs. What do you think about it?

UNCLE BOB.

### Force of the Human Jaws.

Experiments are reported to have been made by Dr. Black, a dentist of Jacksonville, Fla., to determine the force exerted by the human jaws in chewing food, and also the greatest force which the jaws are capable of exerting. By means of a spring instrument provided with a registering device he took—according to the account given—records of about one hundred and fifty bites of different persons, fifty of these being preserved as characteristic of the ordinary man, woman, and child. The smallest pressure recorded was 30 pounds, by a little girl seven years old, with the incisors, but, using her molars, the same child exerted a force of 65 pounds. The highest record was made by a physician of thirty-five, the instrument used registering only 270 pounds, and he simply closed it together without any apparent effort, there being also no method of determining how far above that figure he could have gone, and the test was made with the molars. Several persons exceeded a force of 100 pounds with the incisors and 200 with the molars. Dr. Black states that the physical condition of the persons experimented upon seemed to but slightly influence the result, and he is of the opinion that the condition of the periodontal membranes is the controlling factor, rather than muscular strength; and further, that in the chewing of food much more force is habitually exerted than is necessary.

### Don't Make This Mistake.

A mistaken idea is the one of trying to get a situation where a good easy time is the desideratum. The sooner this notion is gotten rid of the better for its possessor. While it is not desirable to go to the other extreme and think that the more work is put through the greater is the chance for success, still of two evils it is the least to be feared. "Soft snaps" are mighty poor factors for bringing out dormant ambition. Where interest is lacking success is impossible. Downy cushions have their uses, but always reposing on one saps vitality. Therefore, don't ever be on the lookout for situations which hold forth too much of the "killing time" inducement. A lifetime spent in dawdling isn't much credit to its owner.

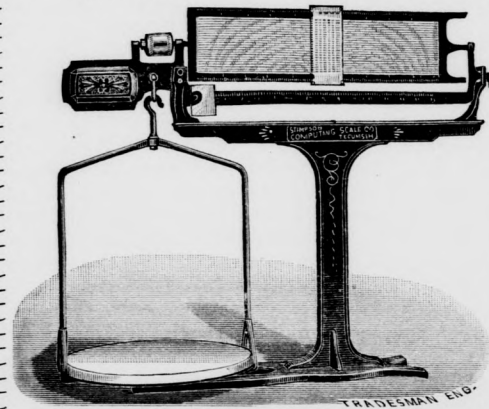
Don't bully your clerks. It is a sure sign of a coward.

THE STIMPSON  
COMPUTING  
SCALE COMPANY.

## 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.



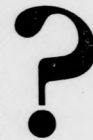
This cut represents the STIMPSON COMPUTING BUTCHER'S SCALE, which contains all the valuable features of our well-known grocer's scale, and for weighing meats, fish, butter, cheese, etc., has no equal. For further information address

STIMPSON COMPUTING SCALE CO., Tecumseh, Mich.

## Women Kill Your Trade....

or make it, as the case may be. Did you ever realize that in selling groceries it is the women you have to please?

Is there anything that a women takes more pride in than her bread?



If you sell her flour that makes whiter, lighter, sweeter bread than she ever had before, how long will it be before all the neighbors know it?

Give your customers

## LILY WHITE FLOUR

and it won't be many days before you will have the bulk of the flour trade in your town and the proportion of the trade which usually goes with it.

## Valley City Milling Co.

GRAND RAPIDS, MICH.

Sole Manufacturer.



## Association Matters

### Grand Rapids Retail Grocers' Association

President, JULIUS J. WAGNER; Secretary, A. J. ELLIOTT; Treasurer, J. GEO. LEHMAN.

### Jackson Retail Grocers' Association

President, BYRON C. HILL; Secretary, W. H. PORTER; Treasurer, J. F. HELMER.

### Northern Mich. Retail Grocers' Association

President, J. F. TATMAN, Clare; Secretary, E. A. STOWE, Grand Rapids; Treasurer, J. WISLER, Mancelona.  
Next Meeting—At Big Rapids, Feb. 4 and 5, 1896.

### Traverse City Business Men's Association

President, J. W. MILLIKEN; Secretary, M. B. HOLLY; Treasurer, JOHN T. BEADLE.

### Owosso Business Men's Association

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

### Michigan Hardware Association

President, F. S. CARLETON, Calumet; Vice-President, HENRY C. WEBER, Detroit; Secretary-Treasurer, HENRY C. MINNIE, Eaton Rapids.

### Grand Rapids Fruit Growers' Association

President, R. D. GRAHAM; Secretary, M. W. RONAN; Treasurer, H. O. BRAMAN.

### Gripsack Brigade.

A customer's "No" often means "Try it again."

Never stop drumming a merchant if you expect to sell him a bill.

It requires energy to accomplish success on the road, and lots of it.

Percy D. Wells, of Greenville, has engaged to travel for the J. W. Butler Paper Co., of Chicago.

When a commercial traveler is ugly in looks the best thing he can do is to get up a reputation for being smart.

The instrument used by manufacturers, wholesalers and jobbers to reach the merchant is the commercial traveler.

Joseph P. Visner has engaged to cover the Grand Rapids trade another year for Edwin J. Gillies & Co., of New York.

Only the hustler on the road stands any show to do business nowadays. We must also be smart, for dullness does not "go."

The man on the road who continually hopes for good-sized orders and lots of them stands no show alongside the man who grabs them.

It is a great reputation for a commercial traveler to have to be able to take hold of a new or slow-going article and get it to the front.

James H. Roseman has parted company with Pitkin & Brooks, of Chicago, for whom he has traveled for nearly a dozen years.

It is asserted that but one member of the Michigan Knights of the Grip has attended every convention of the organization—J. A. Gonzalez.

If a traveling man does not think much of the line of goods he handles, how can he expect the good opinion in that respect from his trade?

In business life it is better to walk in the narrow but straight path of honesty than to meander in the wide but crooked boulevards of the unrighteous.

If there ever was a time in the history of the traveling men of this country when that "Come, let's work together" was peculiarly applicable, it is now.

Hotel-keepers are not expected to be intellectual. Brains are not needed in their business. All they have to do is to open a hotel and the traveling men will show them how to run it.

The path of the successful traveling salesman is not strewn with roses by any means. It is a long pull, with great difficulties to overcome and no pattern to go by. It is usually a case of clear grit, hard work and stick-to-it-iveness.

John M. Moore, for several years past traveling representative for Spring & Company, has engaged to travel for Lyon Bros. & Co. in Wisconsin and Iowa.

The calling of the commercial traveler is not a temporary one, as a great many people imagine, but often extends over a lifetime and is built up by careful and painstaking efforts.

Success on honorable lines may sometimes seem slow in coming to the man on the road, but when it does come it outrivals in permanency all the so-called successes gained by other methods.

The oldest traveling salesman is once in awhile made aware of the fact that he has but entered the ante-room of wisdom as to how the occupation he follows can be most successfully conducted.

The wideawake merchant has always an easy chair in his office for the weary commercial traveler and usually purchases from the man who can produce the best quality of goods for the least money.

We are told to "cast bread on the waters," but were the biscuits the boys are served with at some of the Michigan hostelrys thus disposed of and a vessel was to run against some of them it would get wrecked.

A. H. Rothermel, who has traveled the past fifteen years for the John A. Tolman Co., of Chicago, has resigned his position and will hereafter represent the Chicago Spice Co. He will continue to reside at Kalamazoo.

In employing commercial travelers a firm should, above all, consider ability instead of cheapness. A cheap man on the road, without the ability to represent the different interests of a firm, will prove a most expensive luxury in the long run.

The interests of the employer or his traveling representative are the interests of both, and just as quickly as this truth is recognized and infused into all business the relations between them will become truly harmonious and valuable in the best sense.

A. G. Buck, who sold flour several years for the Lansing flouring mill now in process of liquidation, has engaged to represent the Lansing Wheelbarrow Co. in the East, with headquarters at Philadelphia. The engagement took effect January 1.

There is no greater aid to success for enthusiastic work on the road and no surer way to create it in the mind of a salesman than to be shown that his services are fully appreciated by the house he represents and that he possesses his employer's unbounded confidence.

Too many of the boys live beyond their means. These should study their balance sheet with the close of 1895 and, if satisfied from the figures that they cannot afford angel food and oyster patties, take a swig out of a jar of buttermilk and a hunk of corn bread.

There is no doubt that the business community is vastly benefited by the high character which the commercial traveler, as a class, has attained to-day, and the benefit will be greatly increased when he on all occasions meets with the consideration and treatment to which his calling gives him a claim.

Fred Ephlin has signed with Lautz Bros. & Co for a seventh year, receiving a handsome increase in salary over his stipend for 1895. Mr. Ephlin made arrangements to attend the Lansing convention, but a house full of company changed his plans and compelled him to play the part of entertainer instead of guest.

Every man of samples should be thoroughly posted so that he can quote prices promptly and answer questions appertaining to his line intelligently. When a salesman searches frantically through his price book and figures "forties" and numerous "tens" he makes the buyer feel like taking a walk.

Business and industry is simply an application of mind and body to fixed principles for the mutual advantage of parties concerned. With some it is a necessity in order to secure home and independence; with others it is a condition to be complied with, if health and vigor is to be sustained. Inactivity is death.

Competition is as beneficial in one trade as it is in another. It prevents monopoly, stimulates industry, educates the public taste in the right direction, and, by the constant incentive, tends to raise the entire fraternity of commercial travelers to a higher level. The best of all is that it weeds out of the ranks the incompetent man, who should never have known what it was to undo a sample case.

Strong, Lee & Co. announce their intention of making a stronger effort for trade than ever during 1896, having increased their road force by three new men—J. C. Forman, who has been in their employ three years as city salesman; Otto Kramer, formerly with Wm. Barie & Son, at Saginaw, and W. R. Newsome, who will carry a line of specialties selected from their manufacturing department. J. C. Ross, late with Marr & Taylor, takes the position of city salesman rendered vacant by the promotion of Mr. Forman.

Wide-awake business men always consider it a good investment to treat the commercial traveler as a gentleman and to greet him as such. The drummer is a man after business, and if a merchant does not want to do business with him, the matter can be easily adjusted without making a fellow feel uncomfortable and as though he were unfit for all pleasant intercourse with business men. Business is business and should be conducted in a manner that is agreeable. This the successful, wide-awake and pushing merchant is aware of, and gives the traveling man always a hearing.

There are about six convention cities in the State—Lansing, Kalamazoo, Jackson, Detroit, Saginaw and Grand Rapids—and the Michigan Knights of the Grip has made one round in the order named and started in on its second round, having held its first and seventh conventions at Lansing. In the natural order of things the next convention

should be held at Kalamazoo and the Tradesman is confident that it voices the sentiment of a large portion of the membership of the organization in asserting that, if an invitation is extended from the traveling salesmen of the Celery City, it will be promptly and joyously accepted. Those who were so fortunate as to attend the second annual convention recall with much pleasure the many enjoyable features provided for the entertainment of the city's guests on that occasion and also remember the admirable manner in which the visitors were cared for at the several hotels in Kalamazoo. Jackson has been suggested as a possible candidate for the eighth annual convention, but when the traveling man contemplates the wretched manner in which the Hibbard House handles its customers and the inadequacy of her hotel facilities generally, he shudders at the idea of going to Jackson until such time as the hotels there increase in number and improve in quality, and turns to Kalamazoo as a bright oasis which gives promise of exceptional entertainment and hearty welcome. Grand Rapids is but an integral part of the organization, yet the Tradesman believes that she could send 200 traveling men to Kalamazoo, while she could not send to exceed two dozen representatives to Jackson in the present condition of the hotel system of the town. Grand Rapids failed to do herself justice at the former convention held at Kalamazoo. Will the jolly souls who emanate from the Celery City give their fraters of the Valley City an opportunity to square themselves by attending the eighth convention in sufficient numbers to efface the memory of the former failure? The Kalamazoo boys are alive to the benefits of organization, having recently resurrected their Post and taken up the work of increasing the membership of the parent body with a spirit of determination which ensures success.

An experience the commercial traveler once in a while meets with is to walk into a business house and greet the "big I am" (the buyer), only to be met by that worthy with a blank, indifferent stare, enough to freeze a brass monkey. The buyer's business is to buy and to buy well. To accomplish the latter he must keep as thoroughly and fully in touch with the traveling salesman as possible. What folly it is then for a buyer to subject a commercial traveler to petty annoyances!

The man who believes everything he hears never believes one thing long enough for it to benefit him.

## O. E. Brown Mill Co.

SHIPPERS OF

## GRAIN AND BALED HAY

In Carlots.

Western Michigan Agents for  
Russell & Miller Milling Co. of  
West Superior, Wis.

Office 9 Canal St.,  
Grand Rapids.



## Drugs==Chemicals

### STATE BOARD OF PHARMACY.

One Year—GEO. GUNDRUM, Ionia  
Two Years—C. A. BUGBEE, Charlevoix  
Three Years—S. E. PARKILL, Orosco  
Four Years—F. W. R. PERRY, Detroit  
Five Years—A. C. SCHUMACHER, Ann Arbor

President, C. A. BUGBEE, Charlevoix.  
Secretary, F. W. R. PERRY, Detroit.  
Treasurer, GEO. GUNDRUM, Ionia.

Coming Meetings—Detroit, Jan. 8.  
Grand Rapids, March 3.  
Detroit (Star Island), June 23.  
Lansing, November 3.

### MICHIGAN STATE PHARMACEUTICAL ASSOCIATION.

President, GEO. J. WARD, St. Clair.  
Vice-Presidents—S. P. WHITMARSH, Palmyra;  
G. C. PHILLIPS, Ann Arbor.  
Secretary, B. SCHROEDER, Grand Rapids.  
Treasurer, WM. DUPONT, Detroit.

Executive Committee—F. J. WURZBURG, Grand Rapids; F. D. STEVENS, Detroit; H. G. COLMAN, Kalamazoo; E. T. WEBB, Jackson; D. M. RUSSELL, Grand Rapids.

### The Drug Market.

**Acetanilid**—The market has developed a decided improvement during the past week, partly due to a material reduction in the available stock and a consequent lessened competition, but mainly owing to a continued advance in the raw material. Spot quotations have been marked up.

**Acids**—No changes have occurred in quotations and business has been on a moderate scale, with consumers buying only in accordance with immediate necessities, but the general market has a steady undertone and it is expected that a revision of the various price lists on the first of next month will show some advances. Carbolic is particularly strong and we understand a higher range of quotations is contemplated.

**Balsams**—There is no particular activity in any variety, and the leading features of the general market are about the same as noted last week. Copaiba in jobbing quantities continues to move into consuming channels, with Central American in most favor, and prices are steady. Tolu shows increasing scarcity, with values firm and there is very little obtainable. Peru is fairly steady at the recent decline. Canada fir is barely steady.

**Beans**—No further important business is reported in Angostura tonka, but the limited stock is held firmly.

**Cacao Butter**—Offerings are restricted by the small available stocks, but the demand is light, and with the market ruling quiet, prices are unchanged and nominally steady.

**Cassia Buds**—Are in fair demand, but offered sparingly, and values continue firm.

**Colocynth Apples**—The demand is light and the market quiet, but all kinds are firm under the influence heretofore noted.

**Cream Tartar**—Is moving wholly in accordance with the light current wants of the consuming trade, but manufacturers' prices continue steady.

**Cubeb Berries**—Are without important demand, and in the absence of business, jobbing quotations remain nominal.

**Cuttle Fish Bone**—Remains quiet, but firm at previous prices.

**Essential Oils**—The active holiday trade is practically over and the market is assuming a somewhat quieter appearance, but, as a rule, the undertone continues fairly steady. The only noteworthy exceptions are cassia and citronella; the former is slightly easier. The market is better supplied with citronella, owing to the recent arrivals, and, with freer offerings, values have reacted. There are no noteworthy features in other descriptions.

**Flowers**—There is a continued absence of new features in any variety, and the general market is seasonably quiet, with values, as a rule, well sustained.

**Glycerin**—Continued firmness prevails in sympathy with the strong position of crude abroad, and a steady, fair business is reported at the recent advance.

**Gums**—Nearly all varieties, with the single exception of chicle, show continued firmness, but there is no special activity, and the general market presents a seasonably quiet appearance. The demand for camphor has been unusually good for this time of year, and interior jobbers have endeavored to make contracts for future deliveries of Japan, but holders have declined, owing to the light stock here and the strong position of foreign markets. Aleppo tragacanth continues very firm and tending upward in sympathy with primary sources of supply. Prices have been further advanced.

**Leaves**—About the only noteworthy features in this department are the continued good demand for short buchu with prices ruling strong at the former range and a fairly active movement in the more desirable grades of senna.

**Lycopodium**—Continues to sell fairly in a jobbing way at the former quotations.

**Manna**—Is meeting with a limited demand for consumption, with value maintained.

**Morphine**—Values are strong and the tendency is decidedly upward, in consequence of the recent improvement in opium; in fact, an early advance is believed to be contemplated by manufacturers.

**Opium**—The tendency of values has continued upward both here and abroad, and a good jobbing business in single cases and broken lots is reported, at improved prices. Cables from Smyrna on the 24th inst. reported sales of 200 cases at 7s. 7d., and subsequently quoted 7s. 9d. @ 7s. 10d. The general situation is as mystifying as ever, and various rumors are current as to the causes of the advancing tendency of all markets, but none in the trade seem to be in position to offer any satisfactory explanation of existing conditions.

**Quicksilver**—The demand has continued slow, but there is no great pressure to force business and values are steady.

**Quinine**—Since the recent general advance in values the market has ruled comparatively quiet, although a fair jobbing trade is reported in small parcels for current consumption, with the business almost exclusively from first hands.

**Roots**—All varieties are rather quiet, but there is no material change in the condition of the general market and values throughout show no important fluctuations.

**Spermaceti**—Remains dull and nominal.

**Seeds**—The demand for canary has been seasonably slow and nearly all varieties show a fractional decline in value. A fair business is reported in Dutch caraway, with holders somewhat firmer in their views. Celery is firm and tending upward. Mustard of all kinds are meeting with a fair inquiry from the consuming trade, but no large business has transpired; the only change in price is a decline in German. There have been further arrivals of coriander and with stocks accumulating, values are easy at the former quotations.

**Sugar of Milk**—Is in good demand and firm.

### The Season for Stock-Taking.

The merchant is now anxiously overhauling his books and taking an inventory of his stock to see how the year of our Lord 1895 is leaving him as regards his financial condition, and I think that in most cases he can thank heaven that the aforesaid condition shows a decided improvement over that at the same time last year. Then, in too many cases, the balances were on the wrong side of the account, or so dangerously near that contemplation of them was anything but agreeable when compared with what should have been the results of a year's work. At the beginning of 1895 the merchant started out with a hope of doing just a little more than making both ends meet; at the beginning of 1896 he can take an extra brace, roll up his sleeves and wade in to make 1896 a banner year in his history. The hard times are a thing of the past, and this year there is plenty of opportunity for the merchant, not only to make both ends meet, but also to make them lap over considerably, if he gets down to good hard work. The experiences through which he has been passing of late will tend to give him a lesson as to how low he can cut down expenses when necessary, and will prove a useful lesson all around. He will know how to enjoy prosperity, and he surely deserves to enjoy it. We are, in a degree, both glad and sorry to see "old '95" go, but we will try to make the new year, which is waiting to take his place, both as good and a better one than the old year has been.

### Vegetables and Matrimony.

The great claim made by vegetarians in favor of abolishing the eating of meat is that it will not only improve human health, but dispositions. It is argued that when we cease to eat meat we shall grow less warlike and fierce, and that on a diet of onions and cabbage, peace and brotherly love will flourish.

In Germany there is a society devoted to the practice of this interesting theory. Determined to protect its members from the wiles of unamiable meat-eaters, and at the same time to provide them with congenial companions, the society has just started a matrimonial agency and a matrimonial journal. In the paper "A Workingman," who knows his own aims in life, advertises for a wife who is "a free vegetarian, prepared for a fruit and vegetable diet and emigration." "Honest Poverty" wants "a vegetarian lady with a childish disposition and a good landed estate," and "A vegetarian maiden who does not want to live alone" will surrender a faithful heart to a young man who is "willing to live on the fruits of the earth." No butcher need apply, as the society will do no business with a meat eater.

### The Collector's Requisites.

Have you ever realized that a good collector is one of the scarcest of mortals? There are scores of men, good, honest hard-working men, who are not lazy nor do they shirk their work, but who still do not come under the head of good collectors. A good collector must be astute and a good judge of human nature. He must know how to get money and yet remain on the right side of a debtor, and it is not everyone that can do this successfully. It is poor policy to threaten to sue a person who you know has not a dollar, because the person knows it is but a dodge and consequently loses his temper and refuses to pay. There are collectors who can flatter until a man thinks his credit is as good as a bank and who will pay a bill merely to show appreciation of a collector's judgment. Of course there are people who have no sense of honor, but the majority are not of this kind. Most bills are collectible if they are tackled in the right way. Bear in mind that a good collector is worth a good salary.

### Reason Enough.

Bigley—Are you a married man?  
Ashley—No, thank fortune.  
"Why thank fortune?"  
"I'm a widower."

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.

STRONG, HANDSOME, PRACTICAL.

Cash  
and.....

Charge  
Register

For \$15.00; the price of a  
Baxter Register.

Gives results worth many dollars. Watches money coming in; money going out. Gives customer an itemized bill; a duplicate for cashier or spindle; 3d record retained under lock and key.

SEND FOR CATALOGUE

Baxter Bros. & Co.

340 Dearborn St., CHICAGO

BEWARE OF INFRINGEMENTS

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



WHOLESALE PRICE CURRENT.

Advanced—Carbolic Acid, Arsenic, Morphine.

<b>Acidum</b>	Conium Mac. ....	35@ 65	Scilla Co. ....	@ 50
Aceticum. ....	Copaiba. ....	80@ 90	Tolutan. ....	@ 50
Benzoic, German	Cubebe. ....	1 50@ 1 30	Prunus virg. ....	@ 50
Boric. ....	Exechthitos. ....	1 20@ 1 30		
Carbolicum. ....	Erigeron. ....	1 20@ 1 30	<b>Tinctures</b>	
Citricum. ....	Gaultheria. ....	1 50@ 1 30	Aconitum Napellis R	60
Hydrochlor. ....	Geranium, ounce. ....	@ 75	Aconitum Napellis F	60
Nitrosum. ....	Gossippii, Sem. gal. ....	60@ 70	Aloes. ....	60
Oxalicum. ....	Hedeoma. ....	1 25@ 1 40	Aloes and Myrrh. ....	60
Phosphorium, dil. ....	Junipera. ....	1 50@ 2 00	Arnica. ....	50
Salicylicum. ....	Lavendula. ....	90@ 2 00	Assafoetida. ....	60
Sulphuricum. ....	Limonis. ....	1 30@ 1 50	Atrope Belladonna. ....	60
Tannicum. ....	Mentha Piper. ....	2 25@ 3 00	Auranti Cortex. ....	50
Tartaricum. ....	Mentha Verid. ....	2 65@ 2 75	Benzoin. ....	60
	Morrihuze, gal. ....	1 75@ 1 80	Benzoin Co. ....	60
	Myrica, ounce. ....	@ 50	Barosma. ....	50
<b>Ammonia</b>	Myrica, ounce. ....	@ 50	Cantharides. ....	75
Aqua, 16 deg. ....	Pieis Liquida. ....	10@ 12	Capsicum. ....	50
Aqua, 20 deg. ....	Pieis Liquida, gal. ....	@ 35	Cardamon. ....	75
Carbonas. ....	Ricina. ....	91@ 96	Cardamon Co. ....	75
Chloridum. ....	Rosmarini. ....	@ 1 00	Castor. ....	1 00
	Rosa, ounce. ....	6 50@ 8 50	Catechu. ....	50
<b>Aniline</b>	Succini. ....	40@ 45	Cinchona. ....	50
Black. ....	Sabina. ....	90@ 1 00	Cinchona Co. ....	60
Brown. ....	Santal. ....	2 50@ 7 00	Columba. ....	50
Red. ....	Sassafras. ....	50@ 55	Cubeba. ....	50
Yellow. ....	Sinapis, ess., ounce. ....	@ 1 00	Cassia Acutifol. ....	50
	Sigilli. ....	40@ 50	Cassia Acutifol Co	50
<b>Baccæ.</b>	Thyme, opt. ....	@ 1 60	Digitalis. ....	50
Cubebe. ....	Theobromas. ....	15@ 20	Ergot. ....	35
Juniperus. ....			Ferri Chloridum. ....	50
Xanthoxylum. ....			Gentian. ....	60
	<b>Potassium</b>		Gentian Co. ....	60
<b>Balsamum</b>	Bi-Barb. ....	15@ 18	Guaiaca. ....	50
Copaiba. ....	Bichromate. ....	13@ 15	Guaiaca ammon. ....	60
Peru. ....	Bromide. ....	45@ 48	Hyoseyamus. ....	50
Terabin, Canada. ....	Carb. ....	12@ 15	Iodine. ....	75
Tolutan. ....	Cyanide, po. 17@19c	16@ 18	Iodine, colorless. ....	75
			Kino. ....	50
<b>Cortex</b>			Lobelia. ....	50
Abies, Canadian. ....			Myrrh. ....	50
Cassia. ....			Nux Vomica. ....	50
Cinchona Flava. ....			Opil. ....	50
Cinchona atropurp			Opil, camphorated. ....	1 50
Myrica Cerifera, po.			Opil, deodorized. ....	50
Prunus Virgin. ....			Quassia. ....	50
Quillaia, gr'd. ....			Rhatany. ....	50
Sassafras. ....			Rhei. ....	50
Ulmus. po. 15, gr'd			Sanguinaria. ....	50
	<b>Radix</b>		Serpentaria. ....	60
<b>Extractum</b>	Aconitum. ....	20@ 25	Stromonium. ....	60
Glycyrrhiza Glabra. ....	Althe. ....	22@ 25	Tolutan. ....	60
Glycyrrhiza, po. ....	Anchusa. ....	12@ 15	Valerian. ....	50
Hæmatox, 15 lb box	Arum po. ....	@ 25	Veratrum Veride	50
Hæmatox, 1s. ....	Calamus. ....	20@ 40	Zingiber. ....	20
Hæmatox, 1/4s. ....	Gentiana. po. 12	8@ 10		
Hæmatox, 1/8s. ....	Glycyrrhiza. pv. 15	16@ 18	<b>Miscellaneous</b>	
	Hydrastis Canaden.	@ 30	Ether, Spts. Nit. 3 F	30@ 35
	Hydrastis Can. po.	15@ 20	Ether, Spts. Nit. 4 F	34@ 38
	Hellebore, Alba, po.	15@ 20	Alumen. ....	24@ 3
	Inula, po. ....	15@ 20	Alumen, gro'd. po. 7	3@ 4
	Ipecac. po. ....	1 65@ 1 75	Annatto. ....	40@ 50
	Iris plox. po. 35@38	35@ 40	Antimoni, po. ....	50@ 60
	Jalapa, pr. ....	40@ 45	Antimoni et PotassT	50@ 60
	Maranta, 1/4s. po. 30	15@ 18	Antipyrin. ....	@ 1 40
	Podophyllum, po. ....	75@ 1 00	Antifebrin. ....	@ 15
	Rhei. ....	@ 1 75	Argenti Nitras, oz.	@ 53
	Rhei, cut. ....	75@ 1 35	Arsenicum. ....	@ 10
	Rhei, pv. ....	35@ 38	Balm Gilead Bud	38@ 40
	Spigelia. ....	@ 20	Bismuth S. N. ....	1 20@ 1 30
	Sanguinaria. po. 25	50@ 55	Calcium Chlor., 1s.	@ 9
	Serpentaria. ....	55@ 60	Calcium Chlor., 1/4s.	@ 10
	Senega. ....	@ 40	Calcium Chlor., 1/8s.	@ 12
	Similax, officinalis H	@ 25	Cantharides, Rus. po	@ 1 00
	Similax, M. ....	10@ 12	Capsici Fructus, af.	@ 15
	Scilla. po. 35	@ 35	Capsici Fructus, po.	@ 15
	Symplocarpus, Fœti-	@ 25	Capsici Fructus, B. po	10@ 12
	dus. po. ....	15@ 20	Caryophyllus, po. 15	@ 3 75
	Valeriana, Eng. po. 30	18@ 20	Carmine, No. 40. ....	50@ 55
	Valeriana, German.	23@ 25	Cera Alba, S. & F	40@ 42
	Zingiber a. ....	@ 40	Cera Flava. ....	@ 40
	Zingiber j. ....	@ 25	Coccus. ....	@ 25
			Cassia Fructus. ....	@ 10
	<b>Semen</b>		Centraria. ....	@ 45
	Anisum. po. 20	@ 15	Cetaceum. ....	60@ 63
	Apium (graveleons)	14@ 16	Chloroform. ....	@ 1 25
	Bird. Is. ....	4@ 6	Chloral Hyd Crst. ....	1 15@ 1 30
	Carul. ....	10@ 12	Chondrus. ....	20@ 25
	Cardamon. ....	1 00@ 1 25	Cinchonine, P. & W	15@ 20
	Cardamom. ....	8@ 10	Cinchonidine, Germ	34@ 12
	Coriandrum. ....	5@ 5	Cocaine. ....	5 05@ 5 25
	Cannabis Sativa. ....	75@ 1 00	Corks, list, dis. pr. et	@ 35
	Cydonium. ....	10@ 12	Cresotum. ....	@ 65
	Chenopodium. ....	2 90@ 3 00	Creta. ....	@ 2
	Dipterix Odorate. ....	@ 15	Creta, prep. ....	@ 5
	Fœniculum. ....	6@ 8	Creta, precip. ....	9@ 11
	Fœnugreek, po. ....	3 1/2@ 4	Creta, Rubra. ....	@ 8
	Lini. ....	3 1/2@ 4	Crocus. ....	50@ 55
	Lini, gr'd. bbl. 3 1/2	3 1/2@ 4	Cudbear. ....	@ 24
	Lobelia. ....	35@ 40	Cupri Sulph. ....	50@ 12
	Pharlaris Canarian.	4@ 5	Dextrine. ....	10@ 16
	Rapa. ....	4 1/2@ 5	Ether Sulph. ....	75@ 90
	Sinapis Albu. ....	7@ 8	Emery, all numbers	@ 8
	Sinapis Nigra. ....	11@ 12	Emery, po. ....	@ 6
			Ergota. po. 40	30@ 35
	<b>Spiritus</b>		Flake White. ....	12@ 15
	Fruimenti, W. D. Co.	2 00@ 2 50	Galla. ....	@ 23
	Fruimenti, D. F. R.	2 00@ 2 25	Gambier. ....	8@ 9
	Fruimenti. ....	1 25@ 1 50	Gelatin, Cooper. ....	@ 60
	Juniperis Co. O. T.	1 65@ 2 00	Gelatin, French. ....	30@ 50
	Juniperis Co. ....	1 75@ 3 50	Glassware, flint, box	60, 10@ 10
	Saacharum N. E. ....	1 90@ 2 10	Less than box. ....	@ 60
	Spt. Vini Galli. ....	1 75@ 6 50	Glue, brown. ....	9@ 12
	Vini Oporto. ....	1 25@ 2 00	Glue, white. ....	13@ 25
	Vini Alba. ....	1 25@ 2 00	Glycerina. ....	19@ 22
			Grana Paradisi. ....	25@ 55
	<b>Sponges</b>		Hydraag Chlor Mite	@ 79
	Florida sheeps' wool	2 50@ 2 75	Hydraag Chlor Cor.	@ 69
	carriage. ....	@ 2 00	Hydraag Ox Rub'm.	@ 99
	Nassau sheeps' wool	@ 2 00	Hydraag Ammoniati	@ 89
	carriage. ....	@ 1 10	Hydraag Unguentum	45@ 55
	Velvet extra sheeps'	@ 1 10	Hydrargyrum. ....	@ 65
	wool, carriage. ....	@ 85	Ichthyobolla, Am. ....	1 25@ 1 50
	Extra yellow sheeps'	@ 85	Indigo. ....	75@ 1 00
	wool, carriage. ....	@ 75	Iodine, Resubi. ....	3 80@ 3 90
	Grass sheeps' wool,	@ 65	Iodoform. ....	@ 4 70
	carriage. ....	@ 75	Lupulin. ....	@ 2 25
	Hard, for slate use.	@ 1 40	Lycopodium. ....	60@ 65
	Yellow Reef, for	@ 1 40	Maelis. ....	65@ 75
	slate use. ....		Liquor Arsen et Hy-	@ 27
			drag Iod. ....	@ 12
	<b>Syrups</b>		Liquor PotassArsinit	10@ 12
	Acacia. ....	@ 50	Magnesia, Sulph. ....	2 1/2@ 4
	Aurant Cortes. ....	@ 50	Magnesia, Sulph. bbl	@ 134
	Zingiber. ....	@ 50	Mannia, S. F. ....	60@ 65
	Ipecac. ....	@ 50	Menthol. ....	@ 5 50
	Ferri Iod. ....	@ 50		
	Rhei Arom. ....	50@ 60		
	Smilax Officinalis. ....	@ 50		
	Senega. ....	@ 50		
	Scilla. ....	@ 50		

Morphia, S.P. & W. ....	1 75@ 2 00	Sinapis. ....	@ 18	Lard, No. 1. ....	40 43
Morphia, S.N.Y.Q. & C. Co. ....	1 65@ 1 90	Sinapis, opt. ....	@ 30	Linseed, pure raw. ....	40 43
Moschus Canton. ....	@ 40	Snuff, Maccaboy, De Voes. ....	@ 34	Linseed, boiled. ....	42 45
Myristica, No. 1. ....	65@ 80	Soda Boras, DeVo's	7 @ 10	Neatsfoot, winter	65 70
Nux Vomica. po. 20	@ 10	Soda Boras, po. ....	7 @ 10	strained. ....	65 70
Os Sepia. ....	15@ 18	Soda et Potass Tart.	25@ 27	Spirits Turpentine. ....	35 40
Pepsin Saac, H. & P. D. Co. ....	@ 1 00	Soda, Carb. ....	1 1/2@ 2	<b>Paints</b>	BBL. LB.
Pieis Liq. N.N. 1/2 gal.	@ 2 00	Soda, Bi-Carb. ....	3@ 5	Red Venetian. ....	1 1/2 2 @ 8
Pieis Liq., quarts. ....	@ 1 00	Soda, Ash. ....	3 1/2@ 4	Ochre, yellow Mars. ....	1 1/2 2 @ 4
Pieis Liq., pints. ....	@ 85	Soda, Sulphas. ....	@ 2	Ochre, yellow Ber. ....	1 1/2 2 @ 3
Pil Hydrag. po. 80	@ 50	Spts. Cologne. ....	@ 2 60	Putty, commercial. ....	2 1/2 2 1/2 @ 3
Piper Nigra. po. 22	@ 18	Spts. Ether Co. ....	50@ 55	Putty, strictly pure.	2 1/2 2 1/2 @ 3
Piper Alba. po. 35	@ 30	Spts. Myrcia Drm. ....	@ 2 00	Vermilion, Prime	American. .... 13@ 15
Pilx Burgun. ....	@ 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. 10gal	@ 2 57	Green, Peninsular. ....	13@ 16
Pyrethrum, boxes H. & P. D. Co., doz.	@ 1 25	Spts. Vini Rect. 5gal	@ 2 59	Lead, white. ....	5 1/2 @ 6
Pyrethrum, pv. ....	20@ 30	Less 50 gal. cash		Whiting, white Span	@ 70
Quassia. ....	8@ 10	10 days. ....		Whiting, gilders. ....	@ 90
Quinia, S. P. & W. ....	37@ 42	Strychnia, Crystal. ....	1 40@ 1 45	White, Paris Amer. ....	@ 1 00
Quinia, S. German. ....	30@ 40	Sulphur, Subl. ....	2 1/2 @ 3	Whiting, Paris Eng.	cliff. .... @ 1 40
Quinia, N.Y. ....	32 1/2 @ 37 1/2	Sulphur, Roll. ....	2 @ 2 1/2	Universal Prepared. ....	1 00@ 1 15
Rubia Tincturum. ....	12@ 14	Tamarinds. ....	8@ 10	<b>Varnishes</b>	
Saccharum Lactis pv	22@ 25	Terebenth Venice. ....	28@ 30	No. 1 Turp Coach. ....	1 10@ 1 20
Salacin. ....	2 50@ 2 60	Theobroma. ....	42@ 45	Extra Turp. ....	1 60@ 1 70
Sanguis Draconis. ....	40@ 50	Vanilla. ....	9 00@ 16 00	Coach Body. ....	2 75@ 3 00
Sapo, W. ....	12@ 14	Zinci Sulph. ....	7@ 8	No. 1 Turp Furn. ....	1 00@ 1 10
Sapo, M. ....	10@ 12			Extra Turk Damar. ....	1 55@ 1 60
Sapo, G. ....	@ 15	<b>Oils</b>		Jap. Dryer, No. 1 Turp	70@ 75
Siedlitz Mixture. ....	20 @ 22	Whale, winter. ....	70 70		
		Lard, extra. ....	60 65		

# 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 & 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.	
Aurora doz. gross	6 00
Castor Oil doz.	7 00
Diamond doz.	5 50
Frazier's doz.	9 00
Mica doz.	8 00
Paragon doz.	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
Arctic.	
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.	
American.	70
English.	80
BLUING.	
Arctic 4 oz ovals.	3 60
Arctic 8 oz ovals.	6 75
Arctic pints round.	9 00
Arctic No. 3 sifting box.	2 75
Arctic No. 5 sifting box.	4 00
Arctic No. 5 sifting box.	8 00
Arctic 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
T. Lumph 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, doz.	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
Schwitzer, imported.	24
Schwitzer, 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 85
Jute, 60 ft. per doz.	1 05
Jute, 72 ft. per doz.	95
CLOTHES PINS.	
5 gross boxes.	50
COFFEE.	
Green.	
Rio.	
Fair.	18
Good.	19
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.	25
Private Growth.	27
Mandehling.	28
Mocha.	
Arabian.	28
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 3
Extract.	
Valley City 1/4 gross.	75
Felix 1/4 gross.	1 15
Hummel's foil 1/4 gross.	85
Hummel's tin 1/4 gross.	1 43
COCOA SHELLS.	
20 lb bags.	2 1/2
Less quantity.	3
Pound packages.	4
CREAM TARTAR.	
Strictly pure.	30
Teifer's Absolute.	30
Grocers'.	15@25
CONDENSED MILK.	
4 doz. in case.	
N. Y. Condensed Milk Co.'s brands.	
Gall Borden Eagle.	7 40
Crown.	6 25
Daisy.	5 75
Champion.	4 50
Magnolia.	4 25
Dime.	3 35



Peerless evaporated cream 5 75

**COUPON BOOKS.**

**"TradeMan."**

- 1 books, per 100. 2 00
- 2 books, per 100. 2 50
- 3 books, per 100. 3 00
- 5 books, per 100. 3 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
- 5 books, per 100. 4 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
- 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

**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. @ 3 1/4
- 2 Crown. @ 3 1/4
- 3 Crown. @ 3 1/4
- 4 Crown. @ 5

**FOREIGN Currants.**

- Patras bbls. @ 3 3/4
- Vostizzas 50 lb cases. @ 3 1/2

**Schuit'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 1/2
- California 60-70. @ 7 1/4
- 1/2 cent less in bags

Raisins.	
Ondura 20 lb boxes.	7@8
Sultana 20 lb boxes.	@ 6 1/4
Valencia 30 lb boxes.	@ 7 1/4
FARINACEOUS GOODS.	
Farina.	
Bulk.	3
Grits.	
Walsh-DeRoo Co.'s.	2 00
Hominy.	
Barrels.	3 25
Flake, 50 lb. drums.	1 50
Lima Beans.	
Dried.	4
Macaroni and Vermicelli.	
Domestic, 10 lb. box.	60
Imported, 25 lb. box.	2 50
Pearl Barley.	
Empire.	3
Chester.	2
Peas.	
Green, bu.	90
Split, per lb.	2 1/2
Rolled Oats.	
Schumacher, bbl.	3 00
Schumacher, 1/2 bbl.	1 62
Monarch, bbl.	2 50
Monarch, 1/2 bbl.	1 38
Quaker, cases.	3 20
Oven Baked.	3 25
Lakeside.	2 25
Sago.	
German.	4
East India.	3 1/2
Wheat.	
Cracked, bulk.	3
24 2 lb packages.	2 40
Breakfast Food.	
Pettijohn's Best.	3 10
Buckwheat Flour.	
Excelsior Self Rising.	1 90
Case of 2 doz.	1 75
Five case lots.	1 75
FISH.	
Cod.	
Georges cured.	@ 4 1/4
Georges genuine.	@ 6
Georges selected.	@ 6 1/2
Strips or bricks.	6 @ 9
Halibut.	
Chunks.	14
Strips.	11
Herring.	
Holland white hoops keg	70
Holland white hoops bbl.	9 00
Norwegian.	2 55
Round 100 lbs.	1 30
Round 40 lbs.	1 30
Sealed.	14
Mackerel.	
No. 1 100 lbs.	13 00
No. 1 40 lbs.	5 50
No. 1 10 lbs.	1 45
No. 2 100 lbs.	11 75
No. 2 40 lbs.	5 00
No. 2 10 lbs.	1 32
Family 90 lbs.	
Family 10 lbs.	
Sardines.	
Russian kegs.	55
Stockfish.	
No. 1, 100 lb. bales.	10 1/4
No. 2, 100 lb. bales.	8 1/2
Trout.	
No. 1 100 lbs.	4 25
No. 1 40 lbs.	1 95
No. 1 10 lbs.	56
No. 1 8 lbs.	48
Whitefish.	
No. 1 No. 2 Fam.	
100 lbs.	7 50 6 25 2 75
40 lbs.	3 30 2 80 1 40
10 lbs.	90 78 43
8 lbs.	75 65 37
FLAVORING EXTRACTS.	
Souders'.	
Oval bottle, with corkscrew. Best in the world for the money.	
Regular Grade Lemon.	doz 2 oz. 75
	4 oz. 1 50
Regular Vanilla.	doz 2 oz. 1 20
	4 oz. 2 40
XX Grade Lemon.	2 oz. 1 50
	4 oz. 3 00
XX Grade Vanilla.	2 oz. 1 75
	4 oz. 3 50

Jennings.	
Lemon Vanilla	
2 oz regular panel.	75
4 oz regular panel.	1 50
6 oz regular panel.	2 00
No. 3 taper.	1 35
No. 4 taper.	1 50
2 50	
FURNITURE	
Cleaner and Polish.	
Henderson's "Diamond."	
Half Pint.	1 75
Pint.	3 50
Quart.	5 40
Half Gallon.	7 75
Gallon.	14 40
HERBS.	
Sage.	15
Hops.	15
GUNPOWDER.	
Rifle-Dupont's.	
Kegs.	3 00
Half Kegs.	1 75
Quarter Kegs.	1 00
1 lb cans.	30
1/2 lb cans.	18
Choke Bore-Dupont's.	
Kegs.	4 00
Half Kegs.	2 25
Quarter Kegs.	1 25
1 lb cans.	34
Eagle Duck-Dupont's.	
Kegs.	8 00
Half Kegs.	4 25
Quarter Kegs.	2 25
1 lb cans.	45
INDIGO.	
Madras, 5 lb boxes.	55
S. F., 2 3 and 5 lb boxes.	50
JELLY.	
15 lb pails.	30
17 lb pails.	36
30 lb pails.	55
LYE.	
Condensed, 2 doz.	1 20
Condensed, 4 doz.	2 25
LICORICE.	
Pure.	30
Calabria.	25
Sicily.	14
Root.	10
MINCE MEAT.	
	
Mince meat, 3 doz in case.	2 75
Pie Prep. 3 doz in case.	2 75
MATCHES.	
Diamond Match Co.'s brands.	
No. 9 sulphur.	1 65
Anchor Parlor.	1 70
No. 2 Home.	1 10
Export Parlor.	4 00
MOLASSES.	
Blackstrap.	
Sugar house.	10@12
Cuba Baking.	
Ordinary.	12@14
Porto Rico.	
Prime.	30
Fancy.	30
New Orleans.	
Fair.	18
Good.	22
Extra good.	24
Choice.	27
Fancy.	30
Half-barrels 3c extra.	
OIL CANS.	
Crystal valve, per doz.	4 00
Crystal valve, per gross.	36 00
PICKLES.	
Medium.	
Barrels, 1,200 count.	3 75
Half bbls, 600 count.	2 00
Small.	
Barrels, 2,400 count.	4 75
Half bbls, 1,200 count.	2 50
PIPES.	
Clay, No. 216.	1 70
Clay, T. D. full count.	65
Cob, No. 3.	1 20
POTASH.	
48 cans in case.	
Babbitt's.	4 00
Penna Salt Co.'s.	3 00
RICE.	
Domestic.	
Carolina head.	5 1/2
Carolina No. 1.	5
Carolina No. 2.	4 1/4
Broken.	3 1/2

Imported.	
Japan, No. 1.	4 1/4
Japan, No. 2.	4 1/4
Java, No. 1.	5 1/2
Java, No. 2.	4 1/4
Patna.	4
SAL SODA	
Granulated, bbls.	1 10
Granulated, 100 lb cases.	1 50
Lump, bbls.	1
Lump, 145 lb kegs.	1 10
SEEDS.	
Anise.	13
Canary, Smyrna.	6
Caraway.	10
Cardamon, Malabar.	80
Hemp, Russian.	4
Mixed Bird.	4 1/2
Mustard, white.	6 1/2
Poppy.	8
Rape.	4
Cattle Bone.	20
SYRUPS.	
Corn.	
Barrels.	15
Half bbls.	17
Pure Cane	
Fair.	16
Good.	20
Choice.	25
SPICES.	
Whole Sifted.	
Allspice.	9 1/2
Cassia, China in mats.	10
Cassia, Batavia in bund.	15
Cassia, Saigon in rolls.	32
Cloves, Amboyna.	15
Cloves, Zanzibar.	10
Mace, Batavia.	70
Nutmegs, fancy.	65
Nutmegs, No. 1.	60
Nutmegs, No. 2.	55
Pepper, Singapore, black.	10
Pepper, Singapore, white.	20
Pepper, shot.	16
Pure Ground in Bulk.	
Allspice.	10@12
Cassia, Batavia.	17
Cassia, Saigon.	35
Cloves, Amboyna.	15
Cloves, Zanzibar.	10
Ginger, African.	15
Ginger, Cochin.	20
Ginger, Jamaica.	22
Mace, Batavia.	60@65
Mustard, Eng. and Trieste.	20
Mustard, Trieste.	25
Nutmegs, No. 2.	50@60
Pepper, Singapore, black.	12
Pepper, Singapore, white.	18
Pepper, Cayenne.	17@20
Sage.	18
"Absolute" in 1/2 lb. Packages	
Allspice.	65
Cinnamon.	75
Cloves.	70
Ginger, Cochin.	75
Mace.	2 10
Mustard.	75
Nutmegs.	75
Pepper, cayenne.	75
Pepper, white.	75
Pepper, black shot.	60
Saigon.	1 50
STARCH.	
Kingsford's Corn.	
20 1-lb packages.	6 1/4
40 1 lb packages.	6 1/4
Kingsford's Silver Gloss.	
40 1-lb packages.	6 1/4
6-lb boxes.	7 1/4
Common Corn.	
20-lb boxes.	5 1/2
40-lb boxes.	5 1/4
Common Gloss.	
1-lb packages.	4 1/2
3-lb packages.	4 1/2
6-lb packages.	5 1/4
40 and 50 lb boxes.	3 1/4
Barrels.	3 1/4
SODA.	
Boxes.	5 1/2
Kegs, English.	4 1/4
SALT.	
Diamond Crystal.	
Cases, 24 3-lb boxes.	1 60
Barrels, 120 2 1/4 lb bags.	3 00
Barrels, 75 4 lb bags.	2 75
Barrels, 60 5 lb bags.	2 75
Barrels, 40 7 lb bags.	2 50
Barrels, 30 10 lb bags.	2 50
Butter, 56 lb bags.	65
Butter, 20 14 lb bags.	3 50
Butter, 280 lb bbls.	2 50
Common Grades.	
100 3 lb sacks.	2 60
60 5-lb sacks.	1 85
28 11-lb sacks.	1 70
Warsaw.	
56-lb dairy in drill bags.	30
28-lb dairy in drill bags.	15
Ashton.	
56-lb dairy in linen sacks.	60



<b>Higgins.</b>	No. 1	4.62
56-lb dairy in linen sacks	No. 2	4.62
	No. 3	4.62
	No. 4	4.56
<b>Solar Rock.</b>	No. 5	4.50
56-lb sacks	No. 6	4.44
	No. 7	4.37
<b>Common Fine.</b>	No. 8	4.31
Saginaw	No. 9	4.18
Manistee	No. 10	4.12
	No. 11	4.00
	No. 12	3.94
<b>SNUFF.</b>	No. 13	3.87
Scotch, in bladders	No. 14	3.81
Maccaboy, in jars		
French Rappee, in jars		

<b>SALERATUS.</b>	Lea & Perrin's, large	4.75
Packed 60 lbs. in box	Lea & Perrin's, small	2.75
Church's	Halford, large	3.75
DeLand's	Halford small	2.25
Dwight's	Salad Dressing, large	4.55
Taylor's	Salad Dressing, small	2.65

<b>TOBACCO.</b>	Zenoleum, 6 oz	2.00
<b>Cigars.</b>	Zenoleum, qts.	4.00
G. J. Johnson's brand	Zenoleum, 1/2 gal.	7.20
	Zenoleum, gal.	12.00



S. C. W.	100 packages in case	3.35
<b>WICKING.</b>	No. 0, per gross	25
B. J. Reynolds' brand	No. 1, per gross	30
Hornet's Nest	No. 2, per gross	40
H. & P. Drug Co.'s brand	No. 3, per gross	75
Quintette		
Clark Grocery Co.'s brand		
New Brick		

<b>SOAP.</b>	<b>Laundry.</b>	Allen B. Wrisley's brands
Old Country 80 1-lb.	Good Cheer 60 1-lb.	White Borax 100 1/4 lb.
Proctor & Gamble	Concord	Ivory, 10 oz.
Ivory, 6 oz.	Lenox	Mottled German
Town Talk	Dingman brands	Single box
5 box lots, delivered	10 box lots, delivered	

<b>SOFTENERS.</b>	Seamour XXX	5
Seamour XXX, 3 lb. carton	Family XXX	5
Family XXX, 3 lb. carton	Salted XXX, 3 lb. carton	5 1/2
<b>Soda.</b>	Soda XXX	5 1/2
Soda XXX, 3 lb. carton	Soda, City	7
Crystal Wafer	Long Island Wafers	11
L. I. Wafers, 1 lb. carton		12

<b>Oyster.</b>	Square Oyster, XXX	5
Sq. Oys. XXX, 1 lb. carton	Parina Oyster, XXX	5
<b>SWEET GOODS—Boxes.</b>	Animals	10 1/2
Bent's Cold Water	Belle Rose	8
Cocoanut Taffy	Coffee Cakes	8
Frosted Honey	Graham Crackers	8
Ginger Snaps, XXX round	Ginger Snaps, XXX city	6 1/2
Gin. Snaps, XXX home made	Gin. Snaps, XXX scalloped	6 1/2
Ginger Vanilla	Imperial	8
Jumbles, Honey	Molasses Cakes	8
Marshmallow	Marshmallow Creams	16
Pretzels, hand made	Pretzelettes, Little German	6 1/2
Sugar Cake	Sultanas	12
Sears' Lunch	Vanilla Square	8
Vanilla Wafers		14



<b>CANDIES.</b>	<b>Stick Candy.</b>	Standard	6 @ 7	
Standard H. H.	Standard Twist	6 @ 7	7 1/2 @ 8 1/2	
Cut Leaf	Extra H. H.	@ 8 1/2	Boston Cream	@ 8 1/2
<b>Mixed Candy.</b>	Standard	5 1/2 @ 6 1/2	Leader	6 @ 7
Royal	Conserves	6 1/2 @ 7 1/2	Broken	7 @ 8
Kindergarten	French Cream	7 1/2 @ 8 1/2	Valley Cream	@ 12
<b>Fancy—In Bulk.</b>	Lozenges, plain	@ 8 1/2	Lozenges, printed	@ 9 1/2
Choc. Drops	Choc. Monumentals	@ 12	Gum Drops	@ 5
Moss Drops	Sour Drops	@ 7 1/2	Imperial	@ 9
<b>Fancy—In 5 lb. Boxes.</b>	Lemon Drops	@ 50	Sour Drops	@ 50
Peppermint Drops	Chocolate Drops	@ 65	H. M. Choc. Drops	@ 75
Gum Drops	Licorice Drops	1.00	A. B. Licorice Drops	@ 50
Lozenges, plain	Lozenges, printed	@ 60	Imperial	@ 60

<b>FRUITS.</b>	<b>Oranges.</b>	Jamaicas, in bbls.	@ 7.00
Jamaicas, in bbls.	California Navels	3.50 @ 4.25	
<b>Lemons.</b>	Strictly choice 300s.	@ 2.75	
Strictly choice 300s.	Fancy 300s.	@ 3.00	
Extra 300s.	Fancy 300s.	@ 3.75	
Extra 300s.	Extra 300s.	@ 4.00	
<b>Bananas.</b>	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 @		

<b>CRACKERS.</b>	The N. Y. Biscuit Co. quotes as follows:	
<b>Butter.</b>	Seymour XXX	5
Seymour XXX, 3 lb. carton	Family XXX	5
Family XXX, 3 lb. carton	Salted XXX, 3 lb. carton	5 1/2
<b>Soda.</b>	Soda XXX	5 1/2
Soda XXX, 3 lb. carton	Soda, City	7
Crystal Wafer	Long Island Wafers	11
L. I. Wafers, 1 lb. carton		12

<b>Foreign Dried Fruits.</b>	Fig. Fancy Layers	20 lbs.	13 @
Figs, Choice Layers	10 lb.	@ 11	
Figs, Naturals in bags, new	Dates, Fards in 10 lb boxes	@ 8	
Dates, Fards in 60 lb cases	Dates, Persians, G. M. K., 60 lb cases	@ 5	
Dates, Sairs 60 lb cases		@ 4 1/2	

<b>NUTS.</b>	Almonds, Tarragona	@ 13
Almonds, Ivaca	Almonds, California, soft shelled	@ 12 1/2
Almonds, California, Brazil new	Filberts	@ 10 1/2
Walnuts, Gen. new	Walnuts, Calif. No. 1	@ 13
Walnuts, soft shelled Calif.	Table Nuts, fancy	@ 12
Table Nuts, choice	Pecans, Texas H. P.	7 @ 8
Hickory Nuts per bu., Ohio	Cocoanuts, full sacks	@ 4.00
Butternuts per bu.	Black Walnuts per bu	@ 60

<b>PEANUTS.</b>	Fancy, H. P., Game	@ 5 1/2
Cocks	Fancy, H. P., Game	@ 7 1/2
Roasted	Fancy, H. P., Association	@ 5 1/2
Choice, H. P., Extras	Choice, H. P., Extras	@ 7 1/2
Roasted		@

<b>Fish and Oysters.</b>	<b>Fresh Fish.</b>	Whitefish	@ 10
Trout	Black Bass	@ 15	
Halibut	Ciscoes or Herring	@ 13	
Bluefish	Live Lobster	@ 20	
Boiled Lobster	Cod	@ 12	
Haddock	No. 1 Pickerel	@ 10	
Pike	Smoked White	@ 8	
Red Snapper	Col River Salmon	@ 13	
Mackerel		16 @ 20	
<b>Shell Goods.</b>	Oysters, per 100	1.25 @ 1.50	
Clams, per 100		90 @ 1.00	

<b>OYSTERS.</b>	F. J. Dettenthaler's Brands.	Per Can.
Fairhaven Counts	F. J. D. Selects	30 @
Selects	F. J. D.	25 @
Standards	Standards	18 @
Favorite		16 @
<b>Counts.</b>	Extra Selects	@ 2.00
Medium Selects	Anchor Standards	@ 1.30
Standards	Standards	@ 1.00
Clams	Shrimps	@ 1.25
Oscar Allyn's Brands.	Counts	@ 2.00
Extra Selects		@ 40 @
Extra selects		30 @

<b>PLAIN SELECTS.</b>	25 @
1 X L	22 @
Mediums	20 @
Standards	18 @
Favorites	16 @
<b>New York Counts.</b>	@ 2.00
Extra Selects	@ 1.75
Plain Selects	@ 1.50
1 X L Standards	@ 1.15
Standards	@ 1.00

<b>GRAINS AND FEEDSTUFFS.</b>	<b>Wheat.</b>	62
<b>Flour in Sacks.</b>	Patents	3.70
Second Patent	Straight	3.20
Clear	Graham	2.80
Buckwheat	Rye	2.75
Subject to usual cash discount.	Flour in bbls., 25c per bbl. additional.	
<b>Meal.</b>	Bolted	1.75
Granulated		2.00
<b>Feed and Millstuffs.</b>	St. Car Feed, screened	13.00
No. 1 Corn and Oats	Unbolted Corn Meal	12.25
Winter Wheat Bran	Winter Wheat Middlings	12.00
Screenings	The O. E. Brown Mill Co. quotes as follows:	
<b>Corn.</b>	Car lots	30
Less than car lots		32
<b>Oats.</b>	Car lots	21 1/2
Less than car lots		21
<b>Hay.</b>	No. 1 Timothy, ton lots	16.00
No. 1 Timothy car lots		14.25

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No. 1 Timothy car lots		14.25

<b>HIDES AND PELTS.</b>	<b>Hides.</b>	Green	5 @ 6
Part cured	Full Cured	6 @ 7	
Dry	Kips, green	5 @ 6	
Kips, cured	Calfskins, green	5 1/2 @ 7	
Calfskins, cured	Deaconskins	25 @ 30	
<b>Pelts.</b>	Shearlings	10 @ 30	
Lambs	Old Wool	40 @ 75	
<b>Wool.</b>	Washed	10 @ 17	
Unwashed		5 @ 13	
<b>Miscellaneous.</b>	Tallow	3 @ 3 1/2	
Grease Butter	Switches	1 1/2 @ 2	
Ginseng		2.50 @ 2.90	
<b>Furs.</b>	Mink	30 @ 1.10	
Coon	Skunk	40 @ .85	
Rat, Winter	Rat, Fall	0.8 @ .07	
Red Fox	Gray Fox	40 @ .60	
Cross Fox	Badger	20 @ .70	
Cat, Wild	Cat, House	10 @ .25	
Fisher	Lynx	4.00 @ 6.00	
Martin	Otter	5.00 @ 9.00	
Bear	Beaver	3.00 @ 7.00	
Opossum	Beaver castors per lb	1.00 @ 8.00	
Deerskins, dry, per lb		15 @ 25	

<b>PROVISIONS.</b>	<b>Barreled Pork.</b>	Mess	9.50
Back	Clear back	10.00	
Short cut	Family	11.50	
<b>Dry Salt Meats.</b>	Bellies	5 1/2 @	
Briskets	Extra shorts	5 @	
<b>Smoked Meats.</b>	Hams, 12 lb average	9 1/2 @	
Hams, 4 lb average	Hams, 16 lb average	9 1/2 @	
Hams, 20 lb average	Ham dried beef	8 1/2 @	
Shoulders (N. Y. cut)	Bacon, clear	8 @	
California hams	Boneless hams	6 1/2 @	
Cooked ham		11 1/2 @	
<b>Lards.</b>	Compound, tierces	5 @	
Family, tierces	Crang	5 1/2 @	
Kettle (our own)	Cottolene	6 1/2 @	
Cotosuet		5 1/2 @	

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Buckwheat	Rye	2.75
Subject to usual cash discount.	Flour in bbls., 25c per bbl. additional.	
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Less than car lots		32
<b>Oats.</b>	Car lots	21 1/2
Less than car lots		21
<b>Hay.</b>	No. 1 Timothy, ton lots	16.00
No. 1 Timothy car lots		14.25

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Back	Clear back	10.00	
Short cut	Family	11.50	
<b>Dry Salt Meats.</b>	Bellies	5 1/2 @	
Briskets	Extra shorts	5 @	
<b>Smoked Meats.</b>	Hams, 12 lb average	9 1/2 @	
Hams, 4 lb average	Hams, 16 lb average	9 1/2 @	
Hams, 20 lb average	Ham dried beef	8 1/2 @	
Shoulders (N. Y. cut)	Bacon, clear	8 @	
California hams	Boneless hams	6 1/2 @	
Cooked ham		11 1/2 @	
<b>Lards.</b>	Compound, tierces	5 @	
Family, tierces	Crang	5 1/2 @	
Kettle (our own)	Cottolene	6 1/2 @	
Cotosuet		5 1/2 @	

<b>GRAINS AND FEEDSTUFFS.</b>	<b>Wheat.</b>	62
<b>Flour in Sacks.</b>	Patents	3.70
Second Patent	Straight	3.20
Clear	Graham	2.80
Buckwheat	Rye	2.75
Subject to usual cash discount.	Flour in bbls., 25c per bbl. additional.	
<b>Meal.</b>	Bolted	1.75
Granulated		2.00
<b>Feed and Millstuffs.</b>	St. Car Feed, screened	13.00
No. 1 Corn and Oats	Unbolted Corn Meal	12.25
Winter Wheat Bran	Winter Wheat Middlings	12.00
Screenings	The O. E. Brown Mill Co. quotes as follows:	
<b>Corn.</b>	Car lots	30
Less than car lots		32
<b>Oats.</b>	Car lots	21 1/2
Less than car lots		21
<b>Hay.</b>	No. 1 Timothy, ton lots	16.00
No. 1 Timothy car lots		14.25

<b>PLAIN SELECTS.</b>	25 @
1 X L	22 @
Mediums	20 @
Standards	18 @
Favorites	16 @
<b>New York Counts.</b>	@ 2.00
Extra Selects	@ 1.75
Plain Selects	@ 1.50
1 X L Standards	@ 1.15
Standards	@ 1.00

<b>GRAINS AND FEEDSTUFFS.</b>	<b>Wheat.</b>	62
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Granulated		2.00
<b>Feed and Millstuffs.</b>	St. Car Feed, screened	13.00



**Fruits and Produce**

**Necessity of Using Tact in Treatment of Salesmen.**

From Shoe and Leather Facts.

There is a great opportunity for the exercise of tact in the treatment of customers, and there is also an equal opportunity for its exercise in the treatment of employes and salesmen, as this will, also, in the end have its effect on both. A dissatisfied clerk, in nine cases out of ten, will do his work in an irritated or half-hearted fashion, which may make many dissatisfied customers.

A man who conceives himself poorly treated by his employer is more likely to feel angry with him and do poor work than to be solicitous for his employer's welfare. An imaginary encroachment on his own rights or privileges will so occupy his mind as to render it impossible for him to give efficient service, even if he were sufficiently conscientious as to desire it. When a salesman is dissatisfied, therefore, the only road open to the employer, which will fully answer the necessities of the case, is either to remedy the difficulty or to discharge the salesman. There must be a speedy removal of the existing embarrassment in some way, and in some instances it may be best for the employer to put his pride in his pocket when the services of a good salesman are in question. This is where a fine exercise of judgment and discretion is necessary.

When a large strike in a big manufacturing or railroad corporation has failed, as is almost invariably the case, and the employers have been successful in their refusal to recognize the union which would ruin its members for the personal gratification of its walking delegates and strike committee, it will be noticed that those employes who have not taken an active part in the strike usually get back into their old places—sometimes, even, with a slight advance in wages. The employers find it to their interest to put their pride in their pockets and give the desired increase when they can do so with a faint semblance of having done it voluntarily; and the strikers also find it to their interest to sacrifice a principle of loyalty to an unprincipled union for the steady wages of a corporation which may be so great as to arouse envy because of its success and power, but which nevertheless furnishes employment where before there was none.

The merchant, also, must use the same sort of discretion in deciding when a salesman should be humored and when dismissed—or rather, how far it is safe to humor him. That is the principal question. One great objection to getting better work out of an employe by investing him with a degree of responsibility lies in the fact that he soon begins to believe that he is running the store, and is an invaluable and indispensable adjunct to it. When he gets that far it is best to give him an opportunity to discover how difficult it is to obtain a situation without a recommendation. When he has tried it a short time he will be glad enough to get back at almost any figure. The merchant thus needs a very delicate perception to be able to tell just how great an amount of responsibility a certain employe will be able to bear without having his head too much expanded by the pressure; he must put a sort of pressure-gauge on him, as it were. Even an employe with a slightly enlarged cranium is much preferable to a poor one, for his very defect will lead him to exert himself to be worthy of his own estimate of himself. If he is willing to set for himself a higher standard of excellence to be lived up to than his employer would have done for him, it is all the better, and a few airs and flourishes can be easily forgiven when better work is the result. It is only when they set an extraordinary estimate on their value, and fail to show by their work that it is even ordinary, that they need to be "called down." In the small country store the merchant is particularly liable to have his clerks set an un-

der-estimate on themselves, and especially when he has only one. In such a case, this clerk, after a time, usually begins to give himself airs which would seem to indicate that he considered himself the active partner in the business, and the merchant does not like to take in a green hand in place of an experienced one.

The best way in which a merchant can infuse enthusiasm into his clerks is for him to be enthusiastic himself over his goods and to show them that he is so. It will be infectious. How can he expect his clerks to have this much-lauded and desired enthusiasm if it does not come from him, or if they do not know when to be enthusiastic. When this point is once attained, matters will go on with a rush, but the ball must have something to start it.

**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—The market has been absolutely featureless during the period under review. The receipts have been fair, but the holiday dullness has ruled and there has been but little demand. Prices have sagged a trifle, owing to the absence of interest on the part of buyers. With stock taking over and the market out of the holiday rut, a renewal of demand is looked for in the near future. There are no interesting advices from the principal Michigan shipping points, other than that the majority of shippers express confidence in the future and are not sacrificing their holdings in order to find a market.

Butter—The market is still plentifully supplied with both creamery and dairy. Factory creamery commands 20c and choice dairy brings 14@15c.

Cabbage—Stationery at \$3@4 per 100. Celery—12½c per doz. bunches. Cider—10c per gal.

Cranberries—In fair demand at \$8@ \$10 per bbl. for Cape Cods. Jersey are plentiful at \$2.50@2.75 per bu. box, while Choice Michigan (Walton Junction) command \$2.85 per bu. box.

Eggs—Strictly fresh command 20@21c, while pickled and cold storage stock is in moderate request at 16@18c.

Grapes—Malga 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 25c.

Pop Corn—Rice, 3c per lb.

Potatoes—The market is without notable change.

Poultry—Receipts of dressed have been very light, and with scarcity of really fancy stock on hand the situation has favored the seller in every instance.

Squash—½@1c per lb. for Hubbard.

Sweet Potatoes—The market is unchanged, Illinois Jerseys bringing \$3.50 per bbl. and \$1.25 per bu.

**Learn to be Satisfied.**

When starting in business the ambition of almost every merchant is to secure a competence for a rainy day and old age. Many set the limit of this at a fixed amount, but when, as sometimes happens, they reach this goal, are they ready to retire from business and spend their remaining years free from the mental worry incumbent upon all business enterprises? Alas, no.

Success is a great flatterer and holds out strong inducements to keep on until just a little more is added to the pile; and so they continue to be beguiled by this siren, until old age creeps on, and, with dimmed faculties, they realize that the close of life is near at hand and their ambition is not yet satisfied.

Don't be afraid that you will not get the position you qualify yourself to fill. Every day increases the demand for well-trained minds.

**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.



**Self-Raising Buckwheat**

Ready for use. Always uniform. No salt. No Soda. No yeast.

**Warranted to Contain no Injurious Chemicals.**  
DIRECTIONS FOR BUCKWHEAT CAKES.

With Cold Water or Sweet Milk make a Batter and bake at once on a HOT Griddle.

**SILVER LEAF FLOUR**

The Best Family Flour Made. Always Uniform.

**Muskegon Milling Co.,**

MUSKEGON, MICHIGAN.

Established 1876.

**BEANS**

Merchants having Beans for sale in Carlots or less we would like to purchase. Send sample with quantity and price or ship us your Beans and will pay market price delivered here.

**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.

**MAYNARD, COON & BLIVEN**

Wholesale the "F" brand

**= Oysters =**

54 S. IONIA ST., GRAND RAPIDS. Tel. 1348.

Growers and Shippers of Fruits, Trees and Seeds.

**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.



**The Traveling Man of a Half Century Ago.**

Through the teachings of Herbert Spencer and Darwin we have learned much of the theories of evolution. I do not recall in their histories of the animal kingdom an evolution more marked than has taken place in the profession of the commercial traveler within the memory of the old men of the present time. In the early history of Michigan I doubt if there was such a thing as a traveling salesman within the State. This line of employment had not then been evolved. The local merchants of that day made their semi-annual pilgrimages to the great marts of trade and made their purchases direct from the gentlemen whose names were written over the door. The canal boat, lake schooner and ox team then delivered the purchases at the country store. The relationship of the country merchant in that day with the jobber in the city was of the most cordial and confidential nature, while to-day a personal acquaintance between the two is unusual. We are no longer customers of the New York, Chicago or Detroit houses, but customers of the traveling salesman, few of whose patrons are accorded a recognition by name when they call at the office of the principals. The relationship is now almost wholly with the traveling salesman, who has become the vanguard of civilization, enjoying, as by his conduct he is entitled to enjoy, the unbounded confidence of both his employers and his customers, and respected and beloved by all with whom he comes in contact.

I believe my father had the distinguished honor of being about the first commercial traveler in Central Michigan, beginning his career as such in the year 1839. The western terminus of our civilization and the Michigan Central Railroad at that time was at Leoni, in Jackson county, and the salesman of that day found limited accommodation both for himself and the team that transported him and his wares. There were no modern hotels in those days to welcome and furnish him good cheer. Boyd Pantlind and his Morton House, Hotel Cadillac, Russell House, Bancroft, and the other comfortable houses for the wayfaring man had not yet been dreamed of. On the contrary, the nocturnal stopping places for man and beast were at the little openings in the primeval forests where night overtook them, and glad they were to find even such. The log cabin in the wilderness was generally guarded by from three to five hungry-looking deer hounds, which vigorously announced the stranger's approach. In front of the house was a wood pile, consisting only of a big log resting on an accumulation of chips and an ax resting against the log. If the proprietor had taken sufficient time from the chase to provide a half dozen sticks of wood, then the genius that presided on the inside of the cabin was supremely happy.

The stable consisted of a log pen covered over and about with ancient straw which, if the call occurred near the close of a long winter, was well eaten away by the hungry animals sheltered on the inside. At this season, rations of elm and soft maple boughs took the place of marsh hay. Hog and hominy was the staple food for those who found shelter at the house. After supper and prayers, the stranger was given a rush light to climb the ladder to his bed. What a rocky road he traveled! Once at the top of the ladder,

having removed his boots before ascending, the house is shaken from stem to stem by his efforts to walk upright over a floor strewn with black walnuts which the juveniles of the family have spread there to dry. Having passed this barrier, down he goes exploring the depths of a stovepipe hole located in the floor near the bed. After rescuing himself and rubbing his shin, and repeatedly thumping his head, while disrobing, against the rough tamarack poles that form the rafters in their rapid descent to the eaves, he climbs high into the ponderous featherbed, where he is almost in the arms of Morpheus when his hand encounters something alive! With visions of wildcats, snakes and other varmints, he bounces out of bed, strikes a light, and discovers it is nothing but an old hat which has been taken possession of by the family cat and five kittens.

In the morning he brushes from the coverlet the snow that has drifted in between the logs, and descends, rubbing his eyes, to prepare for pancakes. The landlady meets him with a smile, hands him at the back door a peck measure half filled with soft soap, and tells him to follow the path down to the creek, where he will find a sap trough for a washbasin and plenty of water.

The legal tenders of that date were coon skins, pearl ash, black salts and beeswax, and the pioneer drummer found his load on the return trip quite as burdensome to his team as when he started out. Sixteen to one coin and bank drafts were unknown in this neck of woods at that time. The transformation from those conditions has been rapid and complete. Would that the pioneers of that early day might look in on the changed scene of to-day and enjoy with us the change!

JAMES M. TURNER.

**The Clerk's Right.**

What a roar the proprietors of retail stores set up when some good clerk suddenly resigns his position and leaves without giving due notice. Yet these same men in the heat of passion never hesitate telling a clerk to go to the desk and get his money, and if it is fair for a clerk to be discharged without due notice, it is no more than just if that same clerk resigns when a better position offers itself.

How little some men know of handling their help, and what poor judges of human nature they prove themselves to be. A proprietor should first of all have the respect of his employes, and when that respect is once established, discipline will readily follow. The work of each individual clerk should be analyzed and his character and disposition studied. All men are not alike, and their methods of performing their respective duties differ. Some are quick to act, others slow. Sometimes the brightest clerks are the greatest flinchers, while the plodders are always doing their best. One man can be jollied along, another coaxed, and still another must be driven. These facts must be duly considered, and a proprietor who will take pains to study his clerks will always attain the best results. But the greatest fault with the average proprietor is that he is slow to commend good work done by an employe. Now, nothing will take the heart and ambition out of a willing clerk quicker than to have his employer fail to notice his work. A word of encouragement and a smile of approval will spur a clerk to renewed efforts, while, if his work is passed by unheeded, the average clerk will vow there and then never to do any more than is absolutely necessary. A proprietor in no way loses his prestige or sacrifices his dignity by being friendly with his employes.

A wise merchant is a polite merchant.

**We Are On Deck for 1896**

With one of the most complete stocks of groceries in this State, bought for spot cash. We are in position to undersell any firm buying upon credit.

We are chock-full of trades, and will quote prices to spot cash buyers that will open up their eyes to the disadvantages of purchasing anything upon long credit.

All we ask is the privilege of naming prices and showing samples. We quote this week:

Standard Brands of Rolled Oats	-	\$2.40 per bbl.
Case Goods	-	1.65 per case.
Corn Syrup, in bbls.	-	.12½
Corn Syrup, in pails	-	.31 in 50 pail lots

We offer 30,000 lbs. Even Change, Battle Axe and other brands of equal grade at prices that defy all competition.

New Handsome Japan Tea Dust at 6c per lb., cash with order in current exchange.

**The Jas. Stewart Co.**

(LIMITED.)

SAGINAW, MICH.

**A Prosperous... New Year.**

*"A Mind content,  
Both Crown and Kingdom is."*

We are eminently satisfied with the Business accorded us in 1895 and have

**Great Hopes for 1896.**

We shall be represented by the same force of gentlemanly salesmen, who will visit the trade tributary to Grand Rapids regularly as heretofore, and we bespeak for them your consideration.

**PUTNAM CANDY CO.,**

Grand Rapids,  
Michigan.



## GOTHAM GOSSIP.

## News from the Metropolis---Index of the Market.

Special Correspondence.

New York, Jan. 4.—During the week the attention of jobbers has been given to clearing up the odds and ends of matters which have lapped over from 1895; hence there is not very much to chronicle. Trade shows no appreciable improvement as yet, but we are full of hope. The war scarce—if scarce there has been—is gradually dying out, and, with the appointment of the commissioners, the public is determined to take a rest for a while.

Coffee is the most uncertain staple in the whole list. Rio No. 7 is being quoted at 14½¢ and the market is so unsettled that this can be given only as a nominal price. It is certain that sellers are willing to part with holdings without any haggling; and, probably, in case it is found necessary the rate of 14½¢ will be shaded. The amount of coffee afloat is 611,472 bags, against 506,500 bags at the same time last year.

Granulated sugar is now worth 5¢—at least that is the official quotation, whether it is the actual worth or not. Importers have been worrying the trust considerably of late and the chances are that we shall see more foreign refined this year than ever before. There is a good demand for both the domestic article and the imported; in fact, refiners here are said to be decidedly behind in their deliveries.

For a few lines of the better sorts of tea there has been a trifle of activity displayed, but, upon the whole, the market is sluggish as ever. Ceylon and Indias still command a fair share of attention, however, and the agents will, probably, score a greater success in 1896 than in any previous year. Stocks seem to be ample and it is said that the amount of trash may soon be largely augmented.

Rice still maintains its firm position and holders are content. The demand has not been quite as large as during a fortnight of December, but then buyers were laying in stocks in anticipation of a raise. Whether they were wise or not is a matter which the future must disclose.

In spices the demand is moderate. Shipments of pepper from the Straits to America during the last half of December were twenty tons. Holders are looking for better prices, but, unless there is a very decided better demand, there seems no chance of much improvement.

Molasses is in a very strong position for the better sorts, and advices from New Orleans indicate a very firm tone there also. There is a good demand, comparatively, and stocks show no accumulation. Good to prime New Orleans is worth 29@34c. Choice, 35@37c.

The moderate production of syrup gives the market a very steady appearance and, altogether, dealers are quite well satisfied with the outlook. Quotations have remained unchanged.

In canned goods the outlook cannot be called very rosy. The market is full of cheap goods, and too often the quality is far from good. It is, in fact, the veriest trash. The year 1895 was a year of little or no profit to packers of canned goods, and if the reign of small factories with men in charge having no experience in processing is to continue, there will be a big lot of failures.

Lemons are in light request and at lower prices. Oranges are meeting with a fairly steady inquiry. Jamaica oranges are still the most desirable fruit and bring good prices. Bananas are selling in a perfunctory manner. Cold weather reports from California do not seem to have exerted any undue influence upon this market.

Domestic dried fruits are steady, but prices remain very low. Fancy evaporated apples will not command over 7@7½c.

Butter is steady and best grades are worth 24c. Stocks are fairly ample to meet all demands.

Trading in cheese is of an everyday character. There is nothing new to

chronicle. Very little export business is being done.

Eggs are worth, for best Western, 23@24c. The demand is good and the tendency is upward.

Beans are dull. Pea are worth \$1.27½@1.30. Potatoes are abundant at about \$1 per bbl.

## What to Discourage.

While every merchant owes it to his patrons to be courteous and entertaining, gossiping and loafing should be discountenanced, even though a dozen idlers be offended. It is far worse to lose the trade of even one person who means business and does not wish to be annoyed by the stares and comments of a lot of loafers, than it would be to offend the whole of them. Any one who has a regard for the interest of a merchant will not consume his time during business hours other than is necessary if it can possibly be avoided.

## Did a Cash Business.

A story is going the rounds of the grocery trade about two Buffalo men who have been partners for twenty years and have always done a spotcash business. The firm keep no books and run no accounts. As soon as any money is received it is divided. No bills are paid unless both partners are present. If either partner is away the creditor waits for his return.

## Has the Merit of Novelty.

A new idea in window signs was seen recently in one of our large cities. This was the weather predictions placed on a card each morning and hung in a conspicuous position therein. Any merchant can adopt this by simply clipping them from a daily paper and posting accordingly.

Chicago is bragging about the thrift of one of its millionaires. They say that Charles T. Yerkes came to Chicago ten or twelve years ago without money enough to buy paint for a two-story-and-a-half frame house. A few days ago he shipped to New York two parlor car loads of paintings that cost from \$50 to \$25,000 each. Not only this, but he has helped many aldermen to get rich. And still his salary, at first, was small, and it never was large, compared with that of some steam railway presidents. He must have been very economical to have saved so much money.

The commercial traveler, in his journeying from place to place, unlike that of the ordinary traveler, is a great commercial and economic educator, and hence the general system of commercial travelers must be considered a great public benefit, and as such should be entitled to every possible encouragement by our Government, for there is no greater duty imposed upon a government than the encouragement and conserving of the internal commercial relations of its people.

"Papa," said Amy, hesitatingly, "I—must confess something. Harry and I had arranged to elope to-night, but my conscience troubled me, and I just had to tell you and spoil it all." "It need not spoil it," replied the fond parent; "go ahead and elope, but never tell I knew of it. It will save the expense of a wedding."

Where a party, having contracted to do a thing upon a given day, before the day of performance arrives repudiates his contract or voluntarily puts it out of his power to perform, the other party to the contract may treat it as rescinded and bring his action for the breach immediately and without awaiting the stipulated day.

Some men can't do a good business because they can't realize that they are doing a poor business.

One of the queerest reasons assigned for a long time by members of a trades union for going out on strike was that given by twenty-five of the tool-makers employed at a Toledo wheel factory. They complained that a member of the union, who was a fellow-workman, was making too much money, and requested the management to discharge him. This being refused, the strike was the result.

Putting a store in order to-day often means new customers before the morning comes, whereas putting the work off to some more convenient time almost invariably means the loss of customers before another sun sets.

One of the penalties of success in mercantile life is that you have got to keep on striving to please.

You may probably receive a man according to the coat he wears, but his dismissal will depend upon his wit.

When you have not a good reason for doing a thing you certainly have one good reason for not doing it.

Do both a cash and credit business. Get credit for keeping good goods and get cash when you sell them.

## Drug Stock for Sale!

I offer for sale my drug stock and fixtures, located in growing resort town in Northern Michigan, having good trade summer and winter. No dead stock. Rent low. No cutting Stock and fixtures invoice about \$3,800. Terms, \$2,000 cash; balance to suit purchaser. Address No. 926, care Michigan Tradesman.

## Gringhuis' Itemized Ledgers . . . .

## Size 8 1/2x14—Three Columns.

2 Quires, 160 pages.....	\$2 00
3 Quires, 240 pages.....	2 50
4 Quires, 320 pages.....	3 00
5 Quires, 400 pages.....	3 50
6 Quires, 480 pages.....	4 00

## INVOICE RECORD OR BILL BOOK.

80 Double Pages, Registers 2,880 invoices...\$2 00

## TRADESMAN COMPANY GRAND RAPIDS, MICH.

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 excellently 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.

## Duplicating . . . Sales Books

We carry in stock the following lines of Duplicating Sales Books, manufactured by the Carter-Crume Co.:

**J Pads**  
**Acme Cash Sales Book**  
**Nine Inch Duplicating Book**  
**Twelve Inch Duplicating Book.**

We buy these goods in large quantities and are able to sell them at factory prices. Correspondence solicited.

**Tradesman Company**  
GRAND RAPIDS.

## WANTS COLUMN.

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

## BUSINESS CHANCES.

**FOR SALE—A SMALL STOCK OF GENERAL** merchandise in best farming country in Michigan. Best reasons for selling. Address Lock Box 9, Woodland, Mich. 931

**WANTED—DRUG STOCK IN MICHIGAN, IN** town not less than 3,000, for 160 acres in South Dakota. Address No. 928, care Michigan Tradesman. 628

**FOR SALE—ONE OF THE OLDEST DOWN-** town cigar stores in Grand Rapids; \$1,200 will buy it; reason for selling, other business. Address D. W. C., care Michigan Tradesman. 929

**LET US SEND YOU A DOLLAR TYPE-** writer ribbon for 75 cents, postpaid—Remington, Caligraph or Smith Premier. School & Office Supply Co., Grand Rapids, Mich. 930

**FOR SALE—OLD ESTABLISHED MILLIN-** ery business in good location, Grand Rapids. Other cares compel a sacrifice for cash. Address No. 927, care Michigan Tradesman. 927

**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. Muffley, Kalamazoo, Mich. 919

**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 ES-** tate for stock of groceries or general merchandise. Address Box 1296, Benton Harbor, Mich. 908

**FOR SALE—STAPLE AND FANCY GRO-** cery stock, involving 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 MER-** chandise, 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 BUSI-** ness 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, 24x45. Poor health reason for selling. Address, J. Clark, care Michigan Tradesman. 888

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