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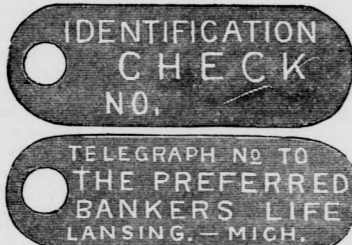
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SERMON TO SALESMEN.

Rev. J. M. Patterson's Annual Greeting to the M. C. T. A. *

In the business world it has been a trying year. Of this, you know far more and better than I. These trials may we speedily forget. Let us confront the future with a cheerful courage and an abiding faith in God. What shall I say to you to-night; upon what theme shall I discourse? The religion of Christ deals in general principles rather than specific instructions to different classes of people. It lays down rules and principles which apply to men in all circumstances. It is the business of the pulpit to show the application of these general principles to men, and to encourage them to observe the same.

I would like to observe the promptings and suggestions of the hour and the circumstances and address a word which, while particularly appropriate to you, may not be inappropriate to other attendants upon this evening's worship. Your problem is the same as that given by Providence to every immortal soul; it is the problem of life, the problem of living, the problem of living victoriously. I state a truth, which you will readily accept, when I say that you have two ends to accomplish—business success and character success. It is yours to seek to advance your material interests and the material interests of your employers. It is, also, yours to seek to advance your moral and intellectual and spiritual interest and the interest of your Heavenly Master. Your life will not be a success if you succeed in selling many goods and at the same time sell your own soul. It will not be a success, although you gain much profit, if you become bankrupt in character. The problem to be solved is this: How to secure at one and the same time a successful business career and a successful career as an immortal man; how to gain money and godliness at the same time. The employment in which you find yourself is the school in which you are to educate yourself up to an intelligent manhood, as well as a mart of trade in which you are to seek material profit. I wish, if I may, to direct your thought to a few principles or truths whose observance will have a tendency to promote all these interests.

BUSY MEN.

I want to remind you of the dignity of an honorable calling. If you please, the dignity of toil, the dignity of work. It is a law of nature, as well as a law of God, that man should have some business. God sent us here for something; he did not send us here to play, he sent us here to work, and work is honorable. Away back in the garden the principle was laid down that man must eat his bread by the sweat of his brow. The Apostle Paul carried this principle still further, and said, "If any man will not work, neither shall he eat." I fear if Paul's injunction were carried out in these modern times there would be an abundance of skeletons around. There is a growing class of idlers; people who get their living in some other way besides working for it; people who seem to think that the world owes them a living, and who succeed, somehow, in getting a sort of living without earning it. The world does not owe any man a living, any more than Mother Earth owes the weed and thistle a living or your body owes a cancer a living. The idler is the cancer of society; he is the weed and the thistle

and the tare amongst the golden grain.

The wise man tells the sluggard to go to the ant and learn a lesson. Now the ant is a very humble creature, and, at first thought, might not be considered a very wise preacher; but if the wise man is correct, when the ants become preachers it would be well for the idlers to get into the pews. The ant is an example of industry and frugality and forethought, and, if the sluggard will go to the ant, he will soon learn that there is no place for him in this world; he will find that this is a world of activity, and that for the idler there is no room. Away with lazy men. They remind one of Tudham's dog, who was so lazy that he had to lean his head against the wall before he could bark. All nature is a challenge to work. God has given us this magnificent opportunity, and every opportunity is an indication of God's will. He has not given us bricks already fashioned and burned, but clay. He has not given us stones cut and shaped and polished, but the quarries out of which we can dig them. He has not given us the golden harvests of wheat, but the virgin soil of plain and prairie. He has not given us the builded houses and cities, but he has given us the forests and mines and all the raw material out of which we can build them. He has not given us cloth already woven, but he has given us the sheep and the flax. And all this raw material of nature which is spread so lavishly before us is the voice of God to us, saying, "Whatsoever thy hand findeth to do, do it with thy might."

Labor is the Philosopher's Stone, which turns everything it touches to gold. It is the talisman that changes the desert into the garden and the forest into the fruitful field and that gives us plenty in place of want. The noblest thing in this world is honest labor. It is not only the path to independence and usefulness and promotion, but it is the path to character. There is a moral protection about labor. The devil does not lose any sleep over the lazy man; he knows he is an easy victim. The activities of life are a fence to virtue; men are never free from temptation unless they are occupied. There is a legend about Saint Thomas which is instructive on this point. Years after the resurrection of Christ, Thomas began to doubt again. He went to the Apostles and told them about his doubt. Each Apostle looked at him with surprise, and then excused himself because he had no time to listen any longer to Thomas' doubts. The Saint Thomas went to the devout women of his time and told them his doubts. They expressed sympathy with him, but assured him that they had no time to listen, whereupon Saint Thomas concluded that it was because they were so busy that the Apostles and the devout women had no doubts. His conclusion was wise. Idleness not only leads men into associations which are demoralizing, but oftentimes into the worst sort of skepticism. Loafers and idlers are almost always skeptics and infidels. Christ's Apostles were busy men; they were busy when they were converted; Simon and Andrew while they were fishing, Lydia while she was selling purple, the shepherds of Bethlehem while they were watching their flocks, and Gideon while he was threshing. Read the Bible through and you will not find an example of a man who was converted standing around with his hands in his pockets. There is no place for the idler, either in this world or the world to come.

It does not make so much difference what a man does. He should do the thing for which he is fitted, but he should not make much question about

honorable calling and respectable employment. "Honor and shame from no condition rise; act well your part, there all the honor lies." The man who is engaged in honest employment of any kind, manual or mental, may well walk with his head among the stars, and men might as well try to snub the sun as to snub the man who makes an honest living for himself and his household. Yet in this age there are some dapper dandies who would endeavor to snub Saint Paul because he was a tentmaker, if Saint Paul lived to-day; or Robert Burns because he followed the plow. It is time we learned the lesson that no man need fear the degradation that comes from standing in the ranks with honest toilers in any honorable enterprise.

Your business as commercial travelers is gaining more and more a large and honorable and respected place in the minds of the people. People are fast coming to recognize what they ought to have recognized long ago—that men who are capable of representing large manufacturing and jobbing concerns are men who are entitled to no small place in public esteem. We are all laborers. One man labors with his hands; another labors with his brain; but we can no more do without the hands than we can do without the brain; and in all these social and commercial relations there is an interdependence of every one upon every other; and this mutual dependence ought to be recognized. If the brain cannot say to the hand that it has no need for it, and the hand cannot dispense with the brain, then neither labor nor capital can say to the other that they have no need of them. There is no hostility between labor and capital, any more than there is hostility between labor and labor, or between capital and capital. The only source of all this contention and strife with which the world is filled is the rank selfishness of the human heart. Scientists have studied the human race, and some claim that men have descended from the ape. Sometimes, as I look upon the rank selfishness of men, I am inclined to believe that man has not descended from the ape, but that he has descended from the hog. The motto of selfishness is every fellow for himself; an all this strife and discontent will be eliminated when the golden rule is enforced.

SELF-CONTROL.

The Scripture says he that ruleth his spirit is better than he that taketh a city. There are some men who succeed in conquering cities and nations, but never succeed in self-conquest. Some enthusiastic admirer of Napoleon once said that he could have conquered the whole world were it not for one man in it—himself. Truly, it is scarcely worth the effort to gain power over the whole world and lose power over one's self. To conquer self is the chief, the most signal victory in the battle of life. The man who would succeed among other men must first succeed in controlling himself; he must have himself well in hand. Self-control means the ruling of one's own spirit, the controlling of one's temper.

I do not say that anger is always weakness; there is such a thing as righteous indignation. The man who cannot get angry is the man who is weak. The man whose spirits never rise in hot indignation is chargeable with stoical stupidity, rather than with virtue; but yielding to anger is an evidence of weakness. It is really an unconscious confession of weakness; the strong man looks men and events and circumstances in the face and is calm. The hot-headed men are the men who rave and rant, but who are weak. The man whose temper controls him is easily

* Sermon delivered by the pastor of the Westminster Presbyterian church, Detroit, to the members of the Michigan Commercial Travelers' Association, Sunday evening, Dec. 29, 1895.

conquered. Whom the gods would destroy they first make mad, is an old saying. Pythagoras was accustomed to say that anger begins with folly and ends with repentance. The man who is dealing with his fellow men everyday, who is mingling with all classes and conditions of people, needs to have himself thoroughly in hand.

And in order to attain this self-control a man must know himself. The importance of self-knowledge was emphasized by Plato and Plutarch and practically all the old Greek and Latin writers. Modern authors have repeated the injunction. Pope says:

"Know then thyself, presume not God to scan;
The proper study of mankind is man."

Young's version of it is: "Man, know thyself, all wisdom centers there."

Gay says:

"That man must daily wiser grow,
Whose mind is bent himself to know."

And Tennyson sums up the whole lesson when he says:

"Self-reverence, self-knowledge, self-control:
These three alone lead life to sovereign power."

The man who would have control over himself must take a candle and go into himself and examine himself in his every part. It seems to me that this power of self-control is especially important to men like yourselves, who are constantly mingling with men of all shades of belief and all kinds of practice and all sorts of peculiarities. I presume that no class of men come more frequently in contact with human nature in its warped condition than the traveling man. We call this warped human nature a crank.

Now, exactly what is meant by the crank it is somewhat difficult to say. The crank is a modern creature. Webster knows nothing about him. He is the product of later social conditions. So far as we know, he is neither a lunatic nor a criminal. If he were a lunatic we would put him in an asylum, if a criminal in jail; but he is at large. Any man acquainted with machinery knows that a crank is a very crooked thing, but that it is a very useful thing in its place. While it does not originate motion, it gives direction. The machinist finds frequently an important use for the crank.

While the real crank is nearly always a well-meaning man, we think it is a pity that he is so crotchety, so angular; and sometimes the crank becomes entirely too cranky. There is a law even for the crank that the machinist uses. A crank must be bent just enough to bring power to bear most effectively at the right point. Some cranks are bent too much and they become useless; so there are some of these moral cranks who become so exceedingly eccentric, and who cultivate eccentricity so much for its own sake, that they become a nuisance. The professional crank is the nuisance of the day. He is a good deal like the mule that the colored people speak of down South. One of the proverbs of the Southern colored people is, "The mule don't kick cordin' to no rule." Here you will notice are two negatives, which make the assertion very strong. The crank is a sort of a modern two-footed mule, and he observes no rule in his crankiness any more than the mule down South. The only rule that he observes is his own sweet will. The crank is cranky when he wants to be.

But I do not propose to deliver a lecture or a sermon on the crank. I have some acquaintance with him, because he sometimes gets into church, and of all cranks on earth the church crank is the one from whom I pray the good Lord to deliver me. These cranks very often kill churches, and then, when they have done their work, they come around looking as innocent and saintly as though they had just been preparing for death and stand over the ruins of the church they have kicked to death and pray for a revival.

With the crank in the business world you have doubtless a considerable acquaintance. You know all about the double-twisted crank, and you have to meet him, and have to deal with him, have to sell him goods. You have to keep him good-natured. If you have to

do all that you have to keep yourself under perfect control. The man who can deal with this crotchety, cranky development of human nature and exorcise of human life is a man that deserves a crown.

I wish we could all understand the majesty of self mastery. We have been accustomed to commemorate in song and marble and bronze the victories won on the world's battlefields. Stately column, cathedral and triumphal arch, the Pantheons of Paris and Rome and London, all speak of the honor of which military and civic heroes are the recipients. From these I would not detract one iota. I say all honor to the brave and heroic men who have toiled and sacrificed and died for home and country. Yet there is a nobler heroism than theirs. There are victories far more splendid than those won on bloody battlefields. The word of God exercises a finer discrimination and a higher wisdom when it puts the bright crown of fame on the brow of the moral victor. Above and beyond all conquest of cities or nations or armies is the conquest of self. Great is the man who conquers self, rules his spirit, controls his temper, curbs his tongue—greater than he that taketh a city. He is greater in influence, in character, and in destiny. So God says. The world is too poor in bronze and marble to erect a fitting monument to the man who has gained the mastery over himself. Life is too short to chant his praises. As has been said, the arch of the skies, extending from horizon to horizon, is his triumphal arch and God alone is his eulogy.

MORAL STRENGTH.

You need in your business, and we all need, moral backbone, else we might as well be jelly-fishes. It will be a great aid to success in business, as well as to success in character making, if one acquires the reputation of truthfulness and honest, sterling integrity. This ought to be the cornerstone of every business concern. It should be to the business man what charity is to the Christian and what patriotism is to the soldier. Hugh Miller tells of an honest mason with whom he served an apprenticeship, and of this mason he says that he put his conscience into every stone he laid. You ought to put your conscience into every bill of goods you sell and every day's work you do. I do not mean that you should make a show of your honesty. The man of loud professions along this line is the man to watch. An old merchant was accustomed to instruct his clerks after this fashion: "When a man comes into the store and talks of his honesty, watch him; if he talks of his wealth, don't try to sell to him; if he talks of his religion, don't trust him a dollar." There is a good deal of common sense in that instruction.

On the other hand, don't fall into the sin of declaring that honesty is a lost virtue. If a man tells me that there is no such thing as an honest man, I set him down for a knave. If anyone complains, like old Diogenes did, that he has to walk the street with a lantern at noonday to find an honest man, we may well suspect that this man's nearest neighbor would have as much difficulty in finding an honest man as he.

When I speak of honesty and sterling integrity, I do not mean that a man is to conduct his business with a careful eye upon the law, that he does not break its letter. A man may do a great many mean and dishonest things without transgressing the letter of any law. The story is told of a drunkard who applied to a Connecticut deacon, who kept a grocery, for a pint of rum. The deacon said, "Can't sell it to you." "Why not?" said the tippler. "Because the law won't let me sell less than a quart," replied the deacon. "See here, deacon," said the tipsy but very logical applicant for a pint of rum, "if you ain't any better than the law makes you, you'll go to hell sure."

You want an honesty and an integrity that is at least equal to the spirit of the law, and you will find that it pays. A character for trickery is an insurmountable obstacle to success in any business. In geometry the law is that

a straight line is the shortest distance between any two given points. The same law obtains in the business world. The world points to the unscrupulous but temporarily successful man and says, "That is a man of capital." I raise the question, "What is capital? What he has or what he is?" I am bold to affirm that character is capital, honor is capital, integrity is capital. Perish what may, let integrity be like the keepsake which the boy fastened around his body, the one thing in all the world which he was determined to save. Live the life of an honest man. Stand alone if you have to in your integrity. Refuse to go with the multitude to do evil or to bend your honor to the tyrant custom or to stoop to the tricks of the trade; and, although your friends have not money to erect a tombstone on your grave, the angels will write the inscription, "Here lies an honest man."

God intends your business as a school of Christian integrity. You are surrounded with inducements to dishonesty. There is hardly a law but what you can evade. Commercial life fills the land with trickeries and if a man does not approve of them and fall into them he is accused of being green. It requires a lot of grace to be honest now; more than it did in the days of our fathers. In those days silk was silk, and woolen was woolen; diamonds were diamonds, not Colorado crystals; and coffee was coffee, and not beans, and men were men. If you can live through your business experience and never allow your integrity to cringe to the present temper of the age, then you have been tested and tried; you have been weighed in the balance and not been found wanting.

Remember that there is no shifting of responsibility for dishonesty. Among the old classic fables there is one regarding the fate of the trumpeter. He was captured on the battlefield, together with the soldiers, and, being condemned to death, he pleaded that he was not a soldier but only an innocent harmless musician; but the court martial declared that it could make no distinction between the men who fought and the man whose music inflamed the fighters. There will be a poor chance for any commercial traveler on the great day of judgment to plead that he was only an agent, only a representative, only a mouthpiece of the firm whose goods he was handling. The Great Judge will know no line of distinction and, if you become a sharer in the crime, you will become a sharer in the punishment.

I was reading lately an article in an insurance paper on the "Moral Hazard of Official Position." The author of the article declared that it is trite to say that boards of trustees and directors have done and will, probably, always do things that not one of their members in their individual capacity would do. The reason of this is found in the fact that there is a confused notion involved in divided or corporate responsibility. This arises from the thought that the individual is not accountable to God or his conscience or any other tribunal for what that individual in his representative or official capacity may do. Now, there is no such duality in a man's life. Your individual life enters into your representative life, your official life, and your conduct as an official or representative cannot be divorced from your responsibility as an individual.

The story is told of Judge Kent, the eminent jurist, having given a ruling which illustrates this point. A man was brought before his court for burglary. The evidence showed that the burglary consisted in cutting a hole through a tent in which several persons were sleeping and then projecting his head and arm through the hole and abstracting various articles of value. The ingenious counsel for the defense claimed that inasmuch as he did not actually enter the tent with his whole body he had not committed the offense and must, therefore, be discharged. In charging the jury Judge Kent told them that if they were not satisfied that the whole man was involved in the crime, they might bring in a verdict of guilty against so much of him as was thus involved. After a brief consultation,

therefore, the jury found the right arm, the right shoulder, and the head of the prisoner guilty of the offense of burglary. Whereupon, Judge Kent sentenced the right arm, the right shoulder, and the head to imprisonment at hard labor for two years, remarking that as to the rest of his body he might do with it what he pleased. It is just as easy for you to divorce your personal responsibility in your business from your representative character as a business man as for this man to divorce his arm and shoulder and head from himself.

RELIGION.

A Christian faith and character will contribute not a little to the solution of the problem of life. It pays to be a Christian. The Bible claims that godliness is profitable for time and eternity. We are all inclined to agree that it is profitable for the next world. We think of the future profit of godliness, to the exclusion of the present profit. We talk about laying up treasures in heaven. The Christian man does, but he gets treasures as he goes along.

"The Hill of Zion ye lids
A thousand sacred sweets,
Before I reach the pearly gates,
Or walk the golden streets."

Even wicked men agree that honesty is profitable; but what is the basis of honesty if it is not godliness? We all know how important industry is, and how essential it is as an element of success, but what system is there that teaches industry so faithfully and forcibly as the gospel? We know that decision of character and courage are essential elements of success and I affirm that there is no system of truth which is so productive of a strong character as the gospel of Christ. And then the gospel contributes liberally to the highest pleasures of life; stimulates the mind, brightens the home, denies no real pleasure. It is not godliness that puts people in almshouses and prisons; the more godliness there is, the less need for such institutions. Make a list of the qualities that make for success in life; make a catalogue of the virtues that go to make up a beautiful character; write out the sources of pleasure and joy; and you will find that for every one of these godliness is profitable.

Sometimes young men starting out on the life of a commercial traveler think they have to sit for a little while at Satan's banquet; they have to see the world, have to take in the city. They excuse this by saying they are just sowing their wild oats. Do you know about those wild oats? There is an old legend that tells about an abbot who wished to buy a certain piece of land which the owner refused to sell, but he consented to rent this piece of land to the abbot for the raising of a single crop. The abbot sowed it with acorns, a crop that lasted three hundred years. So it is with wild oats; it is a crop that will last for years and years and years. Satan only asks for one crop, for one seedtime, for one sowing; but these wild oats prove to be acorns, and their deep roots will claim the soil for years, if not for eternity. There is many a temptation that will meet you in your work; it is not necessary to go into the grog-shops to find the tempter; the devil carries on his work in the factory and the counting-room. All he asks of a man is to misrepresent and falsify and stifle conscience, and he has achieved a victory. Godliness is a refuge and protection and deliverer from the snare of the tempter. Godliness delivers from the tempter's snare chiefly by supplying something better than the devil offers.

Once in his wanderings it is said that Ulysses came to the spot on the southern shore of Italy where the sirens lived. These were a kind of mermaids, beautiful in person and especially in voice, but malignant in soul. They used to sing on the shore, as ships were passing by, and with their sweet songs allure the mariners to their destruction upon the rocks. But Ulysses was a wise and wily traveler, and was aware of the danger; and he took measures to provide for his safety. Assembling the sailors, he explained the situation, and told them they must pull past the fatal spot for their lives. Then he stuffed

their ears with wax, so that they could not hear a sound. His own ears were not stuffed; but he made the sailors bind him hand and foot to the mast. In this trim they reached the place which had been fatal to so many. The sirens saw them, and came out, and sang their sweetest. The sailors, hearing nothing on account of the wax in their ears, pulled stubbornly on. Ulysses heard, and was so intoxicated that he would have done anything to reach the shore, but being bound hand and foot, he could do nothing to influence the direction of the ship. And so they rounded a promontory and the danger was past.

Another story is that the Argonauts, who were sailing to Pontus in search of the golden fleece, had also to pass the same dangerous spot. But in their ship they had with them Orpheus, the great poet and singer of those mythical times. He sang so ravishingly, it is said, that lions and tigers came crouching to his feet, and even rocks and trees followed where he went. And every day he poured his enchanting strains into the ears of the Argonauts. At length they arrived at the dangerous spot, and the sirens seeing them, came forth and sang their sweetest. But the Argonauts only laughed at them and passed on. How were they able to do so? It was because the charm of the inferior music had been broken by that which was superior.

These two stories illustrate the two ways of meeting temptation. The one is the method of restraint, when we keep ourselves from sin by main force, as Ulysses saved himself from the charm which was drawing him; and, of course, this is far better than yielding to temptation. But the other method is the secret of religion. The attraction of temptation is overcome by a counterattraction. The love of Christ in the heart destroys the love of sin, and the new song of salvation enables us to despise the siren-song of temptation and pass it by. That man alone is really safe who, as he sails the sea of life, carries on board the divine Orpheus, whose heavenly music is daily sounding in his soul.

Let us hear the conclusion of the whole matter: "Fear God and keep his commandments, for this is the whole man." Do you notice the form of that Scripture? Look in your Bibles and you will find that it reads, "For this is the whole duty of man;" but you will find the word duty in italics, indicating that it has been supplied by the translators. It is a pity that it has been supplied, for it takes away from the force of the statement. "Fear God and keep his commandments, for this is the whole man." In other words, without religion a man is not a man, at least is not a whole man; he is only a fragment, a fraction, a part of a man. No matter how much wealth, influence, fame he has, if he has not God and Christ he yet needs something to make himself a man in the highest and truest sense of that word. It takes religion to complete man, to crown him; and without religion no man is symmetrical, no man is full-grown, no man is four-square. The only perfect man is the perfect man in Christ Jesus. Religion is a manly thing, it is a man-producing thing; and I would have you have a manly religion, not a religion of cant or of sentiment, not one of ritual and formalism, or of hide-bound creed or moss-covered theology; but a religion of heart, a religion of life, a sincere, straightforward, stalwart religion; a religion, moreover, that is sympathetic and tender—the religion of Christ.

When it is uncertain whether damages have been caused by the violation of a contract, none can be recovered, a jury not being permitted to speculate whether damages may not have been occasioned; but when it appears that damages have been caused by the breach of a contract, the amount of which is uncertain and incapable of ascertainment by computation or by direct evidence, the injured party is entitled to recover such as he can show to be the direct results of the breach of the contract.

THE BICYCLE FOR 1896.

Written for the TRADESMAN.

Gradually the varying patterns of bicycles have been modified and made to approach to a common uniformity until there is so little variation between those made by the different manufacturers in this respect that it requires an expert to discern any difference aside from that of finish or decoration. In this approach to uniformity an ideal of form and weight seems to have been attained that will be the standard for a long time to come. The approach to this ideal in form has been so gradual, by so slight modifications extending over so many years it is extremely improbable that there will be any radical changes for some time to come.

The change in the pattern for 1896 is very slight. The tendency to increased size of tubing has kept up until it seems as though the extreme has been reached in that direction. Perhaps the most radical difference is in the "barrel hub"—a much larger tube being used for this part than before. The advantage of this is that larger balls and bearing parts can be used, which contributes to the strength and durability of the machine as well as to the ease of running.

The weakest point in the bicycle in its present development is the tire. Last year was peculiarly unfortunate with many manufacturers in this regard—their output proving very perishable. At the best this is the weakest point. It is promised that there will be decided improvements before long in this direction.

The weight of the bicycle has probably passed the minimum. The most fragile webs of steel which were put on the market a year or so ago were too liable to accident to meet with continued favor from the practical purchaser. The average weight of high grade wheels will, therefore, not be any lower, if as low, as it was last year. Claims for favor will be based more on accuracy and durability of construction of wheels of medium weight. In this regard there will undoubtedly be considerable improvement partly resulting from experience in this peculiarly exacting field of mechanical work, and partly from the fact that to provide for the greatly increased output it has been necessary to enlarge plant in all successful factories and the machines put in are of the better and more costly kind, which experience has shown to be requisite for the highest grade of work.

On the whole the bicycle for 1896 will be a thing of beauty and a joy to be desired, and every indication points to a

sale to meet the expectations and preparations of the manufacturers.

W. N. F.

One Trade Trick.

"These goods are marked down one-half in order to clear out old stock," read the sign in the store window.

The retired tradesman sighed as he saw it. "Life is full of deceits," he said, reflectively, "and especially business life. Now, if those goods really were old stock, do you suppose they'd be marked down?"

"Why not?" I asked.

"Because the firm never could get rid of them. If you ever go into trade, John, and find yourself possessed of a lot of old stock that you want to get rid of the thing to do is to mark up the price instead of marking it down."

"How so?" said I.

"When I was in business," he replied, "I remember one time we had a lot of fancy shirt-fronts—gaudy things, you know, moons and stars on them and all that. They were in wretched taste and we could not sell them. So after they had laid around for awhile we marked the price up one-half and stuck them in the window as the very latest Paris importation. If they had been cheap, nobody would have had them; but the average buyer judges almost wholly of value by price. So, when we put the price up, everybody thought they must be something extra and so we sold the whole lot inside of three days. There's tricks in all trades, John."

An agent employed to manage a store has no authority in consequence of such agency to make or endorse notes in the name of his principal.

Walter Baker & Co., Limited.

The Largest Manufacturers

PURE, HIGH GRADE

COCOAS AND CHOCOLATES

on this continent, have received

HIGHEST AWARDS

from the great

Industrial and Food

EXPOSITIONS

IN

Europe and America.

CAUTION: In view of the many imitations of the labels and wrappers on our goods, consumers should make sure that our place of manufacture, namely **Dorchester, Mass.** is printed on each package.

SOLD BY GROCERS EVERYWHERE.

Walter Baker & Co. Ltd. Dorchester, Mass.

Do Away With The Credit Evil.

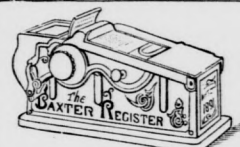
Many people say business cannot be done on a cash basis. A merchant can do a cash business if he will determine to do no other kind. Some say it is hard enough to get trade on credit. True; but if things had been started on a cash basis, credit would not be asked, and therefore none would be under the necessity of losing because of bad debts. It is entirely practicable to do a strictly cash business. The theaters do business on a cash basis, so does the saloon-keeper; if people can find money for these things, which are essentially luxuries, they would do the same way with their butcher, their baker, or in shoe buying, if it were once understood that they could not secure these commodities except by paying spot cash for them. If combined effort were effected among retail merchants this credit evil would eventually be but a nightmare.

When a firm engages the services of a traveling man he should be given a clear, concise understanding as to his duties and what is expected of him in a manner that there can be no possible chance for a misunderstanding afterward.

Honest Methods Assured

Where a **Baxter Register**

is used. Prevents dishonesty or carelessness. Gives you an accurate record of each transaction, cash or charge. Highly finished in nickel. Only costs \$15.00.



SEND FOR CATALOGUE

Baxter Bros. & Co.

340 Dearborn Street,
CHICAGO.

BEWARE OF INFRINGEMENTS.

COTOSUET WINS!

In the long pending suit of the N. K. Fairbank Co. vs. Swift and Company ("Cottolene" vs. "Cotosuet") a decision was handed down Jan. 8th, 1896, by Chief Justice Tuley of the Circuit Court, dismissing Fairbank's bill of complaint, with judgment in our favor for costs.

Cotosuet Wins!

SWIFT AND COMPANY, Chicago.

Around the State

Movements of Merchants.

Cheboygan—Daniel O'Leary has opened a new grocery store.

Plainwell—Geo. T. Andrus succeeds C. D. Weeks in the bakery business.

Clarkston—Seeley & Co. succeed Seeley & Titus in the meat business.

Alma—Lester H. Hoyt succeeds H. J. Vermulen in the grocery business.

Lengsville—The P. L. Sherman Co. succeed Antoine Moore in general trade.

St. Louis—Geo. E. Miller & Co. succeed Geo. E. Miller in the marble business.

Saginaw (W. S.)—Richter Bros. succeed Herman G. Watz in the drug business.

Sunfield—L. Johnson has removed his general stock from Clarksville to this place.

Niles—Geo. A. Forler has purchased the grocery stock of G. K. Forler.

Pontiac—Isaac B. Merritt succeeds Merritt & Harris in the boot and shoe business.

Lisbon—J. R. Harrison & Co. have removed their general stock from Gooding to this place.

Schoolcraft—Albert L. Campbell is succeeded by Joseph F. Johnson in the grocery business.

Detroit—Adam G. Griessell succeeds Griessell, Edinger & Co. in the wall paper and paint business.

Newberry—The Lockwood Sisters have opened a millinery store. They were formerly in business at Alpena.

Manton—Lambert De Vries succeeds J. H. Williams as manager of Frank Smith's general store at this place.

Saginaw—T. C. Maynard, druggist at this place, and also at Gagetown, has sold his stock here to A. B. Armstrong.

Oxford—Barney Finn, proprietor of the Star Clothing House, has sold his interest in the business and removed to Romeo.

Albion—James Gary has purchased the drug stock, formerly owned by him, from S. N. Osborn and will continue the business.

Holland—Wm. Deur has purchased the interest of N. Grant in the grocery and feed stock of Deur & Co., and will continue the business alone.

Wolverine—Rorabeck & Moore, dealers in general trade and lumber, have sold their general stock to Jas. W. Hillier and their lumber stock to Fred Start.

Belding—John S. Donovan has purchased the confectionery and tobacco stock of Belding & Weeks and will continue the business at the same location.

Pentwater—S. E. Russell & Co. have purchased the general stock formerly conducted by the late Charles Mears and will continue the business at the same location.

Bancroft—Clark W. Devereaux has sold his general stock to Frank L. Deal, formerly engaged in general trade at Shaftsbury, who will continue the business at the same location.

Springport—Mrs. Joanna Saxton has purchased the bakery formerly conducted by H. L. Boice and is adding a grocery stock. Frank H. Clay (W. J. Quan & Co.) sold the stock.

Memphis—The general stock of Stewart & Streeter was seized by the sheriff last Wednesday at the instance of W. J. Gould & Co., of Detroit. It is understood that other creditors will contest the mortgages recently filed, as the firm has numerous unsecured creditors.

Empire—R. Gidley has sold a half interest in his drug stock at Ellsworth to Chas. Vaughan, who has removed the stock to this place, where business will be conducted under the style of Gidley & Vagvhan.

Saginaw—Louis Seifert has retired from the firm of Heavenrich & Co., shoe dealers, to embark in the same business at Bay City. Mr. Seifert has been a member of the firm for ten years past and much of its success is due to his efforts and experience.

Detroit—Samuel Sloman & Co. insured with the Merchants' Credit Guarantee Co. in 1894, against bad debts and at the end of the year claimed the benefit of their policy to the extent of between \$700 and \$1,000. The company would not pay and suit was commenced, which resulted last week in a verdict for Sloman & Co. for \$474.86.

Kalamazoo—F. W. Remington and C. L. Rounds, composing the firm of C. L. Rounds & Co., books and stationery, filed the following chattel mortgages last Wednesday: First National Bank, \$900; Mary L. Remington, \$948; Kalamazoo National Bank, \$200; F. P. Ford, \$402; Ihling Bros. & Everard, \$22.40; American Book Co., \$51.46; Maynard, Merrill & Co., \$77.26; J. C. Goodale, \$140; Kalamazoo News, \$31.20; Kalamazoo Coal and Sprinkling Co., \$31; Kalamazoo Telegraph, \$56.15; Kalamazoo Gazette, \$26.10. Negotiations are in progress for the consent of their creditors to continue through the spring trade.

Cheboygan—During the latter part of December some of the business men of this city presented the customary early closing agreement to the dry goods and clothing merchants. The agreement provided for closing at 6 p. m. from Jan. 1 to April 1, and was signed by all the local dealers. After a few nights of early closing, L. E. Hamilton, the dry goods dealer, decided to keep his place of business open later than the hours agreed upon, whereupon a number of leading merchants waited upon him and tried to persuade him that he was doing an injustice to his competitors. The committee met with a rebuff and, when they left, a number of clerks, armed with pipes and tobacco, started for Hamilton's store with the avowed intention of smoking him out. They got only as far as the door, when they were stopped by Hamilton, who declared he would throw out the first one who commenced the fumigation. As Hamilton weighs about 175 pounds and seemed to mean what he said, the pseudo smokers retreated in good order. The clerks now talk of having a grand torchlight procession and demonstration to give expression to their pent up feelings.

Manufacturing Matters.

Lansing—The Anderson Road Cart Co. is closing out its stock and will retire from business.

Detroit—Alvord, Bolton & Co. succeed Alvord & Co. in the manufacture of stationers' specialties.

St. Ignace—Workmen are relining the stack of the Martel iron furnace, preparatory to its going into blast in the near future.

Detroit—The Peninsular Manufacturing Co. Limited, has filed articles of incorporation, with a capital stock of \$3,000. Stockholders: William W. Murray, \$2,000 (paid in by secret formula); Howard B. Anthony and Walter J. Fairbairn, \$1,000 each (\$500 each paid in). The company will manufacture

and sell metal polishes and similar goods.

Manistee—The recent rain had the good effect of filling the swamps and low places and making more assured the supply of water in the spring. Then came the frost, making all things solid in the swamps, so that there was no trouble making roads through and about them, which was impossible in the early part of the season. When we have plenty of cold weather, we do not care whether we have much snow or not, as with sprinklers and frosty nights we can always get roads that will last much better, and over which we can haul more logs than is possible over snow roads.

Metropolitan—The articles of incorporation of the Metropolitan Lumber Co., of Metropolitan and Atkinson, have been amended so as to permit of "the buying, selling and manufacturing of all kinds of timber and lumber, and the engaging in and carrying on the business of a dealer in general merchandise at wholesale and retail;" also enlarging the field of operations of the company, which have been confined to Dickinson, Delta and Iron counties, so as to include Gogebic, Marquette, Menominee and Ontonagon counties, in Michigan, and in the states of Minnesota and Wisconsin. It is understood that the company is in the market for pine timber, its supply being somewhat limited.

Saginaw—Another manufacturing industry has found its way to this city and is now employing about forty hands and turning out from 75,000 to 100,000 butter dishes per day. It is known as the Maple Dish Co., and was formerly located at Cadillac, but its manager, James Blake, formerly of Anderson, Indiana, desired to remove to Saginaw for the reason that the freight rates were much more favorable here. To that end he corresponded with several of the leading business men of the west side, resulting in the location of the business in this city the first of the year. The company is temporarily located on the upper floor of the Saginaw Box Co.'s new plant, but in the spring will build a plant of its own between the Saginaw Box Co. and the Keystone Manufacturing Co. The land for this purpose has been donated by the Improvement company. Byram & Cornelius, chair manufacturers of Indianapolis, Ind., are the principal stockholders in the Maple Dish Co.

Traverse City—The future operations of the Traverse City Lumber Co. were in a state of doubt until a few days ago. During the past year the plant was operated at a loss, owing to the depressed market, and the American Exchange National Bank of Chicago, which supplied the funds to carry on the business after the embarrassment of C. A. Barker in 1893, was reluctant about continuing the business another year unless there was a better prospect ahead. The matter has been under consideration for a time, and it was finally decided to continue operating the plant this year, as the business men of Traverse City had called a meeting and expressed a disposition to favor the company in every way possible in order to keep the plant in operation until the lumber market shall warrant more extensive overtures by the company. The mill is undergoing repairs now and, after some improvements are made, it will be started up upon what logs can be brought to the yards. Last year the plant cut about 20,000,000 feet; this year, owing to the fact that few logs will be moved by

rail, the cut will probably not be so heavy, although it is possible that the logs they can get by water will be sufficient to run the mill at its full capacity. The East Jordan mill will cut about 2,000,000 feet and will be started next month. The Bohemia mill was started last week and it will cut 3,000,000 feet of hardwood.

Collecting Bills by Rhyme.

John Barlow, managing partner of Barlow Bros., has the reputation of being one of the best collectors in the city. He is exceedingly fertile in resources and a recent experiment embodied the following rhyme, neatly printed on a card and enclosed with statements of accounts long overdue:

The wind bloweth,
The water floweth.
The customer oweth,
And the Lord knoweth.
We are in need of our dues;
So, come a runnin',
This thing of dunnin'
Gives us the blues.

This expedient proved to possess exceptional drawing power, about one in ten being able to withstand the force of so gentle a rhythmic appeal. Several delinquent debtors "dropped into rhyme" in making remittance, one of the best examples of the kind being the following poetic response of a Hartford, Conn., house, as follows:

The wind blew,
Your epistle through
The mail from o'er the hill;
Enclosed please find,
The amount we're behind,
For the Lord knows we'll pay this bill.

Bank Notes.

Dearborn has managed to stub along without a bank for a great many years, but D. S. Lapham is now organizing one, to run in connection with his general store.

In the thirty years of its existence the First National Bank, of Romeo, capital \$100,000, has paid in dividends \$351,000, and now has a surplus of \$32,647.64, making a total of \$383,647.64.

W. E. Watson having tendered his resignation as President of the Antrim County State Savings Bank (Mancelona), the directors have elected C. E. Blakely to fill the vacancy. I. N. Roddenbaugh was elected Vice-President and E. L. J. Mills was re-elected Cashier.

Will Probably Succeed Himself.

The five year term of Geo. Gundrum, of Ionia, as a member of the State Board of Pharmacy, expires January 20. Although Mr. Gundrum is a Democrat, it is generally conceded that Governor Rich will re-appoint him for another term of five years, as politics has never cut any figure, to speak of, in the make-up of the Board.

Ed. M. Dean, who now represents the Cotosuet department of Swift & Company in this State, assures the Tradesman that the policy of the house, so far as his territory is concerned, will be friendly to the retail trade and that no further effort will be made to favor the department store to the detriment of the legitimate dealer. Mr. Dean will forward a communication to the Grand Rapids Retail Grocers' Association at its next meeting, definitely outlining his policy on this subject.

H. W. Carey, buyer for the Michigan Trust Co. (Peters Salt & Lumber Co.) store, at Manistee, who has been seriously ill for the past four weeks, is on the road to recovery.

G. O. Adams, the Dushville general dealer, spent last week in the city, the guest of his son.

Grand Rapids Gossip

Walbridge & Day, meat dealers at 1165 South Division street, are succeeded by Brinkman Bros.

John R. Lowrey succeeds G. L. Fox in the grocery and meat business at 631 Jefferson avenue.

Dirk Bos is succeeded by John P. Oosting in the grocery and dry goods business at 369 East street.

John Kuhn has purchased the furniture stock of the estate of E. Burkhardt, at 115 Canal street.

Cornelius Hendricks, grocer, has removed from 1001 South Division street to Evergreen avenue, near Beryl street.

A. L. Seeley has put in a grocery stock at a settlement five miles north of Lakeview. The Worden Grocer Co. furnished the stock.

Roelof O. Visser, grocer at 933 Wealthy avenue, has sold his stock to Martin Bakker, who will continue the business at the same location.

John Jordan, of the firm of Haven & Jordan, manufacturers of wire work, has opened a grocery store at 631 North Front street. The I. M. Clark Grocery Co. furnished the stock.

C. J. Kraft, for the past five years with F. J. Pomeroy, the Lisbon hardware dealer, will shortly open a general store at Gooding. The Worden Grocer Co. has the order for the stock.

Wilhelm & Co. have ordered the necessary machinery to enable them to embark in the manufacture of shoes. They will conduct the business in connection with their findings and uppers establishment on Pearl street.

Irving Ganung has sold his one-half interest in the firm of Bartholomew & Ganung, grocers at the corner of Wealthy avenue and James street, to his partner, who will continue the business under the style of Augustus Bartholomew.

On account of increased business the Sintz Gas Engine Company finds that it must either move into larger buildings or build very soon. Over 100 orders for engines are already on the books and the number is increasing rapidly.

The Livingston Hotel entertained Debs free of charge during his stay in Grand Rapids—that is, it made no charge for room or board. It is estimated that the hotel cleared \$100 by this stroke of policy—that is, one department of the hotel netted that amount. It is asserted that Debs and his cohorts have a constitutional objection to drinking water when a bar is within easy reach. The Livingston Hotel happens to have a bar. The sober citizen will draw his own conclusions from this circumstance.

The Sintz Gas Engine Company of this city is furnishing one of its fifteen horse power engines for use in an experimental self propelling street car. The engine is to be used to generate electricity to charge storage batteries for driving a thirty-five horse power motor to be used in propelling the car. The idea is that the engine will be kept running to keep the batteries charged both when the car is in motion and at rest. With the individual motor it is estimated that the road equipment will be reduced to about 10 per cent.

of present cost, as it will obviate the need of a central station, of the costly, troublesome and dangerous trolley wiring and of the need of such heavy rails and road construction. The cars will weight not over four tons, while the present weight is seven to eleven tons. Another great advantage of the system will be that an accident will not tie up the entire line. Cars can help each other or use trailers. It is estimated that the experimental car now being constructed will cost about \$5,000. There is also a probability that the same company will furnish the engines for propelling the vehicles of the newly incorporated company that is to put motor vehicles into practical use in competition with the trolley system in the streets of Cleveland.

The Grain Market.

Wheat was rather steady during the week, while all news was of a strong tenure. The war news, also, had a stiffening effect, but to counteract this was our heavy gold exports and the continued heavy receipts of spring wheat in the Northwest. The visible showed a decrease of 897,000 bushels, while in the corresponding week in 1895 it decreased 1,250,000 bushels and in 1894 it increased 500,000 bushels. The exports during the week were 3,470,000 bushels, which was some 200,000 bushels less than last week. Should the present liberal receipts in the Northwest decrease prices will soon climb higher. While the reports are to the effect that the deliveries at the initial points in the Northwest are merely nominal and the present large receipts are only a change of location from the country elevators to the wheat centers, like Minneapolis and Duluth, the traders seem to doubt the correctness of the statement. Time will surely tell.

Corn and oats are very quiet, especially oats. The reasons given for this is the restricted use of oats, which is caused by the use of the electric cars and the bicycles which have crowded many horses out of use.

Receipts during the week were: wheat, 49 cars; corn, 7 cars and 7 of oats; being about the usual amount.

C. G. A. VOIGT.

Flour and Feed.

European war news and lighter receipts of wheat in the Northwest caused quite a firm feeling in flour early last week and holders were not disposed to sell freely without a slight advance. A reaction set in later, because of heavier receipts and the consequent decline in wheat. If the present stringency in the money market continues, wheat will be likely to sell some lower, for many confident holders will be obliged to part with property against their wills. Winter wheat flour continues to bring a premium over spring wheat—a condition which will, probably, continue the remainder of the season. It is in good demand, proving, conclusively, that it fills a place of its own and cannot easily be displaced by anything else, even at lower prices.

Mill stuffs, if anything, are a trifle weaker. The feed market is lifeless and but little is doing for this season of the year. Prices are unchanged for the week.

WM. N. ROWE.

½ off on New York Fancy Basket Japan Teas. E. J. Gillies & Co. J. P. Visner, Agt.

Some merchants believe in hustling, but they do nothing but believe.

The Fruit Market.

Bananas—Are too sensitive to be sent by freight this cold weather, and forwarding by express makes them cost too much, so but very few are moving, although they can be bought in carlots very cheaply at New Orleans and Mobile.

Oranges—There is no particular change in market conditions from those existing last week. The break in prices caused liberal orders to be placed by the retail trade and checked somewhat the shipping from California points. The Navels are becoming nicely colored and are moving freely. The Seedlings are not desirable, at least a majority of them are not, as they seem to have been touched by frost and are light and juiceless. The low prices named for them will, probably, reduce orders, but, everything considered, Navels are the cheapest. The Messinas and Valencia are being offered low, but, owing to the quickness with which they decay and the fact of being more or less chilled, they are not selling very fast and present holders will concede a point or so to get them started. There is no doubt that for the next two months oranges will be plenty, cheap and good. Nothing at present warrants the belief that a dollar can be made by buying on speculation. Small lots as needed will be the rule.

Lemons—The arrivals of numerous large cargoes, the prospect of many more enroute and the severe weather, which deters many wholesalers from buying on speculation, fearing to take in much stock, owing to the probability of the fruit being seriously chilled, have caused all grades of the fruit to virtually go a begging at the Eastern auctions and the prices being realized are ridiculous. The growers and importers are certainly not making much. Sound lemons which were taken in during the mild period are worth 50 per cent. more than anything which comes through when the mercury is below zero. The holders of the desirable stock, however, will not profit by the seeming advantage they possess, as price is more of a factor than soundness or any other good quality with a great army of indifferent dealers, and the chilled stuff is sure to be sold low. Prices as quoted are for good stock, all right in every way.

Figs and Dates—There has been no change in the market as concerns figs. Fancy stock has not been as low in years and, as holdings are ample, there is nothing to indicate higher prices in the near future. Dates continue low, although a certain stiffness is noticeable and, while purchases at to-day's prices might be duplicated a month hence, it is certain that they will not be offered for less.

Peanuts—Dry sound stock—crop of 1894—is held firmly, but the new goods are being quoted lower and the price will make them go, but, if the probable shrinkage is considered, the natural conclusion will be that old goods are preferable for some time yet. Shelled stock has declined.

PRODUCE MARKET.

Apples—Greenings are about the only Michigan variety still on the market and easily command \$2.75 per bbl. The trade is well supplied with Ohio fruit—Rome Beauties, Baldwins, Greenings, Smith's Ciders and Talpahawkins—which bring \$2@2.25 for choice and \$2.50@2.75 for fancy.

Beans—The market is a little weaker, in spite of moderate receipts. Handlers pay 80@90c for country picked, holding city picked at \$1.05 per bu.

Butter—The influx of dairy still continues and the market is swamped, quotations being sluggish at 13@14c for choice dairy. Creamery is about the same—20c.

Beets—25c per bu.
Cabbage—Stationary 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.

Eggs—The market has gone off about 2c, in consequence of which local dealers have reduced their quotations to 18c for strictly fresh and 15@17c for pickled and cold storage stock.

Grapes—Malaga stock is held at \$6 per keg of 60 lbs. net.

Hickory Nuts (Ohio)—Small, \$1.25 per bu., large, \$1 per bu.

Honey—Dealers ask 15@16c for white clover and 13@14c for dark buckwheat.

Lettuce—15c per lb.

Onions—Spanish command about \$1 per crate of 40 lbs. Home grown are dull and slow sale at 25c.

Pop Corn—Rice, 3c per lb.

Potatoes—The market is still flat. Recent advices from Texas are decidedly discouraging, recent quotations made there being on the basis of 5c per bu. at this market. The worst feature to contend with at present is the unjust discrimination against Grand Rapids, owing to the G. R. & I. and C. & W. M. joining the new traffic association. In consequence of this deal, the Grand Rapids rate to Chattanooga is 47c, while Western New York—nearly twice the distance—is able to get to that market on the basis of 22c. The same condition prevails with Ohio River points, Northern Michigan shippers being compelled to pay 22c, while Wisconsin shippers—much further away—get to the same destination for 12c. Unless there is a radical reduction in rates before long, Northern Michigan potato growers and shippers will be compelled to attribute their misfortune to the greed or short-sightedness of the railroads in entering into an arrangement which operates as a shut-out for Western Michigan products in the markets of the South.

Squash—½@1c per lb. for Hubbard.

Sweet Potatoes—The market is much higher, Illinois Jerseys bringing \$4.25 per bbl. and \$1.45 per bu.

The Hardware Market.

General trade is quiet, owing to the beginning of the year. Most dealers are closing up their inventory and business for the past year and making up their minds what they want to do for the coming year. The tendency in a number of lines seems to be downward and it is to be hoped prices will soon settle, so that a dealer can form some idea where he is at. Travelers have now gone out, but find trade quite dull, as dealers are not disposed to buy beyond their present needs.

Wire Nails—Are still held firm by the Nail Association and it is, evidently, their desire to maintain the present price. It would look as though, should they maintain the present price until spring trade opens, that from then on there would be no difficulty in holding it through into the summer. Dealers, however, are advised to use due caution and not over buy; and, if they buy for future shipment, to see that the price is fully guaranteed up to date of shipment.

Barbed Wire—The price is now nearly as low as it was a year ago and many orders are being placed for spring shipment, with price fully guaranteed. With this guarantee, dealers are not taking any chance in covering their wants. If an advance comes, they have their order entered; and if a decline ensues, they get the benefit. We quote to-day painted barbed wire at \$1.65 from mill; galvanized, 35c advance from stock, \$2 for painted, with same advance for galvanized.

Window Glass—Is firm at 70@10 and, at this writing, every window glass factory has closed down for 30 days. It is believed there will be an advance.

Hardware

A DILUTED CHRISTMAS EVE.

Written for the TRADESMAN.

Mud, mud, mud! Drizzle, rain, pour! Plash, plash, plash! Trickle, dribble, drivel! Oh! What a night for Santa Claus! His litesome reindeers must remain in their ice-gilded stables, and his fleecy robes and great coat of fur must remain in their snowy wardrobe. Donning a waterproof outfit, and tucking his long white beard inside of his collar, he must go forth burdened with umbrella and goloshes and mix up with common clay.

The patter of the rain on the shingles may be the sweetest of music to the farmer's ear when the August drought has become so severe that he is compelled to put his hogs to soak before he dare feed them whey; but the ripple and drizzle of December rainwater in these times is enough to break the heart of the enterprising tradesman. No figure of speech is needed to express its depressing effect; it is literally a "damper" on business; it is "throwing cold water" on the cherished hopes and fond expectations of the tradesman who has laid in a nicely assorted stock of holiday goods.

But sympathetic tears are not what the tradesman needs at this time. The clouds are shedding barrels of tears, but the more they shed the worse they make it. The fact is this is Christmas eve, the very time above all others in the year, when the appearance of moistened eyes and sloppy streets shock us the most. There is a halo surrounding Christmas time through which we pass while moving around each annual orbit of our lives. This halo was first seen and felt at Bethlehem, at the birth of Him who taught selfish humanity that giving was a more certain source of pleasure than receiving, and that the rendering of good for evil was the surest means of overcoming evil. As Christmas approaches and we enter this halo, the iron in our souls softens, and, in spite of ourselves, we are compelled to yield to its benign influences. Friends greet friends, not because it is the custom to do so, but because they feel like it. Enemies appear less hateful, and, somehow, while passing through the light of this halo, self does not appear the thing of importance that we usually take it for, while our fellow men appear more deserving of our esteem, more worthy of our respect and more entitled to our sympathy and help. But I cannot sit here and longer muse, where the only sounds that strike the ear are the clanking of glasses and profane exclamations in an adjoining room, and imprecations on the weather uttered by new-comers as they fold up their bedrabbled umrellas and scrape the street mortar off their pantaloons. We are waiting for a late evening train and will spend a portion of the time in peering into shop windows from beneath a huge umbrella.

Plash, plash, plash—swish, patter, trickle—swot—where the "swot" is heard is where some pedestrian has plashed over a street-crossing and brought a No. 11 "golosh" down on the wet stone sidewalk to free it of its accumulation of mud. Being tall I am obliged to keep both eyes open to keep them from being punched out by some low-down fellow traveler going in the opposite direction. I never could quite understand why a farmer's wife with a dozen bundles in her arms and a six-

foot cotton umbrella over her head should claim the right of way on every thoroughfare of human locomotion. The mode of rural life may have something to do with it. The habit of crossing open fields to visit a neighbor, or the annual cruising around a ten-acre field in quest of the old hen-turkey and her truant family may give her the notion that all available space is hers to command. I may have been mistaken, but after being crowded into the slimy gutter a few times I made up my mind that I had a rural constituency to contend with. The steeds were alive with country people—mostly women—who were passing in and out of the well-stocked shops—skirts dripping, feet damp, buggy seats and lap robes wet, miles of mud to plash through before reaching home—and yet they seemed happy as they jostled each other and exchanged the compliments of the season. What as it that loosened the grip of old "hard times" and kindled a spirit of defiance to the elements? Ah, it was Christmas eve and there were expectant little hearts at home that were to be made glad on the morrow when the little stockings gave up their contents. But what is this? The window of a shoe store. It is a winter scene and the one bright spot in the town on this warm, rainy, sloppy, gloomy Christmas eve. There is a charm about it that reminds one of some far distant cherished spot. We are loath to leave it, and so we back up against the curb-rail and study it between passing umrellas and through dripping rain-water. The background, extending from ceiling to floor, is a mass of cotton so frilled, fluted, ruffled, plaited and puffed as to fairly represent a surface of snow on a bleak area after it has been tossed about by a succession of violent flurries. Throughout the window space, at intervals of a few inches, fine, threadlike wire extends from top to bottom and upon these tiny wire columns are attached small tufts of cotton representing large flakes of—not falling snow, but suspended snow. All that is lacking is the element of motion to make the scene a perfect one. But there is motion connected with the scene. At one side, attached to a small ledge of the background, as though just coming around a curve into view, is a miniature horse and cutter, and by some inside automatic arrangement the legs of the horse are in motion. The movement is quite life-like and represents the horse as trotting at a brisk rate of speed. The driver is clad in cap and great coat of fur and the cutest little fur robe is wrapped about him. But hark! Above the sopping and splashing outside is heard the jingle, jingle, jingle of tiny sleigh bells. Sound is added to motion and the picture is complete. The window contains a nicely assorted collection of felt, wool-lined and fur-trimmed goods; and there are attractive features in other windows; but on this Christmas eve this winter scene is the only rift discovered between the clouds. In it a glimpse is had of the dear old Canadian winter scenes where the big snow-flakes came down in a vertical and graceful manner, and where the big contralto sleighbells made the old piney woods echo with melody all the day long. In it we see old familiar scenes in that far-away home—the old fireplace with its massive back-log and its blazing fire of pitch pine that shone with such sparkling brilliancy that the very shadow of the cider pitcher danced in glee on the opposite wall. Ah, the friends who sat around that old fireplace

CHURCH, SCHOOL, HOUSE
AND FARM

BELLS



We carry in stock most desirable sizes—Catalogue and Price furnished upon application.

Foster, Stevens & Co.,

GRAND RAPIDS.

NICKELINE....

A MODERN WONDER.



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

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

Every box is guaranteed to the trade and consumers.

If your jobber doesn't keep it, write

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

and cracked nuts and told stories in Christmas times were the dearest friends we ever had! They were scattered far and wide, but to-night the most of them are sleeping in their graves. As I look into the past, tears come unbidden to my eyes and an intense longing comes over me to return to that far off home once more before I die—but the splashing of a passing omnibus brings me to my senses and admonishes me that it is train time. Would you believe it? I am within a few minutes walk of this same old, far-away Canadian home, and in the very act of leaving it for the purpose of eating Christmas dinner with a friend; and yet—they tell me it is not the world or my environment that changes, but myself.

E. A. OWEN.

Vittoria, Ont.

THE FURNITURE EXPOSITION.

The prestige of Grand Rapids as the furniture mart of the country is fully maintained in the spring exhibit which is now at its height. It is worthy of note that, while the lines of the old exhibitors are all on hand, there is a large number of new ones, so that nearly every foot of available space is occupied.

Chicago has always been slow to acknowledge the importance of the Grand Rapids exhibit as a furniture exchange and has persisted in her efforts to maintain expositions at home which should meet the requirements. In parlor goods her factories easily lead the country, and it has always been necessary for buyers to visit her markets for such goods. It is, therefore, significant that some of the leading manufacturers should find it necessary to bring their lines here for this exhibit.

In designs, while there are no very radical or startling departures for this season, there is a decided advance in delicacy and artistic feeling, which argues well for the education of artistic taste among buyers. In this direction Grand Rapids maintains her reputation. It is gratifying to have the outside exhibitors point out much of their best work as the designs of Grand Rapids artists. It is noticeable that marquetry has come into use quite extensively. Some very delicate effects are produced by inlaying wood colored by burning.

While some conservatism is complained of on the part of buyers, exhibitors are confident of a successful season. It looks as though the lion's share of the goods disposed of through the exhibits would be for outside houses. Many local manufacturers have complained of this, claiming that the exhibitions are injurious to local trade; but this seems a narrow way to look at it. The actual sales consummated at the exhibits are but a small part of the entire trade and every buyer brought through their means is an addition to the importance of the manufacture here, increasing its prestige; and if Grand Rapids sellers have not the "hustle" to claim their share in the general results they are to be commiserated.

It is claimed that women are becoming cigarette fiends and that doctors are encouraging them to smoke by prescribing cigarettes as a sedative in cases of acute neuralgia, toothache, nerve trouble and asthma. As a result, this gentle and soothing medicine is now coming rapidly in vogue, even in many conventional families. The hollow-chested and cadaverous looking youths who are addicted to the cigarette habit do not offer an example of health and strength that should tempt women to the use of the "coffin nail."

The Story of Old Bill Jones.

D. Abernethy in Grocery World.

Bill Jones is dead! Well, poor old Bill Was dead long years ago,
If he had only known enough
To pull up stakes and go.

Bill wasn't ever over smart,
Although he liked to show
That he could run that same old store
As it was long ago

Run by his dear old father Ben,
When he was but a boy.

If he could run it just as well,
'Twould be his greatest joy.

The ways and means of doing things
Were changing sure and fast,
But Bill, good soul, was far too slow
To note them as they passed.

For all things new he held contempt,
The old was sure to stay,
So Bill pursued the tenor of
His father's even way.

The fly specks on the window pane
Had long been rooted there,
And if the sun could scarce peep thro'
He showed no thought or care.

The moths had found a lodging place
In almost every nook,
While spiders wove their silken web
O'er letter file and book.

Three inches thick of trodden mud
Made hillocks on the floor;
No broom and lye disturbed its peace
For twenty years and more.

One day young Buck, who sells for
Smiles,
Said, "Jones I've got a trade."
"I do not want to see it, sir,"
And shook his sleepy head.

"Bosh! Trades?" he cried, "why what
of that,
There's the Smith, sure as I live,
Who's selling goods for half the price
Of what I have to give."

And thus he treated all the men
Who'd anything to sell.
"Such men," he said, "are only bores,"
And wished they were in—, well,

I won't repeat what Billy said,
It wouldn't do in print,
But if you let your fancy play,
You'll quickly catch the hint.

The moss that covered him in life
Clung to him till the last,
And now upon his silent grave
Is gath'ring thick and fast.

They placed a tablet at his head
To mark his resting spot,
And lazy lizards, creeping 'round,
Sing "Bill, forget me not."

Now here's the moral—here the dab,
Perhaps it's meant for you—
You shouldn't be a hard-shell crab
But cast it for the new.

* * * * *
In Rushtown's busy streets to-day
Men hurry here and there.

If you should ask them "where's Bill
Jones?"
They'd quickly stop and stare.

"Bill Jones? I never knew the man,
Ask Mr. So-and-So."
And if you do he'll simply say
"I really do not know."

Lost in the crowd? Life's busy mart
Has laurels for the brave,
But for the halting laggard none,
Nor craven-hearted knave.

The merchant who opens an account
with customers without knowing their
financial standing has himself only to
blame if he gets stuck.

Cleanliness and elegance in a store
means that it is conducted by a temper-
ate man.

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
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BUTTS, CAST

Cast Loose Pin, figured.....	70
Wrought Narrow.....	75&10

BLOCKS

Ordinary Tackle.....	70
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CROW BARS

Cast Steel.....	per lb 4
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CAPS

Ely's 1-10.....	per m 65
Hick's C. F.....	per m 55
G. D.....	per m 35
Musket.....	per m 60

CARTRIDGES

Rim Fire.....	50& 5
Central Fire.....	25& 5

CHISELS

Socket Firmer.....	80
Socket Framing.....	80
Socket Corner.....	80
Socket Slicks.....	80

DRILLS

Morse's Bit Stocks.....	60
Taper and Straight Shank.....	50& 5
Morse's Taper Shank.....	50& 5

ELBOWS

Com. 4 piece, 6 in.....	doz. net 60
Corrugated.....	dis 50
Adjustable.....	dis 40&10

EXPANSIVE BITS

Clark's small, \$18; large, \$26.....	30&10
Ives', 1, \$18; 2, \$24; 3, \$30.....	25

FILES—New List

New American.....	70&10
Nicholson's.....	70
Heller's Horse Rasps.....	60&10

GALVANIZED IRON

Nos. 16 to 20; 22 and 24; 25 and 26; 27.....	28
List 12 13 14 15 16.....	17
Discount, 70.....	

GAUGES

Stanley Rule and Level Co.'s.....	60&16
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KNOBES—New List

Door, mineral, jap. trimmings.....	70
Door, porcelain, jap. trimmings.....	80

MATTOCKS

Adze Eye.....	\$16 00, dis 60&10
Hunt Eye.....	\$15 00, dis 60&10
Hunt's.....	\$18 50, dis 20&10

MILLS

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

PLANES

Ohio Tool Co.'s, fancy.....	@50
Scota Bench.....	@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
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ROPES

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

SQUARES

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

SHEET IRON

Nos. 10 to 14.....	com. smooth. com.
Nos. 15 to 17.....	\$3 50 \$2 60
Nos. 18 to 21.....	3 50 2 80
Nos. 22 to 24.....	3 65 2 60
Nos. 25 to 26.....	3 75 2 90
Nos. 27.....	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
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SASH WEIGHTS

Solid Eyes.....	per ton 20 00
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TRAPS

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

WIRE

Bright Market.....	75
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, nickleed.....	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 1/2
Per pound.....	6 1/2

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

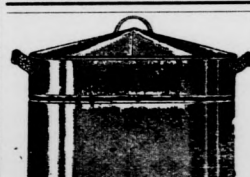
BOILER SIZE TIN PLATE

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

**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.
GRAND RAPIDS, MICH.
Telephone 640.



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ONE DOLLAR A YEAR, Payable in Advance.

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

E. A. STOWE, EDITOR.

WEDNESDAY, - - - JANUARY 15, 1896.

DISAPPOINTMENT OVER DEBS.

The Tradesman has previously noted that Grand Rapids was to be honored by a visit from the martyred hero of the Pullman strike, Eugene V. Debs. Coming to this city with an unprecedented notoriety as one who had led an insurrection against municipal, state and federal authority, defying the highest courts, involving hundreds of thousands of followers and the destruction of millions upon millions of property and even the loss of a great number of lives, it was thought that so many attractions for the lowest in intelligence would secure him a great ovation and a crowded audience. It is a gratifying indication, and speaks well for the information and good sense of the Grand Rapids workingmen, that he was accorded a reception so much nearer his deserts. In spite of the most liberal advertising and meeting delegations, his reception was a dismal affair, the principal enthusiasm being furnished by a brass band and the usual accompaniment of street loafers, newsboys and bootblacks, with, perhaps, a couple of hundred "labor" leaders in the procession. The audience which gathered to hear him, about half filling the hall, was composed of a small contingent of enthusiastic admirers and a considerable number of business and professional men, brought together more from their interest in the economic and social significance of the demonstration than from any curiosity as to the speaker and his views.

In the lecture Mr. Debs fully sustained his reputation for mediocrity and a lack of the qualifications to interest an intelligent audience. In his manner and delivery there was a pseudo impressiveness of gesture and action which might be very taking with those of little refinement. His lecture consisted principally of statements of "my opinions" and of epigrammatic platitudes and aphorisms which were a disappointment to his admirers on account of their lack of radicalism. With the absolute self assurance born of the recent eventful episodes in his career there was still a constraint and lack of freedom which seemed to indicate that he was toning his speech for the public ear. It was remarked that there would be more effectiveness in an audience where he dare throw off restraint. On the whole, his effort only served to confirm the belief that his career as a public speaker will last only so long as his notoriety is an effective attraction.

Grand Rapids workingmen are to be congratulated for the intelligence and discrimination they have shown in their treatment of this arch enemy of their best interests. In past years this city has been accounted a favorable field for radicalism in several directions and it has been selected for a sort of testing place for such demonstrations. This visit gives a pleasant indication that the advance of intelligence is fast redeeming its unenviable position.

The feature to be most deprecated in this visitation is the attitude of the press. The political subservience of city officials and of the church pastors, on which the managers had counted, was commendably lacking, the "seats of sympathy" on the stage being mostly vacant. The welcome of the Mayor materialized, but that official, who is not over sensitive, was manifestly ashamed of himself, and the effort of the ex-Senator was sadly deficient in heartiness. The press, however, has consistently acted upon the assumption that its constituents were supporters of Debsism to an extent that indicates that it is not properly gauging the intelligence of the city.

STAPLES AND INDUSTRIALS BETTER.

General trade shows but little improvement, the greatest dullness being in the lines affected by the continued political complications and threatenings in the Old World and the pending financial measures of our own Government. It is encouraging, however, that the staples are decidedly improved and even iron, which is more sympathetic with speculative conditions, is on the mend. Gold shipments have continued, nearly two and a half millions having been withdrawn during the week.

The continued improvement in wheat and other grains was accompanied by an advance in live stock, pork and other meats, lard and flour, but the latest advices seem to indicate a slight reaction from these favorable conditions.

Iron is improved in Bessemer pig and bar, and all lines are more favorable than a week ago. This strengthening, however, is to be credited largely to proposed curtailment of production.

Salesmen report some improvement in demand for shoes, dry goods and clothing. Firm prices are quoted for coal, tobacco, print cloths, steel billets, sugar, lumber, leather and hides, with a decline in coffee, cotton and petroleum. Wool is strengthened by the proposed tariff legislation.

Bank clearings were 25 per cent. greater than for the preceding week and 19 per cent. greater than for the corresponding week last year. Failures are unusually numerous, numbering 446, a greater number than any since panic times.

It is asserted that Debs protested against the stars and stripes being carried in the procession formed by the rabble which met him at the union depot on his arrival here last Saturday and that he threatened to bolt the parade unless the national emblem was eliminated—a threat which he was persuaded not to carry into execution. It is perfectly natural that the felon should cringe in the shadow of the gallows, and it is entirely consistent that the man who denounced President Cleveland as a tyrant, Federal judges as hirelings and soldiers as brutes should froth at the mouth in the presence of the stars and bars of the Republic he sought to subvert.

MONEY AN OBSTACLE TO LIBERTY.

It seems inevitable that the modern development of financial interests should interpose the most serious obstacles to the progress of human liberty. It was fortunate that these interests had not assumed such proportions, with such universal ramifications, at the time when our country and so many others made their strikes for freedom. Had such been the case the record of progress would have been very different.

The world is deprecating the fact that financial considerations are the hindering causes, making the continued slaughter of the Armenians possible; and there is another illustration of the hindering influence of money in the progress of liberty nearer home: The Cuban insurgents have demonstrated by every reasonable means that they are entitled to recognition as belligerents. They have been almost uniformly successful in their campaigns for over two years and have marched wherever they pleased over the most populous portions of their Island and have demonstrated their ability to pen their antagonists in the capital. In addition to this, they have the popular sympathy of this country to the fullest extent, yet they cannot gain recognition. Why is it? Simply that the financial interests of capitalists of this country stand in the way. The Cuban insurgents are destroying millions upon millions of the value of sugar and tobacco estates owned in this country. The only hope for the owners seems to be that they can make their claims hold against Spain. If the insurgents are successful, it will not be incumbent on them to pay for the necessary destruction of property to gain their freedom. This situation is to be deprecated. It is hard for the owners of Cuban estates to sacrifice them on the altar of liberty, and it is not at all strange that this should be a hindering element. The matter, however, is receiving congressional consideration and it seems scarcely possible that even this cause can hinder recognition long.

In its summary of railway matters at the close of the year the Railway Age makes some interesting statements as to the increase of railway construction for the past year, and the condition of securities for the past three years. With a mileage of 181,000, the increase for the year was only 1,782. Fourteen states and the territory of New Mexico made no increase. In all the New England States Maine alone made an increase—eighty-six miles. Texas added 224 miles and no other state reached 100 miles, although Indian Territory made 150. The most suggestive showing is that of the securities for the past three years. Of course, the great slaughter was in 1893, when seventy-four railroads, of 29,340 miles, became insolvent, involving securities of \$1,781,000,000. The next year there was a failure of 7,025 miles, involving \$395,791,000. This year the showing is 4,089 miles, with securities \$369,075,000. Politicians may claim that this terrible bankruptcy, involving nearly two and a half billions, is owing to mistakes in measures of protection, while students of industrial economics may find that the railway system had greatly outgrown the requirements of trade, making a reaction inevitable. The truth may lie between the two. It would seem from the showing that transportation enterprise must seek other directions, as canal and shipbuilding and improvement of highways.

The favorable indications afforded by the promptness of preliminary action in Congress on revenue and financial matters before the holidays, which promised a speedy adjustment of these elements of business uncertainty, seem likely to fail of fulfillment. The fear that the unimportant short-time bond bill would be given preference over the revenue bill was realized, and this afforded the silver men the opportunity to carry out their threat to interpose a silver "rider" to stop the work of Congress. They have it in their power, under the present rules, to obstruct all legislation and they are expressing their determination to do so by persisting in silver riders on everything that may be presented. Considering the fact that it is well known that the passage of a free silver coinage bill could only meet the veto of the President, the action of the silver men in thus wantonly blocking the work of the Government and prolonging the business uncertainty is to be greatly deprecated and, if continued long, will bring a disfavor on the silver cause which will operate strongly to its disadvantage.

There is considerable adverse criticism of the Government, on account of the advertising for bids for the \$100,000,000 loan instead of offering it at a stipulated price, based on the correct market value of such bonds. It is claimed that the form of the offer was adopted in the expectation that the difficulties likely to ensue in the disturbance of the money markets by the tying up of large sums for the bids would demonstrate the wisdom of the President in the private syndicate sale that has become so noted. The Tradesman does not believe that the President would be intentionally guilty of working such injury to the business interests of the country for the purpose of vindicating his former action, but it is at a loss for a sufficient reason for entering the field of speculation in selling the bonds.

Generous and courteous treatment should be accorded the traveling man by the trade. He works hard and suffers many deprivations, and the least that any dealer can do is to treat him with respect. As a matter of course, the traveler is aware that a dealer cannot give every man who calls an order, but he can say "no" in a firm but pleasant manner.

It is an inseparable function of the traveler's vocation to aid in lifting the pall of ignorance which envelops, and in removing the long grown moss from the backs of, non-progressive elements of human society, for he is a strict believer of that divine edict, "Let there be light."

The commercial traveler who understands his business is not made in a day, a week or a month, but requires sufficient apprenticeship at it to make a success of his calling. He is always worth a decent salary.

The prestige and vantage ground now enjoyed by the traveling salesman was not his heritage, but has grown from insignificance and has resulted despite discouragement and even derision.

The man who always suspects evil of others without reason has something rotten in his own nature.

The best part of your nature is that which cannot be described by your friends.

THE WEST AND THE SOUTH.

Since the World's Fair the relations between the West and the South have been increasing and strengthening. Interests supposed to be at variance have been found to be the reverse, and while it is not exactly true that the Southerner at the Fair "who came to sneer remained to pray," it is true that the Fair exhibited to both South and West properties and qualities in the other which each did not believe to exist; and one result of the great exhibit was a drawing into closer relations the two sections of country.

Coming so soon after the Great Fair, it was to be expected that the Atlanta Exposition would in many respects be a reduced copy of the grand original and in this there was no disappointment; but it is noticeable that, while the welcome to all was heartiness itself, there was in the meeting of Chicago and Atlanta more of the "Blest be the tie that binds" sentiment than there was in the handclasp of the South and East. The same fact was apparent during the past year at the gatherings at Louisville, Knoxville, Chattanooga and Chickamauga, so that when it was recently announced that a cotton exposition is to be held next September in Chicago, it was looked upon as an outcome to be expected from the closer coming together of these two great sections of country.

The idea has been long gaining ground in the South that there is a better way to manage her chief productions than that which has so long prevailed. The raw cotton is gathered, shipped East for its manufacture and from that point distributed through the West—a method as unsatisfactory as it is costly. Why not avoid these undesirable conditions? The best place to work up raw material is on the territory producing it. Sugar cane is not shipped to the Northern mill for the manufacture of sugar; Michigan sends her furniture to market, not her lumber; refined oil, not the crude, is sent from the oil regions; and the South, instead of shipping North her cotton crop should herself weave it into cloth and send it, not East but West, its destined market. This is the object to be brought about by the Chicago and Southern States Exposition next September, an exposition which the country will heartily favor.

There is a thought that this direct communication between the West and South will in some way interfere with the prosperity of New York. It will, indeed, take from the Eastern gateway of the continent something of its importance as a distributing center, but there is nothing surprising in that. It is an event brought about by the development of the Mississippi Valley, and the settlement of territory to the westward of it only hastened the inevitable. So long as New York was the center of population, she could, and did, do duty as the distributing center of the United States, but that time has gone by. She is no longer the London of America. She is, and will continue to be, the Liverpool. The South sees this, the West knows it, and the line connecting Atlanta and Chicago is only one of the commercial radii converging to this new distributing center of the Western continent. It may take time for the different sections and interests to adapt themselves to this new condition of things, but once the change is made, it will be found to be the best for all concerned.

MONEY TO THE BIRDS.

It is one of the more decent appropriations of the language of slang when we hear some one say of an extravagant display, or elaborate waste of money, that the possessor has the vulgar article "to throw to the birds." The birds in this case stand for anything that is comparatively worthless.

Our lights in the musical and pugilistic world are "birds" in one sense, it is true, but the money that is being thrown them is stretching even the limits of sane extravagance. They are birds but with muddled plumage often. They are not always entitled to the most cordial reception of the public in spite of their few feathers of brilliant colors, and much less of its absolutely lavish outlay upon them for a brief season of the exhibition of a divine gift. Physical beauty is charming, great muscular power is worthy of notice, the gift of song or the magic touch of the instrument are admirable as the exhibitions of genius, or as examples of the possibility of development, but when it comes to paying anywhere from \$1,000 to \$6,000 a night for the performance of a theatrical star, or \$25,000 a fight for a brutal test of strength between two ignorant pugilists, it is time a halt were being called. By any means or rules of measurement known for the value of human action, such figures are ridiculous, and are doing more than everything else in this special time to encourage the outre, the bizarre, the abnormal in every kind of art, or science, or amusement.

A correspondent of the Philadelphia Ledger from New York writes his paper: "The immense salaries paid to Jean de Reszke, Calve, Melba, Irving, Guilbert and other singers and actors now amusing the New York public, are nothing as compared with the enormous gains reaped by Paderewski. It is stated that the receipts of his concerts aggregate \$5,000 to \$6,000 a performance, and nearly the entire amount is clear profit to Paderewski. It is probable that no other musician has ever made so much money at one appearance as this Polish piano player, who, a few years ago, was so poor that it is said that he was unable to buy the nourishment required by his beloved and sick wife."

This kind of craze will probably die out shortly, in spite of the scarcity of great genius, just as the day of \$40,000 purses has gone for the Sullivans and Corbets, and while it will leave talent able to save a competency in a few years it will be better for the public by bringing these magnificent exhibitions down nearer to the public so far as prices go. It has never been the reward of genius so much as it has been the rivalry between its vulgar exhibitors that has occasioned these princely prices.

A sort of boom in antarctic explorations is developing in London, where a syndicate has just been formed to send a whale and seal fishing expedition on two steam whalers of about 400 tons, while a smaller whaler will accompany them and take a small scientific party under the guidance of Borchgrevink, the explorer. Peary's late companion, As-trup, is also expected to be included in the party, which will be landed at Cape Adare or Coulman Island. A like expedition is being fitted out at Leich, and the most interesting matter is expected to be collected as a result of these researches.

COMPUTING SCALES

MORE THAN 19,000 IN USE,

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

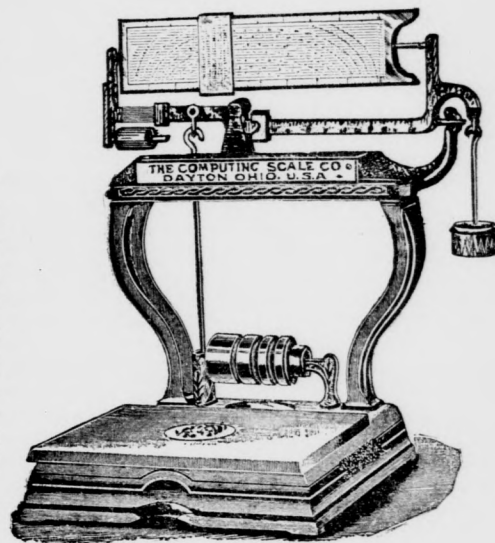
\$30.00

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.

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.

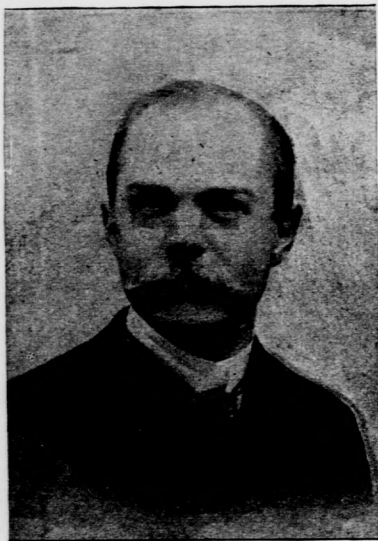
Telephone 1254.

Dry Goods

MEN OF MARK.

James L. Lee, of Strong, Lee & Co., Detroit.

It is generally looked upon as a fortunate circumstance when a boy can early "work into" the business which is to be his life calling. This man had two. Fortune showed her kindness towards him by fixing his birthplace on a farm near Brighton, Mich., July 25, 1858, and, after the usual preliminary years of milking, he began early to accustom his hands to the implements of farm industry. There may not be a great deal of development, mental or physical, in going after the cows; it may not be considered a sign of superior intelligence to have learned early to keep out of the way, but these



duties, simple as they are, carry with them the germ of something to be developed later on, as only farm life can develop it, so that the boy, trained early to manage things—himself included—has a better chance in life, on account of a better training, for the work of getting on in the world.

The farm came first in the order of things. Then came the important day when the first journey was made to the schoolhouse, and another line of work was added to that of the farm; added, for anything on the farm must take a secondary place to the regular work done there. So the wood box and the water pail must be filled, and when these and other duties were done—and only then—was it school time. Is there any better lesson for childhood to learn than this, and can it be done in a more effective way?

How will this do for a lesson in the study of getting on in the world? When the boy was 7 years old, there was a cow whose comeliness attracted his childish fancy and it was given to him to be his own—and "own" is a very important and jealously guarded word in the vocabulary of childhood. It was his own to do with as he pleased; but, she was his only on condition of his taking proper care of her. There could be no poorly-cared-for animal on that place. He must feed her and he must milk her, as everybody does who owns a cow.

So the little 7-year-old, faithful to his trust, took his pail at milking time and went out to milk when the hired man did. It is nothing to milk—everybody learns that on a farm—and every-

body who has learned the simple art will recall enough of the aching wrists, and the discouragement of that first attempt, to sympathize with the lad of 7 years in his efforts to show that he was large enough and strong enough to be the owner of a cow. Who says that the farm isn't the best of teachers?

Besides the farm, the father of Mr. Lee was engaged in a general store in Brighton—the second calling the boy had an early chance to work into when the work on the farm allowed. It was not much, probably, that fell to him at first. It is a royal chance for a lad of that size and age "to be everlastingly and forever under foot," but the farm training had already taught him the important lesson of keeping out of the way and his familiarity with work generally, young as he was, soon made him of great service in this new business; and one can fancy the tone and the air with which he announced to his mates that he had to sleep now in the store to help keep things straight and to be on hand in the morning! Has he had a promotion since which gave him quite so much satisfaction as that?

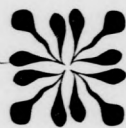
So, in this triple calling, the boy was kept busy until he was 16 years old. Then he dropped the school and did what he could for agriculture and commerce—mostly commerce. The farm had done what it could for him, but business could do more, and he became more and more useful in the store. This went on for two years after he left school, and then the City of the Straits beckoned to him, and away he went. That was in January, 1876, and the amount of his possessions at that time was just \$3. His wages were \$5.50 a week, and there is a point right there which is well worth talking about. A man with \$5,000 a year who spends \$5,001 runs into debt. The boy who earns \$5.50 a week and spends \$5.49 is better off at the end of the year than the man with the \$5,000 salary. With this principle of economy in mind, the young man at once put it into practice. He never spent more than he earned. When he bought anything, he had the money to pay for it, and paid for it, a practice which cannot too soon become a habit and a habit which, once formed, is the foundation of more fortunes than any other one thing which can be mentioned.

After a year in the store of James Nall, he entered the store of Chas. Root & Co. as office boy, at \$300 a year, when his position with Nall paid him at the time \$75 a month, a piece of financiering not in accordance with the prevailing idea of the times among office boys. "If I am worth \$75 a month in one place, then I'm worth that amount in any place, and if I can't get in another place, I'll stay where I am;" which is good reasoning for an office boy if that is his aim in life. Our boy, however, had another end in view, and, knowing that a sacrifice now meant promotion to a better position further on, he made the change and went cheerfully to work at the reduced rate.

He kept at it for six months and then asked for a position outside. It was granted readily at the same wages; but, before the year was over, he was promoted from stock-keeper to general salesman, and put on the road at an advanced salary. That was a test, indeed, as they know who have tried it, and after he had followed this branch of business for three or four years, it was acknowledged that the initials of the

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.

Voigt, Herpolsheimer & Co.

Wholesale
Dry Goods.....

GRAND RAPIDS, MICH.

Wash Goods
Dress Goods

One Hundred Cases

of Prints, Toile du
Nords, Fine
Zephyr Gingham,
Toile du
Tronvilles, Fine
Satin and Percales.

Shirt Waists

Will be better than ever
this year. Our line will
more than please.

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.

best salesman on the road for that firm were J. L. L., three contractions the reader will have no difficulty in filling out. This outside business took place in the fall of 1881, and Mr. Lee was the first salesman to go into Ohio from Detroit to sell goods. After three years of this work one of the house salesmen went West and Mr. Lee took his place. That was in January, 1885, and this arrangement went on for three years. Then, in January, 1888, changes took place and Mr. Lee was admitted as a junior member of the firm organized under the name of Root, Strong & Co. Four months later Mr. Root died, and the firm of Strong, Lee & Co. took its place, Mr. Lee taking the position of manager of the purchasing and sales departments, in which he has been exceptionally successful.

In 1879 Mr. Lee was married to Miss Mary F. Lasson, the daughter of Dr. B. H. Lasson, of Brighton. There are three children and the family residence is at 21 Edmund Place, Detroit; and while it cannot, in any degree affect the delightful home life going on there, it is very doubtful that one of the three, when seven years of age, was able to milk a cow!

As a society man Mr. Lee has a short record. He is a member of the Michigan Commercial Travelers' Association, the Michigan Club and the Detroit Club; and he is a member of the Westminster Presbyterian Church.

There are, among others, two points which the young readers of the Tradesman should especially think over in this sketch: One is the idea of saving something, however small the income; and the other is the unwillingness to remain in a subordinate position, if will and work can prevent. In our own hands our destiny lies, and we who for any reason fail to do our best, must not expect to be written down, as this man has been, among the successful men of our day and generation.

According to a writer in a St. Louis paper the latest acquisition of the new woman in that city is an alias. This does not refer to writers or actresses, but to women who type write, clerk or keep books for a living, and are ashamed of doing honest work. Many of these women belong to aristocratic old families that have become impoverished, and to shield a name once proudly known in social realms from the taint of commerce the bearers resort to the poor device of working under one name while known socially under another. Of course this dual life and name would only be possible in a large city, and the plan is one that is full of dangers. A pride so silly that it makes a woman ashamed of doing necessary work seems a poor foundation on which to go into business under any sort of a name. The man with an alias is not the one whose name is good at the bank on the business end of a check, and if the new woman expects to succeed in any work she must go about it in an open and above board way.

When in doubt tell the truth.
Truthful language is always simple.
Extravagant economy never paid any man well.

If you have time what's the use waiting for it?

Poverty is a disease that comes from contact with indolence.

Never complain. Complaint excites contempt rather than pity.

Don't wait until failure looks in at your door before taking a firm hold on caution.

ON A DECLINE.

The Peddler Regarded With Growing Disfavor.

Written for the TRADESMAN.

The time-honored profession of peddler is gradually coming into disfavor in well-informed and intelligent districts, though in the back woods regions and in the most degraded portions of the cities his trade is still prosperous. Intelligent people are learning that the regular merchant can and does sell his wares for less money than any one can sell them for who goes to the expense of bringing them to the customer's house and spends his time in bargaining.

In the prosecution of his business among the classes with whom he is still successful the itinerant vendor has many advantages over the regular dealer. If he can secure the attention of his customer, he can spend as much time in persuasion as may be necessary to sell. Then there is the advantage—and it is no small one—that he can narrow the choice to the special wares which the customer seems to desire. It is well known that in selling goods from a great assortment the difficulty of making choice spoils many sales, even where the customer is fairly intelligent. The limited stock of the peddler avoids this difficulty. Still another advantage is that in his irresponsibility the peddler need not be limited in any way as to the representations he makes in regard to his wares. There may be some exceptions to this in the case of the few who work on regular routes and have a clientele of more or less permanence, but the great majority are entirely free from such restrictions. Usually their fields of operation are constantly changing; if not they trust to time and their plausibility with the ignorant to heal the wounds of bad bargains. Some think it a mark of great shrewdness that they can repeatedly cheat the same victim, and they take pride and make profit in doing it.

Among the more intelligent the day is passed for the peddler to be received with favor. Such have learned that the place to buy goods at correct prices is where they are handled in the greatest quantities by the most successful dealers, and fresh up-to-date goods are becoming more sought for than bargains. The percentage of the population educated to this degree is rapidly increasing.

But with the average peddler there are other and more personal reasons why he is received with growing disfavor. People are becoming more refined and more critical as to the degree of cleanliness, both of the merchant and his wares. The press has done a good work in describing the filthy surroundings of the peddler in his rendezvous, especially in the large cities; and, as the standard of refinement and perception is being raised, it does not need description to insure a cold welcome. If a glance at his unwholesome person is not sufficient, a whiff from his ill-smelling pack generally will be and if, through persistence he succeeds in occupying chairs and sofas with his wares, there is such a suggestion of the possibilities of contamination as leads to the earliest possible ending of the interview.

There was a time when stores were distant and inaccessible; when peddlers were cleaner and more responsible; when tastes were less critical, that a useful and honorable position was filled by the wandering vendor. In most localities that time is past, and the useless remnant is rapidly deteriorating and is being driven from the field by the rapid increase of intelligence and refinement.

W. N. FULLER.

Standard Oil Co.

DEALERS IN

Illuminating and Lubricating

OILS

Naptha and Gasolines

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

GRAND RAPIDS, MICH.

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

Highest Price paid for Empty Carbon and Gasoline Barrels

OILS

OILS

Scofield, Shurmer & Teagle

REFINERS OF

Petroleum and its Products.

Special Brands

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

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

GRAND RAPIDS.

OILS

OILS

Furniture Business of
E. BURKHARDT = Grand Rapids

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

D. STOLL, Administrator,

115 CANAL STREET.

..... VALLEY CITY

ICE & COAL CO.

.....LEADERS IN FUEL.....

Wholesale Sales Agents for Anthracite, Steam
and Smithing Coal. Get our price on a ton or car. Grand Rapids, Mich.

JANE CRAGIN.

How Cy Managed the Credit Question.

After Cy and Wallace, the other Milltown grocer, became well acquainted, it was no uncommon occurrence for a friendly visit to take place between them. A light in either store after shut up time was often the reason for the visit and many a question of common interest was talked over and settled on these chance calls. For some time past Wallace had "been pestered to death with everlasting charging things. It grow wus and wus; and the fact is, I've got to stop it or bust up, that's all there is about that. You got along all right with setting up for cash, Cy, and I'd like to know how you did it. It's all very well to say 'jest make up your mind to it and stick to it and there ye be,' but I know better. How did you manage it? I've jest got to do it, that's all there is about it, and I'd like to know how to begin. Tell us about it."

"There ain't so much to tell; but what there is you shall have it. I'd been watching the thing, off and on, just about as you have. Business was lively enough, there wasn't any doubt about that, but it wasn't satisfying, and one day, while I was going after supplies, I was more and more satisfied that the time had come for a change. I didn't get money enough to pay me for my work. I was tired of working for somebody else and that was what it all amounted to. Year in and year out I had bought of the same set of folks and sold to another set at such prices as they were suited with. One had a fixed time when I was to pay them, and the other fixed their own time to pay me. Precious little money I got hold of and what I did get had to be kept for the folks in town. I was a kind of a transfer from wholesaler to consumer, taking all the work and worry and risk; and I finally made up my mind that it didn't pay."

"I had with me one morning on my way to town money enough to leave me twenty-five dollars after I'd paid up everything. I began to ask myself how far that would go towards paying for what goods I was expecting to take home. I took out my list, looked it over and tried to laugh. 'Twas the same old story right over again. I bought on time and sold on time and my lookout was to see that one time stretched far enough to meet the other time. How I wished I could take that money I had and buy goods with it, instead of turning it over to the wholesale dealer. Then I made up my mind to look around and see what the difference was between buying on time and for cash."

"Well, when I got into town, I paid my bills, and started out to look up the credit question. I made inquiries here and I priced things there, and it didn't take me long to get pretty well loaded up, now I tell you!"

"Somehow or other, while I was turning things over in my mind, I got over into the money brokers' neighborhood and stood looking at the gold and silver and greenbacks through a window. I'm afraid, Wallace, that if I didn't break the ninth commandment—it's next to the last one, anyway—I bent it out of all working order; and it seemed to me, if I only had five hundred of those idle dollars and could begin again, cash in hand, the broker might take everything I had in the world. The more I looked the more I wanted the money, and finally the thought came: You big

goose, if you want cash so bad as that, why don't you sell for cash and have it?"

"Well, do you know that about upset me. I guess I should have stopped breathing if a gust of wind hadn't struck me in the face. Sell for cash in Milltown! How about the bills so long that I had to look twice to see the end of them? How about the account of farmer What's his name, who had been coming in to even up for the last year and a half and was just as near to it as ever? How about five hundred others with charges from a postage stamp to the Lord knows what, with no more thought of a reckoning day than that cat curled up there on the counter? Sell for cash in Milltown! The fact that I was in the street was the only thing that kept me from haw-hawing right out; but in spite of everything the idea stuck to me. I gave another look at the money in the window, shut my teeth, and the thing was done."

"I started in right there. I took out the list I brought from home and on my way to the store where I always did my buying, I marked such items as I could pay cash for at other wholesale stores. You ought to have seen the dealer when I asked for cash rates. When he named them, I told him what I'd give. You ought to have seen him then, too."

"With the goods bought and paid for I started for home. I tried all the way to think of some way to carry out this new plan of mine; but I couldn't do it. The nearer home I got the darker the thing looked. By the time I got home I found everything against me but my will. I said I'd do it and I was going to; that's all there was to that. I wouldn't do any more business on credit and I didn't."

"Yes, but you have a charge now and then, don't you?"

"Yes, but only now and then; and when it does go down, there is a plain understanding about it, you better believe. Well, when I got home, George came and looked into the wagon—George Smithson, you know, whose folks live over on the pike—and says he, 'Is that all you got?' 'That's all,' says I."

"Well, he looked at me and then he looked at the wagon and then at me again. 'You're crazy, or going to shut up shop, or something,' says he, 'which it it? What shall I tell Mrs. Smith when she calls for that dress pattern? What is farmer Gray going to do without that plow share you were to bring him?'"

"I'll see to him and the others that are going to be disappointed," says I. "The fact is, George, I'm going into a cash business, and we are going to start in to-morrow. When people come in to trade, I want you to tell 'em so. If you don't want to do it, you needn't. I'll tell 'em myself. There shall be no more goods sold over my counters, unless paid for when delivered."

"The fellow had strength enough in his legs to stand, and that's about all. He tried to reason me out of it; he showed how impossible the whole thing was; he laughed at it; and when he found I wouldn't give in, he threatened to give up his place."

"All right," says I, 'step into the store and I'll pay you now. I don't want anybody around here in the morning unless he is willing to do what I want of him. Come in and get your money.'

"George didn't go. The idea got hold of him and he wanted to stay and see how the thing worked; and he opened up bright and early the next morning."

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.

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.

Self-Raising Buckwheat

Ready for use.
No salt.

No Soda.

Always uniform.
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.

Mrs. Smith was the first customer, and she came after her new dress. George told her right out and out that I didn't get the goods because I didn't have money enough to pay for it; and that I'd made up my mind not to get any more goods unless I could pay cash for 'em. When I went again, I'd get the dress, if she was ready to pay cash when she took the goods.

"You know what a big under jaw Mrs. Smith carries around with her? Well, George said it went down on to her breastbone, with a thud, when he said that, that could be heard all over the store! but I guess he stretched it a little. She stood still with mouth and eyes open until the idea had time to soak in and then she left the store too mad to say a word. She didn't go straight home, you bet. It was funny to see how many folks in the neighborhood she wanted to see that day; and when she reached home at last she had the satisfaction of knowing that she was an abused woman and that the whole community thought so too. The old lady never knew anything about it, but I'll tell you what 'tis, Wallace, she gave me a hint on advertising that I never had before, and I've made good use of her more than once since then, without her being any the wiser for it!

"Things looked pretty black all that day, and every customer that came in made 'em blacker. About shutting up time I felt as if I'd better do it for good; and then an idea struck me. I'd got to have some money to weather this storm; and I remembered then of seeing Bill Daniels with a big wad of money, and I went over and told him the whole story. 'Now, Bill,' says I, 'I want that money I see you counting yesterday,' and he handed, if he didn't go right into the bedroom and bring it out and give it to me! You better believe I slept sound that night!

"Next morning farmer Gray showed up. 'I'm sorry, Mr. Gray,' says I, 'that I didn't get your plowshare, but the fact is I didn't have money enough to pay for all the goods I wanted, and I got only those I needed the most. Another thing, Mr. Gray, I've decided to trade for cash only. I can buy cheaper and sell a great deal cheaper; and I've made up my mind to do it. So when I go to town again, I'll get you a share with the understanding that you'll pay for it when you take it.'

"The old chap quivered all over, he was so mad. He, too, went away doing some unconscious advertising; and the result was that Milltown was in an uproar. Well, that couldn't last long, and things settled down quiet enough after a while. There was a falling off of some few customers like old man Gray and Mrs. Smith, but when it was understood that it was cash or no trading and that, live or die—that's the point, Wallace—there would be no let up to the cash on delivery plan, the old customers kept right on, and what few left came back again in time.

"That's about all there was to it. I can tell you one thing though: I didn't have any more stretching one note to make it reach another; there wasn't any more worrying over bills and accounts and then was the time when I began to take a little comfort and pride in my business; and after I'd got things fairly straightened out, I didn't see, and I don't see now, how I ever lived through all that credit business in Milltown. If you've come to that point where you've got to do the same thing, go ahead. If you need any help, I'll

give you all you want; and if I was you, I'd begin to-morrow."

He did, and after that there was only a cash business done in Milltown.

RICHARD MALCOLM STRONG.

The Grocery Clerk Who Insisted on Knowing Things.

Two young ladies recently entered the grocery store of E. J. Herrick for the purpose of making some purchases.

"There's one thing I don't like about the clerks in the store," said one of them, while they waited for the salesman, "and that's the way they insist on telling you that you don't want what you do want, and that you do want what you don't want. Every time I come in here I have the same experience, and I'm going to tell the clerk just what I think of him."

At that moment a clerk approached and asked the young women what they wanted. The one who had so much to complain about pointed at a row of cracker tins and said:

"I want a pound of those."

"Oh, no, you don't," said the clerk, suavely, "you want some of these, or these here; they're all very nice."

The young woman threw a glance which said, "What did I tell you?" at her companion, and, turning to the clerk, said fiercely:

"No, I don't, anything of the kind. I want these and no others."

"I beg your pardon," he began, "I thought—"

"Never mind what you thought," said the young woman. "I guess I know what I want. Now, just let me have a pound of those, please," and she turned to her companion with a look of triumph on her face, which plainly meant, "Didn't I squelch him?"

"Very well, madam," said the clerk, humbly, "but may I ask whether they are for yourself?"

"Well, of all the impertinent questions—" began the young woman, when her companion interrupted, and turning to the clerk, said:

"Why do you ask?"

"Oh, because they're dog biscuit," replied the clerk, indifferently. "Still, of course, if you want them, you can have them."

"Never mind," faltered the young woman who had insisted on having what she wanted. "I guess I don't want anything at all," and she turned out of the store looking very much crestfallen and followed by her companion, who was struggling to hide her laughter.

The clerk didn't say anything, but there was a satisfied smile on his face as he banged the cover down on the can of dog biscuit and walked away to wait on another customer.

Eighteen miles is the longest distance on record at which a man's voice has been heard. This occurred in the Grand canyon of the Colorado, where one man shouting the name of "Bob" at one end, his voice was plainly heard at the other end, which is eighteen miles away. Lieutenant Foster, on Peary's third arctic expedition, found that he could converse with a man across the harbor of Port Bowen, a distance of 6,696 feet, or about one mile and a quarter, and Sir John Franklin said that he conversed with ease at a distance of more than a mile. Dr. Young records that at Gibraltar the human voice has been heard at a distance of ten miles.

In striving for success you must take Perseverance, Experience, Caution and Hope into full partnership.

Worden Grocer Co.

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

PRICES ARE RIGHT.

Worden
Grocer
Co.

GRAND RAPIDS, MICH.

Silver

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

The
Musselman
Grocer Co.

Queen

of GRAND RAPIDS MICH.

The line includes the following varieties of Fruits and Vegetables:

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

Canned

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

Goods

LEMON & WHEELER CO.

Wholesale
Grocers.....

GRAND RAPIDS

Perfection Patent Broom

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

THE PENINSULAR BROOM CO.,

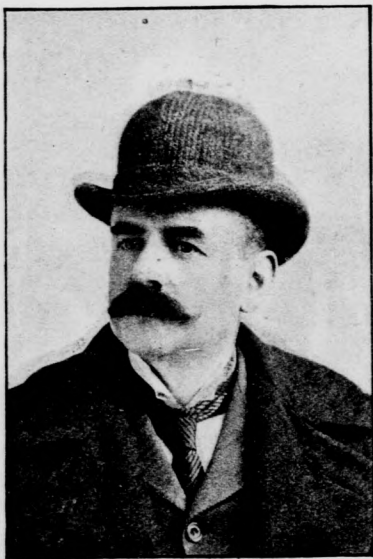
92 LARNED St., West, DETROIT.

Shoes and Leather

SUCCESSFUL SALESMEN.

John H. Darrow, Representing C. L. Weaver & Co., of Detroit.

Saratoga Springs, Oct. 20, 1851. That reads well. To one who can remember Saratoga, as it blossomed with wealth and beauty in the fifth decade of the century, there will come a regret that the date should not read August instead of October; for while the one drive from the old "United States" to the lake was a continued splendor after October had splashed the leaves with the colors of the sunset, there was, after all, something brighter and happier in the glow of summer than in the waning twilight of the fall. Still, this difference was unnoticed by the young life



which began that day in the summer city, at that time the capital of fashion in these United States.

The question has been raised whether a bringing up in such a place has anything to do with the after life of a child, and, whether there is enough in the bustle and gaiety of such a town to give earlier a knowledge of men and women to the boy who has before him a salesman's life. Be this as it may, the boy, John Darrow, grew up in the Saratoga atmosphere. He went to school at the regular age. He became accustomed to seeing beauty and splendor at their best; and this went on in Saratoga until he was 13 years old. Then, from the Capital of Fashion he went to the National Capital where, with his plan of future usefulness then fixed, he entered as a student a commercial college.

The city of Washington is not a commercial one, in any sense of the term. They buy and sell, but only on a limited scale. Trade is not in the air as it is in other towns; but in no place on this continent are there equal opportunities for the study of men. So, while the boy was learning commercial forms inside of college walls, he was learning lessons no less useful and no less practical outside; and the traveling salesman who has learned how to meet men and to read them after he has met them can go on his way rejoicing. He is a master of his art. Success is his, if he will have it. With this training going on in college and out, young Darrow pursued the even tenor of his way, until he was 21 years old. It was not an interrupted course. Fall and winter, during

these years of preparation, were passed in college; but, when summer came, he went back to Saratoga and there began the practice of his art in the shoe stores of that famous watering place.

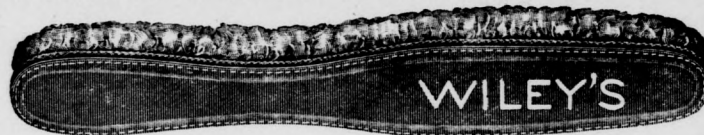
He finished his course in 1872 and began the career of a business man by opening a store for the sale of boots and shoes in Saratoga that same year. He remained there 18 years, which suggests the idea that Mr. Darrow believes that a stone must not roll much if it expects to do much moss gathering. Then came a call to the West. The house of L. C. Childs wanted him in Minneapolis. A bankrupt stock of goods had come into its hands, a responsible man was wanted to take charge of it, and John H. Darrow was the man selected. For a year he was the successful manager of the concern. Then a similar need existed in Denver, Colo., and with gripsack in hand, Mr. Darrow hastened to supply it. That took a year; and then he answered a call at St. Paul. He was there six months. Then he gave up his position and took charge of a store for men's shoes exclusively, for the Rockford Shoe Co., at Rochester, N. Y. He remained in Rochester for over a year; and September 1, 1894, he went to Detroit and entered the employment of C. L. Weaver & Co., a position he still holds and one he probably will hold as long as he cares to have it.

Mr. Darrow was married nine years ago to Miss Alice M. Porter, of Lenox, Mass. He is a member of the Congregational church at Lansing, where he has made his home. He is in the possession of good health, which he is determined to make the most of; and from what has come to the Tradesman in regard to his business success, it is altogether evident that he is turning that to practical account in building up a trade and a reputation which his competitors would be glad to enjoy.

Where, then, lies the secret of Mr. Darrow's success? There is no secret. The real reason is as open as the courtesy he extends with his well bred greeting. Nature may have done something for him; training may have done more; but, with these two for a foundation, there is that something which makes his coming a pleasure and his going a regret—a quality in a traveling man which, in numberless ways, tells its own delightful story. May the youthful aspirant of similar success ponder these things in his heart!

A Leap for Life.

The woman who intends asking some coy young man to marry her is requested to take notice that it is not only the last leap year of the century, but the last for seven years. It is positively her last chance, and, if she fails to get in her work this year, her maiden name is likely to be Dennis to the end of the chapter. Almanac makers say that the introduction of an additional day into the calendar once in four years is necessary to prevent the average year being too short. At the same time it makes the average year a little too long. This additional length is so little that it accumulates very slowly; but it does accumulate, and once in a century it amounts to nearly a day. For that reason, once in a hundred years the additional day which marks a year as leap year is omitted. This is a matter for the almanac-makers to settle. The important thing about it is that there will be no other leap year until 1904, and by that time the spinster of to day, should she undertake to propose, would find that all the nice young fellows wanted to be little brothers to her. Now or never is bound to be her motto if she has serious intentions and means business.



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 Lycoming 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.

THE OLD ADAGE "Where There's a Will There's a Way" IS A GOOD ONE

We have both, the **WILL**, and the **WAY** to serve you for 1896.

Our line of Footwear for Spring is the best we have ever shown in the History of our Business Career, which dates back into the Sixties.

Our Stock of Boston Rubber Shoe Co. Goods
Always Complete from A to Z.

= RINDGE, KALMBACH & CO., =
GRAND RAPIDS.

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.

FOOTGEAR FOR WOMEN.

The Latest New Styles to Catch the Feminine Eye.

From the Brooklyn Eagle.

At no other time during the year is the individuality in women's shoes more general and more discernible than at the present season. That such is the case is clearly seen by the gorgeous display in the show windows of our department stores and swell shops along Fulton street. Shoes form no unimportant part in the up-to-date young woman's outfit, and, owing to this, she should exact as much care in their selection as in purchasing a gown or bonnet.

There is a tendency this season in favor of pointed toes with patent leather vamps and cloth uppers to match the gown. The latest innovation in this line is a six button boot, reaching far above the ankle, with piccadilly toe. The leather is of the finest Soolma kid and the uppers of cloth, colored to match any shade of dress. This shoe is the only article manufactured this season for a walking boot of the high order kind. Another shoe which promises to become popular and is regarded in high favor by fashionable bootmakers is a velvet-bound, flannel-lined piccadilly toe laced, with flexible sole and spring heel. This is a excellent walking shoe, combining all the comforts of pliability, durability and warmth.

The new woman will evidently appreciate the appearance of a very mannish looking shoe which has just been introduced and is expected to have a ready sale. The shoe is designed in imitation of men's shoes, combining the solid, substantial look, lacking only in weight. They are called common sense walking shoes and have cork soles $\frac{1}{2}$ inch in diameter. The uppers are of glove kid and can be had in button or laced.

The Louis XV. heel will be more in evidence than ever before. The injurious qualities of these high heels are not recognized as has hitherto been the case, and as they are permissible they will be worn, despite their offensiveness.

Gaiters as a general thing are obsolete, but in the up-to-date Diana shoe an exception can be made. Beside their usefulness in supporting weak ankles they are particularly desirable by many fashionable women who want an easy shoe to put on and off.

For a very chic boot the Style stands at the fore. This is an imitation blucher walking shoe of full patent leather lace, with a Piccadilly toe and French heel. It can be worn for either street or evening wear, and will evidently be much in demand by maidens who desire to be properly shod for both occasions. Another similar shoe, called "La Beau" is of black cloth top instead of patent leather, with Louis XV. heel. The shoe retails at \$7, but an inferior grade of the same pattern can be purchased for \$4.50. In late years novelties in low cut shoes have been given more attention by fashionable bootmakers than the high styled ones. The reason for this is assigned to the numerous cuts and minor changes that can be wrought out in a shoe of this sort each season. Sometimes they are cut with a curve or long vamp, then again cut in half or spliced, the front and back joining under the instep, and go through so many other evolutions that it would be impossible to state each one of them. The very latest and smartest in low cuts is a tan glaze sandal, with a painted or embroidered celluloid strap reaching from the instep across the foot to the opposite side and fastened there by a button or a rosette hook. These sandals also come with two eyelets, through which a broad ribbon to match the evening gown can be inserted and made into a huge bow or Grecian cut-cross over the instep. The heel being exceedingly high on this shoe the foot is thrown well forward and held snugly by the straps. For concealing the identity of an extensive foot the Defender shoe comes in for a great deal of praise. This shoe has several peculiar cuts and other arrangements by which the vamps are gradu-

ated in some places and slightly curved in the forepart of the foot, which completely deceives the eye when worn by any other than a Trilby. It is made of black satin without any tassels or fancy trimmings.

House slippers, in which there are many novelties, are more in vogue during the indoor season than at any other time. For comfort and warmth the insides are lined with either fur or flannel and the leather is of kid glazed dongola leather. They should be made to match the gown in every case. When the exact shade of the fabric cannot be obtained, the skeleton slipper may be purchased and a piece of the remnant of the dress cut and covered with it. For evening wear nothing will ever replace the graceful white slipper which has continuously been in vogue since the reception of Mrs. George Washington, at her home in Newburgh, on the evening of her husband's election as the first President of the United States. The slipper now has encircled on both sides a delicate vine of either silver or bronze tinsel which comes to a star or crescent on the foot. This gives a pretty and dazzling appearance by gaslight when the foot is brought into play by dancing.

A new bicycle boot has just been placed on the market which has been universally approved by the medical profession in general, as the best article made, thus far, for women riders. The boot laces up from the extreme toe to the entire length, which holds the muscles of the leg in position and gives free access to the rotary motion. The bloomer girl will find this boot a great boon, as it securely holds the bloomers fast and prevents them from coming loose during the mounting or in riding the wheel.

The friends of Colonel Bliss are greatly concerned on account of the position of the Tradesman as to his candidacy for the governorship, and the intimation is made that it must have some candidate of its own in view, or some axe to grind to account for its interest in the matter. The course of the Tradesman in political matters does not warrant such an unkind assumption. It never meddles with politics unless, in its judgment, there are business or economic reasons why it should put in its oar. The position of Governor gives opportunities for controlling and interfering with business interests to an extent which brings its consideration properly within the province of the trade paper; and if a candidate is proposed whose position or pledges would seem to make his election inimical to the best business interests of the State, it is not presuming politically for such a paper to take cognizance of the matter. It is dangerous for a man to be elected to the office of Governor who goes into the position with any class pledges, or, especially, with any undue obligations to monopolies, or would-be monopolies, of any kind. A man pledged to advance the interests of the Standard Oil Co. or any other great corporation would be properly subject to severe criticism as a candidate for that position. It is just the same if the candidate has made such pledges to the few who try to arrogate to themselves the monopoly of labor. If the statement of the representative of the Associated Press is correct, Colonel Bliss promised that in future he would see that provision was made in any of his contracts for work that only union workmen should be employed. This is an unqualified pledge as to his personal attitude toward that monopoly, which is a dangerous indication as to his public policy. It is for this alone that the Tradesman has criticized his candidacy and it would have been glad if there could have been a public denial of the statement that he had made such a pledge.



L. G. Dunton & Co.

WILL BUY ALL KINDS OF

LUMBER—Green or Dry

Office and Yard—Seventh St. and C. & W.M.R.R.
GRAND RAPIDS, MICH.When our Mr. J. B. Paisley calls on you
Ask for Our

Goodyear WELT SHOES

Made with the **Sleeper Patent Flexible Insole**, which is the only shoe which combines Style, Comfort, Flexibility and Durability.

MEN'S==Retail from \$3 upward==WOMEN'S

No Breaking in Required
New Shoes as easy as Old Ones.

H. S. ROBINSON AND COMPANY.

DETROIT, MICH.

Great Weather, This,
FOR

RUBBERS

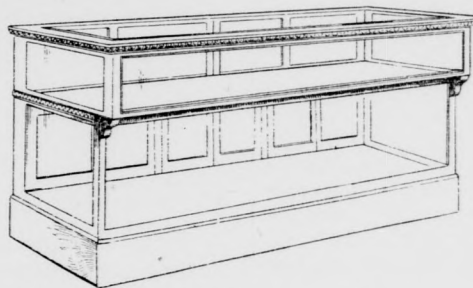
WE have them, and YOU can get them promptly, if you will send your orders to

W. A. McGRAW & CO.,

Only Rubbers.

Detroit, Mich.

HEYMAN COMPANY



Write for Prices on Any Showcase Needed.

55, 57, 59, 61 Canal St.,

GRAND RAPIDS, MICH.

The = Best = Seller = in = the = Market



Retail Prices:

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

A Combined Cleaner, Polish and Disinfectant.
The Only One.

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

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

Clerks' Corner

The European Method of Marking Goods.

The store was new—new building, new goods, new proprietor, new clerks, new everything—and the temptation to go in and look around was too strong to resist.

"Well, sir, what can we do for you to-day?" was the good-looking young clerk's question, as he came up.

"Nothing, I'm sorry to say. Everything in here looks so clean and new and good, that I had to come in; and here I am."

"All right. Glad to have you," was the hearty rejoinder. Stay as long as you please."

The invitation was gratefully accepted. It was a new grocery store, and it was a matter of curiosity to see how many new ideas had been carried into execution. Every man has an idea that he can plan things a little better than another man, and it never makes any difference whether it is keeping a store, or editing a paper, or planning a house. His is always the best plan—for him—only he frequently forgets that little modifier.

My curiosity was soon satisfied. Here was a man who had carried out his own idea and carried it further and better than any which has so far found expression in the grocery store line. The store is clean; but there is no credit in that, because it is new. In building he had planned to make available every inch of space—a capital idea—and he had arranged his goods in the best possible way to show each kind to the best advantage; and he had done this from front to back.

A back store is a thing to be despised. It is almost always dark and dingy, and very dirty. It is made the catch-all of everything to be put out of the way, and the "everything" gets as far as the back store and stays there, just as a log coming down stream catches and stays until the next freshet takes it away—only freshets in a back store are rare! What becomes of the empty boxes and barrels and stuff? If they are good for anything, they are taken care of at once; if not, they are split up and stored for kindling wood. The "stuff" is taken away daily by a man paid for that purpose.

The building is on a corner and, instead of walling up the long side of the store, which is so often done, the most has been made of windows, and the result is a light store from one end of the building to the other. The arranging of goods so as to be seen is easy, and advantage in this direction has been taken.

When the visit—and it was a long one—was over, the clerk approached and asked the inevitable questions: "What do you think about it? Do you see where we can make any possible improvement?"

That "possible" was too much. It always means: "You can't improve it at all and you know you can't; but, just for the fun of the thing, I'm going to ask you just to see what you'll say;" and it isn't exactly human to admit any such thing. The way was easy. It was only necessary to say that the establishment was a fine one, unusually well planned for convenience, elegant and all that; "but it has always seemed strange to me that you fellows always stop just before you get there. I can't find any fault with your store or its ar-

range, but don't you know that with this fine light you ought to have every article for sale plainly marked with the price? I've no idea of putting on airs and dragging, in the fact that I've seen these things done in foreign cities; but it's so. I don't believe there's a first-class grocery in Paris which has not the price and the weight of articles distinctly marked. It is so in Paris, it is so in London; and in the cities on the continent the same fact was noted and commented on. It may have been a matter of necessity with the dealer, for Americans and Englishmen, not acquainted with the language of the country, can read and understand the prices marked in figures and so be guided in the purchase they wish to make; especially after they find out that it is one thing to ask the price in American French and quite another thing to make the French shopkeeper understand you. With the price plainly marked, however, all this trouble is avoided, and the custom of marking goods has been the means of securing many a dollar which otherwise would have stayed in the traveler's pocket. Good morning."

More might have been said and this is a good time to say it. It has been especially noticeable during the holiday season. Many a customer is attracted by an article who hesitates to bother about asking the price because he thinks he does not want to buy; when, were the article marked, in most cases, he would make the purchase.

So, then, what was said to the new establishment may be repeated to tradesmen generally: Mark your goods—amount and price—and it is safe to say that you will please many who never like to ask prices, if they are not quite sure of wanting to buy. Here's a bit of local fact which may be a good ending to this paper: A handsome store on Monroe street, besides marking dress goods at so much a yard, placed in the windows several pieces with the price of a dress pattern attached. "See here, Lil, there's your dress for your five-dollar bill and a little something over;" and Lil and John went in for the plainly-marked dress pattern.

UNCLE BOB.

A new way to return change to customers has been patented recently. The principle is simple. A plate of white porcelain is pivotted in a round bowl of a slightly larger diameter than the plate. The bowl, as well as the feet, and the two cups, are made of nickel. After the cashier has deposited the change on the white porcelain plate all the receiver has to do is to slightly raise the cup nearest to him, when the white porcelain dish will incline toward him, and the coins thereon fall through a slot provided for the purpose, and through the cup which the receiver of the coin raises, into the palm. This should be encouraged. It is a slot machine in which the player gets something back every time.

Don't corrode your soul with cares for things not to be remedied.

Staying in the middle of the road after you find it is the hardest pull to success.

If we would all practice what we preach the sheriff's office would be vacant.

The road to success is ever a rocky one, and a good many of us are barefooted.

Remunerative labor is the best friend a man can have and idleness his worst enemy.

Study How to Get People Into Your Store

And how to please them.

The Regent Manufacturing Company's premium silverware is the greatest inducement that you can offer. We can send you copies of letters from merchants saying that these premium goods had increased their sales \$1,000 a month, over 60 per cent.—it will do as much for you.

Certain Profit===NO RISK.



Send for our beginners' assortment No. 31; 20 pieces, price \$27, single pieces replaced at no advance over assortment price \$1.35 each. This silverware will be prized



by any housewife. It is solid silver design, quadruple plated and every piece is warranted for ten years.

We furnish all coupons, printed matter, stamp, pad, etc., free.

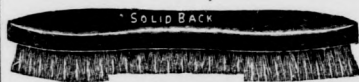
We can refer you to customers from Maine to California and to the editor of this paper.

The Regent Manufacturing Company

INCORPORATED.

163 State St., CHICAGO.

Send for Illustrated Catalogue.



Grand RapidsBrush Co.

MANUFACTURERS OF

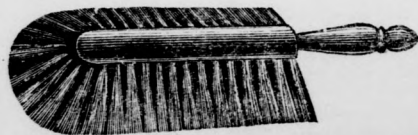
BRUSHES

Our Goods are sold by all Michigan Jobbing Houses.

GRAND RAPIDS, MICH

BRUSHES for Merchants

Counter Brushes in any style and size, well made.



Michigan Brush Co.,
GRAND RAPIDS.

Send for Catalogue.

Commercial Travelers

Michigan Knights of the Grip.

President, S. E. SYMONS, Saginaw; Secretary, Geo. F. OWEN, Grand Rapids; Treasurer, J. J. Frost, Lansing.

Michigan Commercial Travelers' Association.

President, J. F. COOPER, Detroit; Secretary and Treasurer, D. MORRIS, Detroit.

Annual Report of Post J.

The annual report from Post J (Grand Haven), prepared by Louis J. Koster, chairman of the Post, failed to appear in the official report of the K. of G. proceedings, as published in the Tradesman of January 1, through the oversight of someone—probably Secretary Owen, who is understood to be jealous of the reputation Mr. Koster is acquiring as a humorist. It is quite natural that Mr. Owen and Dave Smith and Windy Williams et al. should look with jealous eyes on the invasion of Mr. Koster to their charmed circle, but merit will get to the front, in spite of small obstacles, and Mr. Koster will hereafter walk close to the head of the procession of humorous salesmen, based on the following effort.

Our Post is in a flourishing condition; our treasury, likewise. We have no debts and everything is paid up. Neither have we any money on hand; therefore, we have nothing to worry over.

When we were with you a year ago, we had but seven members. To-day I am glad to be able to announce that we have eleven members—an increase of 50 per cent. This may seem small to some of you big fellows, but we want to assure you that every traveling man who lives in this place is a member of the Knights of the Grip. We are not like Flint, with 100 traveling men and only twenty-two belonging to the Knights of the Grip. We would have more members but for lack of material.

All our members are married, with one exception, and he has serious intentions. We cordially invite any young and good-looking members to make Grand Haven their home; at least, those who have certain ideas of settling down. We have any number of good-looking girls who are willing to pass through life with an honest traveler. Some of them have money of their own to spend, while others are perfectly willing to spend that of a good-looking road angel. If any of the boys lack the necessary amount of sand to pop the question, come to our Haven of rest, for we have any amount of sand to spare; in fact, have several hills of it on our lake shore.

For further information in regard to the drawing advantages of the "Saratoga of the West," we would refer you to A. D. Baker and Frank W. Hadden. The latter is well posted, for he is so much attached to our place that he owns a cottage at our park.

Monthly Meeting of Post E.

At the regular monthly meeting of Post E (Grand Rapids), held at the parlors of Sweet's Hotel last Saturday evening, Chairman Dawley announced the following appointments for the ensuing year:

Committee on Entertainment—Chas. I. Flynn, A. E. Baker, Frank W. Haddon.

Board of Directors—C. L. Lawton, E. A. Stowe, C. F. Ballard.

Sergeant-at-Arms—Jas. N. Bradford. The following resolutions were unanimously adopted:

Resolved—That the thanks of Post E are due to all who contributed in any way to the success of our trip to Lansing to attend the seventh annual convention. Especially do we feel under obligations to the following:

To the Newsboys' Band for their attendance and music;

To the Michigan Tradesman for paying the traveling expenses of the Newsboys' Band to and from Lansing;

To the Bissell Carpet Sweeper Co. for

its contribution of baby sweepers as souvenirs of the occasion;

To the D. & N. Railway for according us reduced rates to the convention;

To Wm. Judson, W. H. Turner and Col. M. A. Aldrich for accompanying us as honorary guests and otherwise contributing to the success of the event.

There being no further business, the meeting adjourned.

Kalamazoo Getting Into Line.

Kalamazoo, Jan. 11.—Your favor of January 9 received, also marked copy of the Tradesman. I note what you say in regard to holding the next annual convention in Kalamazoo. Post K is too young yet to think much of entertaining the annual convention. We hope by midsummer to be strong enough to tackle anything. Since starting to organize Post K we have unearthed a good deal of hard feeling from some of the boys who were members of the order when the second convention was held in our city and who have since dropped out, and we are having some little trouble to get them in line again. As I was not a member of the order at that time, I do not know just what their grievance is. Personally, I should like to see the next convention held in Kalamazoo; and, later, if Post K is strong enough, I shall use my best effort to bring it about.

FRANK L. NIXON,
Sec'y Post K, M. K. of G.

Gripsack Brigade.

You cannot afford to guarantee goods you know to be shoddy and expect to retain the confidence of your trade.

The typical American commercial traveler has indelibly stamped his impress upon his age and his country.

R. A. Service, formerly engaged in the drug business at Sault Ste. Marie, is now on the road for the U. S. Cigar Co.

A merchant should buy with as much energy as he sells. In order to buy favorably he must keep in touch with the man of samples.

Never will the profession of commercial travelers attain to its highest possibilities until there is one sympathetic love between brothers.

What a happy fellow the drummer would be if all the goods he sold would be promptly settled for! What a pleasure it would then be to do business, eh?

Owing to both his intelligence and his calling, the man of samples is cosmopolitan in bearing, taste and sentiment; his vision is unbounded, as his field of operation is limitless.

The manly, straightforward, sober and industrious man usually succeeds on the road, but add to that an accurate knowledge of the line he handles and he cannot help but prove a big success.

Irving Frank, head salesman for Jas. H. Thompson (Evart), has taken a position with Pollock, Pettibone & Chapman, wholesale milliners of Detroit. He will travel through the central portion of the State.

Judd E. Houghton, for some years past traveling representative in this territory for B. Leidersdorf & Co., of Milwaukee, has taken the general agency of XXXX for a portion of Iowa and is already on the field.

Jas. H. Roseman, who has represented Pitkin & Brooks (Chicago) in this territory for several years, will hereafter represent the St. Joseph Spinning & Knitting Works (St. Joseph) in Eastern Michigan and the Upper Peninsula.

Geo. L. Crawford, of Flint, traveling salesman for the Flint Cigar Co., received an injury to his hip on Dec. 24 by falling on a slippery walk and, in consequence, has been obliged to take an enforced rest of two or three weeks.

Ed. M. Dean has been promoted to the position with Swift & Co., so far as Michigan is concerned, rendered vacant by the removal of John B. Orr to the New England field. He will employ a corps of assistants to work the Michigan territory for all there is in it.

Will H. Upton, who has traveled the past four years for the Rutland Fire Clay Co., of Rutland, Vt., covering the principal cities of the United States, changes to the Sectional Stove Co., of Detroit, Feb. 1. His territory has not yet been decided upon, but will include Michigan.

Aaron Hufford, formerly on the road for Oberne, Hosick & Co., is now the proprietor of the leading shoe store in Bowling Green, Ohio. He purchased a bankrupt stock with the intention of closing it out as rapidly as possible, but is so well pleased with the town that he has concluded to remain there indefinitely.

In case Mayor Pingree's pet hobby of free transportation should ever be carried into effect, where would the traveling man be? Wouldn't the merchants all go to market to make their purchases? How many dealers would the traveling man find at home when there was anything going on in the city?

Edwin H. Guertin, who has covered Western Michigan for the past seven years for W. J. Quan & Co. (Chicago), has been taken off the road and given charge of the canned goods and dried fruit department. Frank H. Clay, who has covered Eastern Michigan several years for the house, has been transferred to the Western Michigan territory.

It affords the Tradesman much pleasure to be designated by the officers of the Michigan Commercial Travelers' Association as the proper medium through which to give publicity to the sermon to traveling men delivered recently by Rev. Mr. Patterson, of Detroit. The reason given by the officers for designating the Tradesman in this case is that the Tradesman reaches more traveling men than all other publications in the State.

A traveling man who sat at the same table with Debs during his visit to Grand Rapids assert that "cucumbers" were a favorite article of diet with the somewhat notorious strike leader; that his breath smelled of cucumbers; that he carried a bottle of cucumbers in his overcoat pocket; that he frequently visited the chemical department of the hotel to indulge in cucumbers and that the so-called labor leaders who called on him appeared to share his liking for the seductive cucumber.

The commercial traveler is a man of aliases. By the man of business he is called the "drummer;" by others, "the knight of the grip;" by others still, "the traveling salesman," and by the ladies, "the angel of commerce," but never "Dennis," for he never fails to "get there."

Geo. J. Heinzelman recently put in an appearance at the Cushman House, at Petoskey, accompanied by an aroma unlike that of sweet geranium. The clerk and several traveling men immediately interrogated him as to the cause of the odor, whereupon he asserted that he had spent the previous night at a hotel in a neighboring town, under which a couple of skunks had been cornered and killed, making eight skunks which had met a similar fate during the present winter. Mr. Heinzelman's statement lacks confirmation, but as he has never been known to stretch the truth on such small provocation, his statement is probably entitled to full credence.

There are some surprises awaiting a whole lot of people when they have passed on into the great beyond. Some of those who go to the better place will miss seeing some people there whom they had expected would be ready to greet them at the front gate, and they will find others there whom they had expected had gone further down.

The man on the road—and we meet him often—who foolishly imagines that he is making a lasting impression upon the minds of his fellow travelers when he relates the large sales made to different customers, makes us tired. The up-to-date traveler always takes advantage of this weakness of his unwise competitor and secures the business by grasping the idea and quietly doing his work.

James H. Goodby, buyer for the Wells-Stone Mercantile Co. (Saginaw), has severed his connection with that house and accepted a position with George W. Lane, the New York tea importer, taking Michigan and adjacent states as his territory. Mr. Goodby went to Saginaw in 1883 from Brooklyn, N. Y., to visit friends, and on looking over the ground decided to remain. He secured a position with the Wells-Stone Mercantile Co. as shipping clerk, and steadily advanced in position until all of the very responsible work of buying for one of the largest wholesale houses in the State devolved upon him. In this position his keen judgment made him eminently successful.

If you pat every man on the back you will make no enemies and you will deserve no friends.



Michigan Bark & Lumber Co.

Grand Rapids, Mich.

508, 509 and 510
Widdiecomb Bld.

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

We are now ready to
make contracts for bark
for the season of 1896.

Correspondence Solicited.

Drugs==Chemicals

STATE BOARD OF PHARMACY.

One Year—GEO. GUNDRUM, Ionia
Two Years—C. A. BUGBEE, Charlevoix
Three Years—S. E. PARKILL, Owosso
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—Grand Rapids, March 3 and 4.
Detroit (Star Island), June 23.
Lansing, November 3.

MICHIGAN STATE PHARMACEUTICAL ASSOCIATION.

President, GEO. J. WARD, St. Clair.
Vice-Presidents J. S. P. WHITMARSH, Palmyra;
J. 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 Abuse of Analytical Tables.

There is one other time-honored device by which students are frequently misled into a mistaken view of the true nature of chemical analysis, and a false estimate of their own mastery of the subject. I refer to analytical tables. Now, it would perhaps be going too far to deny their utility altogether. So long as they are used merely as a short and systematic summary of knowledge really possessed by the user, they have a certain restricted utility, chiefly as an aid to the memory. To teach a student to construct a table or scheme of analysis himself is no doubt to make him go through a useful exercise, particularly if he is kept fully aware of its necessarily limited applicability. If a man desired to make chemical analysis the work of his life, he might profitably devote some of his time and energies to the construction of such tables, testing against new combinations, proving their insufficiency, reconstructing them, and again bringing them to more severe tests, and so on. He would not be very long in finding that his improved tables were becoming alarmingly complex, without, however, any real approach to finality, and he might do this without going far afield in the search of strange and unlikely practical problems. But this is not the use to which such tables are usually put. Too often a student comes desiring to learn analysis, and instead of being taught analysis, he is instructed in the use, or rather abuse, of a table. Virtually, though doubtless unconsciously, the impression conveyed is something like this: Analysis is a big subject; your time is short and so is mine; use this table and we will save both. This is the royal road! Well, the unfortunate student—unfortunate, that is, if he have any honest desire to learn—learns his tables, analyzes a given set of mixtures, and perhaps goes on his way rejoicing, fondly imagining that he is an analyst. All the while he has not learned analysis at all. He has only learned the dangerous lesson that it is much easier to take advantage of the work of another man's brain than to use his own. He has been taught the use of crutches, but he cannot walk. Well for him if before it is too late he makes the acquaintance of a friendly examiner who undeceives him as gently as may be. He may get a fall and be hurt a little, but if from that time onwards he throws away his crutches and learns to stand and walk on his own legs, he will always have reason to be grateful to his friend the examiner. I would say to such a one: Acquire before all things the habit of close and accurate observation, and the practice of neat and orderly manipula-

tion, and, as one of the best means of doing both, work with small quantities. From this point of view remember that a pin's head may represent a large quantity. This is a precept which has been enforced by many of the greatest analysts, particularly by Wollaston, Berzelius and Bunsen. The saving of time and expense, the gain in power and skill, are extremely great. Further, when you begin quantitative work, aim rather at making a few determinations with a high degree of accuracy than many indifferently. Learn how to test your balance and your weights. Take nothing on trust; in particular, distrust your own memory and write down your notes at once. Finally, mix brains with your reagents.

JOHN GIBSON.

Do Justice to the Apprentice.

As there are probably from 35,000 to 40,000 "drug stores" in the United States, we estimate that there must be at any time about that number of boys engaged in "learning the business" of the retail druggist. There are, of course, very many drug stores in which no learner, apprentice, or "boy," is employed; but there are as many other stores in which more than one "unregistered clerk" is employed. Not one of these boys is registered; a very large proportion of them are unfit, by reason of insufficient education, to become pharmacists worthy of the name; and yet it is quite improbable that any considerable number of them would ever drop out of "the profession" were it not for the fact that the boards of pharmacy have the power to refuse registration to those unable to pass the examinations. But it would be far more just to the boys themselves to place all learners, apprentices or students on the registration records and to establish and publish definite educational requirements without which they should be rightly excluded from the ranks of pharmacy. When a boy or young man goes into a drug store to learn the business, he ought to be told at the very beginning and with authoritative finality whether or not he can ever become anything more than an errand boy, a porter, or a mere salesman. If his general education is not sufficient to warrant his registration as a student, qualified to become an intelligent and competent pharmacist, he should be at once so informed, instead of being permitted to entertain the hope of being a registered pharmacist some day. Most of the ignorant boys employed in many of our drug stores have become registered pharmacists eventually after they have had a few years' "practical experience," even if they have had to "go before the board" several times before they could get a passing grade, and it would be remarkable if they are not, in many cases, eventually passed largely on the ground that their rejection after they have had so much practical experience, hoping and laboring to succeed in the end, would work peculiar hardship.

The examinations held by the boards of pharmacy are becoming more and more effective, if we are to judge by the increased proportion of rejected candidates. Sometimes not more than one-sixth of all the candidates are found qualified, and the successful ones rarely exceed one-third of the whole number examined. What lesson does that teach if not that common sense as well as simple justice to the boys would demand that summary means be at once adopted to prevent the admission of

such a large proportion of unfit material into the drug stores? Those boys are not, or ought not to be, allowed to take the board examination until after they have had the prescribed amount of practical experience in drug stores, and, under the present system, they therefore remain until that time ignorant of their educational deficiencies and, consequently, small chance of success. If two-thirds of the young men who have had enough experience in stores fail to pass the board, at least one-half of all the boys who started upon that experience should have been prevented from doing so.

The employer is evidently not able, unaided, to fit young men for the test which shall decide whether or not they are fit to become registered pharmacists, unless these young men come to him adequately prepared by previous education. Both general education in public or private schools, and special education in the pharmaceutical schools, should be made compulsory requirements for admission to the ranks of pharmacy, first and foremost because the public welfare demands it, and next because it is rank injustice to the youth who would enter the drug store to learn pharmacy not to impress upon his mind in clear and positive terms the most necessary first conditions of ultimate success.

OSCAR OLDBERG.

A dimly lighted store is a poor advertisement. If you must keep open after dark, make the store so brilliant as to be noticeable even by the most careless passer-by.

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.

Engravings
BUILDINGS
FURNITURE
PATENTED ARTICLES
ANY PURPOSE
TRADESMAN COMPANY,
GRAND RAPIDS, MICH.

"Georgie, Dear, Wait a minute==



You've forgotten your S. C. W. Cigars!"
"Thanks, my love; what a jewel you are. I couldn't possibly get along all day without a smoke, and the S. C. W. is the only nickel cigar made, according to my taste."

The S. C. W. is acknowledged as the "Leader of all 5-cent Cigars," and cannot be excelled for both smoking and selling qualities.

Ask your traveling man or address

G J. JOHNSON, Mfr.
GRAND RAPIDS.

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.

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

G Y P S I N E

Well Advertised.
Easy to Work.
Easy to Sell.
An Ornament as
Shelf or Window Goods.

Practical.
Economical.
Durable.
Beautiful.
Does not set in the Dish,
thus Avoiding all Waste.

The Advertising furnished Dealers who buy GYPSINE is Effective, selling not only GYPSINE, but other goods in their Lines, as well. Write for Prices, copy of "Gypsine Advocate," and Advertising Plan.

DIAMOND WALL FINISH CO.,
Sole Makers of Gypsine.
GRAND RAPIDS, MICH.

WHOLESALE PRICE CURRENT.

Advanced—Tartaric Acid, Bitart Potash. Declined—Gum Kino.

Acidum	Conium Mac.	Scilla	Ps. Sepia	Red Venetian	Paints
Aceticum, \$	Copaiba	Tolutan	Pessita Saac, H. & P.	Red Venetian	BBL. 2
Benzoicum, German	Cubebe	Prunus virg.	Tolutan	Ochre, yellow Mars.	13 1/2 2
Boric	Exechthitos		D. Co.	Ochre, yellow Ber.	13 1/2 2
Carbolicum	Erigeron		Pieis Liq. N. N. 1/2 gal.	Putty, commercial.	2 1/2 3
Citricum	Gaultheria		doz.	Putty, strictly pure.	2 1/2 3
Hydrochlor	Geranium, ounce.		Pieis Liq., quarts.	Vermilion, Prime	
Nitrosum	Gossypii, Sem. gal.		Pieis Liq., pints.	American.	13 1/2 15
Oxalicum	Hedeoma, Sem. gal.		Piper Nigra, po. 22	Vermilion, English.	70 75
Phosphoricum, dil.	Juniperu.		Piper Alba, po. 35	Green, Paris.	20 1/2 27
Salicylicum	Lavendula		Plix Burgun.	Green, Peninsular.	13 1/2 16
Sulphuricum	Limonis		Plumbi Acet.	Lead, white.	5 1/2 6
Tannicum	Mentha Piper		Pulvis Ipecac et Opil	Whiting, white Span.	70
Tartaricum	Mentha Verid.		Pyrethrum, boxes H.	Whiting, gliders	90
	Morhuus, gal.		& P. D. Co., doz.	White, Paris Amer.	1 00
	Myrcia, ounce.		Pyrethrum, pv.	Whiting, Paris Eng.	
	Olive		Quassia	Whiting, Paris Eng.	
	Pieis Liquida		Quassia, S. P. & W.	Whiting, Paris Eng.	
	Pieis Liquida, gal.		Quassia, S. German.	Whiting, Paris Eng.	
	Ricina		Quassia, N. Y.	Whiting, Paris Eng.	
	Rosmarini		Rubia Tinctorum	Whiting, Paris Eng.	
	Rose, ounce.		Saceharum Lactis pv	Whiting, Paris Eng.	
	Succini		Salacin	Whiting, Paris Eng.	
	Sabina		Sanguis Draconis	Whiting, Paris Eng.	
	Santal		Sapo, W.	Whiting, Paris Eng.	
	Sassafras		Sapo, M.	Whiting, Paris Eng.	
	Sinapis, ess., ounce.		Sapo, G.	Whiting, Paris Eng.	
	Tigli		Siedlitz Mixture	Whiting, Paris Eng.	
	Thyme, opt.			Whiting, Paris Eng.	
	Theobromas			Whiting, Paris Eng.	
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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. Anora. 55 6 00 Castor Oil. 60 7 00 Diamond. 50 5 50 Frazer's. 75 9 00 Mica. 70 8 00 Paragon. 55 6 00	CHOCOLATE. Walter Baker & Co.'s. German Sweet. 23 Premium. 37 Breakfast Cocoa. 45	 Peerless evaporated cream. 5 75 COUPON BOOKS. TRADESMAN 1 TRADESMAN 5 CREDIT COUPON	Raisins. Ondura 20 lb boxes. 7@8 Sultana 20 lb boxes. @6 3/4 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 Oats Baked. 3 25 Lakeside. 2 25 Sago. German. 4 East India. 3 1/2 Wheat. Cracked, bulk. 3 2 1/2 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	Jennings. Lemon Vanilla 2 oz regular panel. 75 1 20 4 oz regular panel. 1 50 2 00 6 oz regular panel. 2 00 3 00 No. 3 taper. 1 35 2 00 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 PATCHES. 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. 10@12 Sugar house. 10@12 Cuba Baking. Ordinary. 12@14 Porto Rico. Prime. 20 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. 3 75 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. 4 00 Babbitt's. 3 00 Penna Salt Co.'s. 3 00 RICE. Domestic. Carolina head. 5 1/2 Carolina No. 1. 5 Carolina No. 2. 4 1/2 Broken. 3 1/2	Imported. Japan, No. 1. 4 1/2 Japan, No. 2. 4 1/2 Java, No. 1. 5 1/2 Java, No. 2. 4 1/2 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 Cuttle 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, Amboyne. 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, Amboyne. 15 Cloves, Zanzibar. 10 Ginger, African. 15 Ginger, Cochinchina. 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, Cochinchina. 75 Mace. 20 Mustard. 20 Nutmegs. 20 Pepper, cayenne. 75 Pepper, white. 75 Pepper, black shot. 60 Saigon. 50
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. 70 American. 70 English. 80	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. 80 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. 21 Peaberry. 23 Mexican and Guatemala. Fair. 21 Good. 22 Fancy. 24 Maracaibo. Prime. 23 Milled. 24 Java. Interior. 25 Private Growth. 27 Mandehling. 28 Mocha. Imitation. 25 Arabian. 28 Roasted. To ascertain cost of roasted coffee, add 1/2c per lb. for roasting and 15 per cent. for shrinkage. Package. Arbuckle. 18 95 Jersey. 18 95	"Tradesman." \$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. 7 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	FISH. Cod. Georges cured. @ 4 1/2 Georges genuine. @ 6 Georges selected. @ 6 1/2 Strips or bricks. 6 @ 9 Halibut. Chunks. 11 Strips. 14 Herring. Holland white hoops keg. 70 Holland white hoops bbl. 9 00 Norwegian. 2 55 Round 100 lbs. 1 30 Round 40 lbs. 1 4 Scaled. 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. 5 00 Family 10 lbs. 5 00 Sardines. Russian kegs. 55 Stockfish. No. 1, 100 lb. bales. 10 1/2 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. 2 oz. doz. 75 4 oz. doz. 1 50 Regular Vanilla. 2 oz. doz. 1 20 4 oz. doz. 2 40 XX Grade Lemon. 2 oz. 1 50 4 oz. 3 00 XX Grade Vanilla. 2 oz. 1 75 4 oz. 3 50	Imported. Japan, No. 1. 4 1/2 Japan, No. 2. 4 1/2 Java, No. 1. 5 1/2 Java, No. 2. 4 1/2 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 Cuttle 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, Amboyne. 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, Amboyne. 15 Cloves, Zanzibar. 10 Ginger, African. 15 Ginger, Cochinchina. 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, Cochinchina. 75 Mace. 20 Mustard. 20 Nutmegs. 20 Pepper, cayenne. 75 Pepper, white. 75 Pepper, black shot. 60 Saigon. 50	Imported. Japan, No. 1. 4 1/2 Japan, No. 2. 4 1/2 Java, No. 1. 5 1/2 Java, No. 2. 4 1/2 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 Cuttle 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, Amboyne. 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, Amboyne. 15 Cloves, Zanzibar. 10 Ginger, African. 15 Ginger, Cochinchina. 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, Cochinchina. 75 Mace. 20 Mustard. 20 Nutmegs. 20 Pepper, cayenne. 75 Pepper, white. 75 Pepper, black shot. 60 Saigon. 50
BLUING. Gross Arctic 4 oz ovals. 3 60 Arctic 8 oz ovals. 6 75 Arctic pints round. 9 00 Arctic No. 2 sifting box. 2 75 Arctic No. 5 sifting box. 4 00 Arctic 1 oz ball. 4 50 Mexican liquid 4 oz. 3 60 Mexican liquid 8 oz. 6 30 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. 25 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 80 Pint 25 bottles. 4 25 Quart 1 doz. bottles. 3 00 Triumph Brand. Half pint per doz. 1 35 Pint 25 bottles. 4 50 Quart per doz. 3 75 CEMENT. Major's, per gross. 1/2 oz size. 12 00 1 oz size. 18 00 Liq. Glue, per gross. 9 60 Leather Cement. 1 oz size. 12 00 2 oz size. 18 00 Rubber Cement. 2 oz size. 12 00 CHEESE. Amboy. @ 12 1/2 Acme. @ 12 Jersey. @ 12 Lenawee. @ 12 Riverside. @ 12 1/2 Gold Medal. @ 12 Skim. @ 11 Brick. @ 10 Edam. @ 10 Leiden. @ 10 Limburger. @ 15 Pineapple. @ 24 Roquefort. @ 35 Sap Sago. @ 18 Schweitzer, imported. @ 24 Schweitzer, domestic. @ 24 Chicory. Bulk. 5 Red. 7	CONDENSED MILK. 4 doz. in case.  N. Y. Condensed Milk Co.'s brands. Gail Borden Eagle. 7 40 Crown. 6 25 Daisy. 5 75 Champion. 4 50 Magnolia. 4 25 Dime. 3 35	DOMESTIC. Apples. Sundried. @ 4 1/2 Evaporated 50 lb boxes. @ 7 California Goods. Apricots. 10 @ Blackberries. 7 @ Nectarines. 7 @ Peaches. 8 @ Pears. 8 1/2 @ Pitted Cherries. 8 @ Prunelles. 8 @ Raspberries. 8 @ Raisins. Loose Muscatels. 2 Crown. @ 3 3 Crown. @ 3 1/2 4 Crown. @ 4 1/2 FOREIGN. Currants. Patras bbls. @ 3 1/2 Vostizas 50 lb cases. @ 3 1/2 Schuit's Cleaned. 25 lb boxes. @ 5 50 lb boxes. @ 4 1/2 1 lb packages. @ 6 Peel. Citron Leghorn 25 lb bx. @ 1 1/2 Lemon Leghorn 25 lb bx. @ 1 1/2 Orange Leghorn 25 lb bx. @ 1 1/2 Prunes. 25 lb boxes. @ 5 California 100-120. @ 5 1/2 California 90-100. @ 5 1/2 California 80-90. @ 6 1/2 California 70-80. @ 6 1/2 California 60-70. @ 7 1/2 1/2 cent less in bags	CONDENSED MILK. 4 doz. in case.  N. Y. Condensed Milk Co.'s brands. Gail Borden Eagle. 7 40 Crown. 6 25 Daisy. 5 75 Champion. 4 50 Magnolia. 4 25 Dime. 3 35	CONDENSED MILK. 4 doz. in case.  N. Y. Condensed Milk Co.'s brands. Gail Borden Eagle. 7 40 Crown. 6 25 Daisy. 5 75 Champion. 4 50 Magnolia. 4 25 Dime. 3 35	CONDENSED MILK. 4 doz. in case.  N. Y. Condensed Milk Co.'s brands. Gail Borden Eagle. 7 40 Crown. 6 25 Daisy. 5 75 Champion. 4 50 Magnolia. 4 25 Dime. 3 35
AXLE GREASE. Anora. 55 6 00 Castor Oil. 60 7 00 Diamond. 50 5 50 Frazer's. 75 9 00 Mica. 70 8 00 Paragon. 55 6 00	CHOCOLATE. Walter Baker & Co.'s. German Sweet. 23 Premium. 37 Breakfast Cocoa. 45	Peerless evaporated cream. 5 75 COUPON BOOKS. TRADESMAN 1 TRADESMAN 5 CREDIT COUPON	Raisins. Ondura 20 lb boxes. 7@8 Sultana 20 lb boxes. @6 3/4 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 Oats Baked. 3 25 Lakeside. 2 25 Sago. German. 4 East India. 3 1/2 Wheat. Cracked, bulk. 3 2 1/2 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	Jennings. Lemon Vanilla 2 oz regular panel. 75 1 20 4 oz regular panel. 1 50 2 00 6 oz regular panel. 2 00 3 00 No. 3 taper. 1 35 2 00 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 PATCHES. 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. 10@12 Sugar house. 10@12 Cuba Baking. Ordinary. 12@14 Porto Rico. Prime. 20 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. 3 75 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. 4 00 Babbitt's. 3 00 Penna Salt Co.'s. 3 00 RICE. Domestic. Carolina head. 5 1/2 Carolina No. 1. 5 Carolina No. 2. 4 1/2 Broken. 3 1/2	Imported. Japan, No. 1. 4 1/2 Japan, No. 2. 4 1/2 Java, No. 1. 5 1/2 Java, No. 2. 4 1/2 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

Higgins.	
56-lb dairy in linen sacks	60
Solar Rock.	
56-lb sacks	22
Common Fine.	
Saginaw	85
Manistee	85

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

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

TOBACCOS.	
Cigars.	
G. J. Johnson's brand	



S. C. W.	35 00
B. J. Reynolds' brand	
Hornet's Nest	35 00
H. & P. Drug Co.'s brand	
Quintette	35 00
Clark Grocery Co.'s brand	
New Brick	35 00

SOAP.	
Laundry.	
Allen B. Wrisley's brands	
Old Country 80 1-lb.	3 20
Good Cheer 60 1-lb.	3 00
White Borax 100 1-lb.	3 65
Proctor & Gamble	
Concord	2 70
Ivory, 10 oz.	6 75
Ivory, 6 oz.	4 00
Lenox	3 25
Mottled German	2 65
Town Talk	3 00
Dingman brands	
Single box	3 95
5 box lots, delivered	3 85
10 box lots, delivered	3 75

Jas. S. Kirk & Co.'s brands	
American Family, wrp'd	3 33
American Family, plain	3 27
N. K. Fairbank & Co.'s brands	
Santa Claus	3 90
Brown, 60 bars	2 10
Brown, 80 bars	3 10
Lautz Bros. & Co.'s brands	
Aeolus	3 35
Cotton Oil	5 75
Marseilles	4 00
Master	3 70

Scouring.	
Sapolio, kitchen, 3 doz	2 40
Sapolio, hand, 3 doz	2 40
Gowans & Sons' Brands.	
Crow	3 30
German Family	2 15
American Grocer 100s	3 60
American Grocer 60s	3 05
N. G.	3 30
Mystic White	3 80
Lotus	4 00
Old Leaf	3 55
Old Style	2 55
Happy Day	3 10



Atlas, single box	3 25
STOVE POLISH.	
Nickeline, small, per gro.	4 00
Nickeline, large, per gro.	7 20

SUGAR.	
Below are given New York prices on sugars, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including 20 pounds for the weight of the barrel.	
Domino	5 50
Cut Leaf	5 50
Cubes	5 12
Powdered	5 12
XXXX Powdered	5 25
Mould A	5 12
Granulated in bbls	4 87
Granulated in bags	4 87
Fine Granulated	4 87
Extra Fine Granulated	5 00
Extra Course Granulated	5 00
Diamond Confection	4 87
Confection Standard A	4 75

No. 1	4 62
No. 2	4 62
No. 3	4 62
No. 4	4 56
No. 5	4 44
No. 6	4 37
No. 7	4 31
No. 8	4 31
No. 9	4 18
No. 10	4 12
No. 11	4 00
No. 12	3 94
No. 13	3 87
No. 14	3 81

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

VERMICIDE.	
Zenoleum, 6 oz.	2 00
Zenoleum, qts.	4 00
Zenoleum, 1/2 gal.	7 20
Zenoleum, gal.	12 00

WASHING POWDER.	
La Besta	
100 packages in case	3 35

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

CRACKERS.	
The N. Y. Biscuit Co. quotes as follows:	
Butter.	
Seymour XXX	5
Seymour XXX, 3 lb. carton	5 1/2
Family XXX	5
Family XXX, 3 lb. carton	5 1/2
Salted XXX	5
Salted XXX, 3 lb. carton	5 1/2
Soda.	
Soda XXX	5 1/2
Soda XXX, 3 lb. carton	6
Soda, City	7
Crystal Wafer	10 1/2
Long Island Wafers	11
L. I. Wafers, 1 lb. carton	12
Oyster.	
Square Oyster, XXX	5
Sq. Oys. XXX, 1 lb. carton	6
Farina Oyster, XXX	5

SWEET GOODS—Boxes.	
Animals	10 1/2
Bent's Cold Water	12
Belle Rose	8
Cocoanut Taffy	8
Coffee Cakes	11
Frosted Honey	11
Graham Crackers	8
Ginger Snaps, XXX round	6 1/2
Ginger Snaps, XXX city	6 1/2
Gin. Snps. XXX home made	6 1/2
Gin. Snps. XXX scalloped	6 1/2
Ginger Vanilla	8
Imperial	8
Jumbles, Honey	11
Molasses Cakes	8
Marshmallow	15
Marshmallow Creams	16
Pretzels, hand made	8 1/2
Pretzels, Little German	6 1/2
Sugar Cake	12
Sultanas	12
Sears' Lunch	7 1/2
Vanilla Square	8
Vanilla Wafers	14

CANDIES.	
The Putnam Candy Co. quotes as follows:	
Stick Candy.	
Standard	6 @ 7
Standard H. H.	6 @ 7
Standard Twist	6 @ 7
Cut Leaf	7 1/2 @ 8 1/2
Extra H. H.	@ 8 1/2
Boston Cream	@ 8 1/2
Mixed Candy.	
Standard	5 1/2 @ 6 1/2
Leader	6 @ 7
Royal	6 1/2 @ 7 1/2
Conserves	6 1/2 @ 7 1/2
Broken	7 @ 8
Kindergarten	7 1/2 @ 8 1/2
French Cream	@ 9
Valley Cream	@ 12

Fancy—In Bulk.	
Lozenges, plain	@ 8 1/2
Lozenges, printed	@ 9 1/2
Choc. Drops	11 @ 12 1/2
Choc. Monumentals	@ 12
Gum Drops	@ 5
Moss Drops	@ 7 1/2
Sour Drops	@ 8
Imperial	@ 9
Fancy—In 5 lb. Boxes.	
Lemon Drops	Per Box @ 50
Sour Drops	@ 50
Peppermint Drops	@ 60
Chocolate Drops	@ 65
H. M. Choc. Drops	@ 75
Gum Drops	35 @ 50
Licorice Drops	1 00 @ 50
A. B. Licorice Drops	@ 50
Lozenges, plain	@ 60
Lozenges, printed	@ 65
Imperial	@ 60

Molasses.	
Plain Selects	25 @
1 X L.	22 @
Mediums	20 @
Standards	18 @
Favorites	16 @

Caramels.	
No. 1 wrapped, 2 lb. boxes	@ 30
No. 1 wrapped, 3 lb. boxes	@ 45
No. 2 wrap, ed, 2 lb. boxes	@ 45

FRUITS.	
Oranges.	
Jamaicas, in bbls.	@ 6 00
Jamaicas, in bxs 200s	@ 3 50
California Navels	3 00 @ 3 75
Mexicans	3 25 @ 3 50
Lemons.	
Strictly choice 300s.	@ 2 75
Strictly choice 300s.	@ 3 00
Fancy 300s	@ 3 50
Extra 300s	@ 3 75
Fancy 300s	@ 3 50
Extra 300s	@ 4 00

Bananas.	
A definite price is hard to name, as it varies according to size of bunch and quality of fruit.	
Small 1 bunches	1 00 @ 1 25
Medium bunches	25 @ 1 50
Large bunches	1 75 @

Foreign Dried Fruits.	
Fig. Fancy Layers	20 lbs. @ 13
Figs, Choice Layers	10 lb. @ 11
Figs, Natural in bags, new	@ 6
Dates, Fard in 10 lb boxes	@ 8
Dates, Fards in 60 lb cases	@ 6
Dates, Persians, G.	@ 5
M. K., 60 lb cases	@ 5
Dates, Sais 60 lb cases	@ 4 1/2

NUTS.	
Almonds, Tarragona	@ 13
Almonds, Ivaca	@
Almonds, California, soft shelled	@ 12 1/2
Brazils new	@ 9
Filberts	@ 10 1/2
Walnuts, Gren, new	@ 13
Walnuts, Calif No. 1	@ 12
Walnuts, soft shelled	@
Table Nuts, fancy	@ 12
Table Nuts, choice	@ 9 1/2
Pecans, Texas H. P.	7 @ 8
Hickory Nuts per bu.	1 25 @ 1 40
Cocanuts, full sacks	@ 4 00
Butternuts per bu.	@ 50
Black Walnuts per bu	@ 60

Peanuts.	
Fancy, H. P., Game	@ 5 1/2
Cocks	@ 5 1/2
Fancy, H. P., Game	@ 7 1/2
Roasted	@ 7 1/2
Fancy, H. P., Association	@ 5 1/2
Fancy, H. P., Association Roasted	@ 7 1/2
Choice, H. P., Extras	@
Choice, H. P., Extras, Roasted	@

Fish and Oysters	
Fresh Fish.	
Whitefish	@ 10
Trout	@ 9
Black Bass	@ 15
Halibut	18 @ 20
Ciscoes or Herring	@ 6
Bluefish	@ 15
Live Lobster	@ 20
Boiled Lobster	@ 20
Cod	@ 12
Haddock	@ 8
No. 1 Pickerel	@ 10
Pike	@ 8
Smoked White	@ 8
Red Snapper	@ 10
Cod River Salmon	@ 13
Mackerel	16 @ 20
Shell Goods.	
Oysters, per 100	1 25 @ 1 50
Clams, per 100	90 @ 1 00

Oysters.	
F. J. Dettenthaler's Brands.	
Fairhaven Counts	35 @
F. J. D. Selects	30 @
Selects	25 @
F. J. D.	22 @
Anchors	20 @
Standards	18 @
Favorites	16 @
Per Gal.	
Counts	@ 2 00
Extra Selects	@ 1 65
Medium Selects	@ 1 30
Anchor Standards	@ 1 20
Standards	@ 1 10
Scallops	@ 1 75
Clams	@ 1 25
Shrimps	@ 1 25
Oscar Allyn's Brands.	
Counts	Per Can. 40 @
Extra selects	30 @

Grains and Feedstuffs	
Wheat.	
Patents	3 70
Second Patent	3 20
Straight	3 00
Clear	2 80
Graham	2 80
Buckwheat	3 40
Rye	2 75
Subject to usual cash discount.	
Flour in bbls., 25c per bbl. additional.	
Meal.	
Bolted	1 75
Granulated	2 00
Feed and Millstuffs.	
St. Car Feed, screened	13 00
No. 1 Corn and Oats	12 50
Unbolted Corn Meal	12 25
Winter Wheat Bran	11 00
Winter Wheat Middlings	12 00
Screenings	11 00
The O. E. Brown Mill Co. quotes as follows:	
Corn.	
Car lots	20 1/2
Less than car lots	31 1/2
Oats.	
Car lots	21
Less than car lots	23

Flour in Sacks.	
Patents	3 70
Second Patent	3 20
Straight	3 00
Clear	2 80
Graham	2 80
Buckwheat	3 40
Rye	2 75
Subject to usual cash discount.	
Flour in bbls., 25c per bbl. additional.	
Meal.	
Bolted	1 75
Granulated	2 00

Feed and Millstuffs.	
St. Car Feed, screened	13 00
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Corn.	
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Less than car lots	31 1/2
Oats.	
Car lots	21
Less than car lots	23

Hides and Pelts.	
Perkins & Hess pay as follows:	
Hides.	
Green	5 1/2 @ 6 1/2
Part cured	@ 6 1/2
Full Cured	6 @ 7
Dry	5 @ 7
Kips, green	5 1/2 @ 6 1/2
Kips, cured	6 @ 7
Calfskins, green	5 1/2 @ 7
Calfskins, cured	6 1/2 @ 8
Deaconskins	25 @ 30
Pelts.	
Shearlings	10 @ 30
Lambs	20 @ 50
Old Wool	40 @ 75
Wool.	
Washed	10 @ 17
Unwashed	5 @ 13
Miscellaneous.	
Tallow	3 @ 3 1/2
Grease Butter	1 @ 2
Switches	1 1/2 @ 2
Ginseng	2 50 @ 2 90

Furs.	
Mink	30 @ 1 10
Coon	25 @ 70
Skunk	40 @ 85
Rat, Winter	07 @ 12
Rat, Fall	03 @ 07
Red Fox	1 00 @ 1 25
Gray Fox	40 @ 60
Cross Fox	2 00 @ 5 00
Badger	20 @ 70
Cat, Wild	40 @ 75
Cat, House	10 @ 25
Fisher	4 00 @ 6 00
Lynx	1 00 @ 2 50
Martin	1 50 @ 3 00
Otter	5 00 @ 9 00
Wolf	1 00 @ 2 00
Bear	15 00 @ 25 00
Beaver	3 00 @ 7 00
Opossum	10 @ 18
Beaver castors per lb	3 00 @ 8 00
Deerskins, dry, per lb	15 @ 25

PROVISIONS.	
The Grand Rapids Packing and Provision Co. quotes as follows:	
Barreled Pork.	
Mess	9 75
Back	10 25
Clear back	10 50
Short cut	9 75
Pig	11 50
Bean	
Family	
Dry Salt Meats.	
Bellics	5 1/2
Briskets	5
Extra shorts	5
Smoked Meats.	
Hams, 12 lb average	9 1/2
Hams, 4 lb average	9 1/2
Hams, 16 lb average	9 1/2
Hams, 20 lb average	8 1/2
Ham dried beef	9 1/2
Shoulders (N. Y. cut)	6 1/2
Bacon, clear	8
California hams	6 1/2
Boneless hams	8
Cooked ham	11 1/2
Lards.	
Compound, tierces	5
Family, tierces	5 1/2
Granger	6 1/2
Kettle (our own)	6 1/2
Cottolene	5 1/2
Cotosuet	5 1/2

50 lb Tins	advance	1 1/2
20 lb Pails	advance	1 1/2
10 lb Pails	advance	1 1/2
5 lb Pails	advance	1 1/2
3 lb Pails	advance	1

Sausages.	
Bologna	5
Liver	6
Frankfort	7½
Pork	6½
Blood	
Tongue	

Idealistic Description of the Snow-shoe Fad.

From the Albany Telegram.

Old and young are going snow-shoeing this winter. The weather bureaus have large orders for snow—in fact, so large that they fear their inability to supply the demand—and the snowshoe makers are as busy as bees turning out dozens of queer flat tennis racquets, which, until the new fad loomed up, were sold exclusively for Canadians and as curiosities to the foreign visitor who was studying American customs. The little flurry of snow yesterday may cause the "twelve-foot-crust" type of snowshoe girl to sniff scornfully, but she must remember that there has been snow in the country for weeks past, and the country clubs are almost as picturesque as the mansion of that interesting family in Whittier's chef-d'oeuvre. Society is going snowshoeing this winter, as may have been inferred from the foregoing remarks, but just how the fad started no one has told us. The general mania for athletics and the frosty condition of the roads where the wheelwoman has spun and wobbled and fallen all spring and summer and autumn probably had something to do with it. But to whatever it was, let us all be truly and meekly thankful. It is healthy, it is cheap, and it is delightfully picturesque. To build up a record is the dream of every sports-woman of the hour, and it will soon be no uncommon thing to meet a slim, languid damsel at luncheon who casually mentions that she took a little promenade of thirty miles before bedtime last night, or hints that she proposes to trip down to the country club to-morrow evening for a dance. Get a drop beside her among the divan pillows where she is lounging, and she will tell how it is done, though she only wears a No. 1 slipper. In her opinion, the snowshoes are only a little less admirable than her wheel. The exercise they give her is even more exhilarating and beneficial, and she was persuaded into trying them because all her women friends had been suddenly aroused to the importance of this Indian sport. "It costs only about ten or twelve dollars to fit yourself out (she explains), for one's bicycle dress is the very thing to wear. A cap, a pair of moccasins and the big shoes are about the list of extras necessary, and all of these you can get at any shop where they keep sporting outfits. The cap can be anything you like, a regular Canadian toque, made like a fisherman's, with a hanging tassel, or it is very nice to tie one's head up in a great silk muffler, making a chignon of it, as the Southern negro women wear their head handkerchiefs. For you see the prime object is to cover your hair closely and neatly in defiance of the wind and cold. I wear a sweater with a coat, my short bicycle skirt, dogskin gloves, the stoutest, longest golf stockings over my ordinary hose, flannel knickerbockers, and lastly the moccasins, large unornamented and made of soft, thick deerskin. A good pair of moccasins costs about a dollar and a half. They must be of genuine Indian make. Tie with leather thongs high and close about the ankle, and then as a last coquettish touch, I wind a long bright wool scarf with floating ends about my waist, as if it were a military sash. The snowshoes come from Canada, of course, and women who tramp for pleasure and profit use those that are nearly as broad and as heavy as the men wear. They certainly do seem to be but formidable and impossible clogs the first time one sticks one's moccasined toes under the foot strap and attempts to walk off, but it requires just ten minutes of experiment and rigid adherence to the one rule of keeping the feet far apart to fall into the long swinging stride of an expert trumper, and then, well! I cannot liken the motion to anything but the first experience at coasting down hill on a toboggan or bicycle. There are twelve in our club," she babbles on, "for you must know trampers divide themselves into nice tight little organizations, combined for the pure pleasure of the snowy walks, six men and six

women, and our club is only one of the dozens formed for the same purpose since the winter set in. The genuine enthusiasts, who are asked out to the country or winter house parties, carry their shoes along and play golf on them in the snow and no man on his snow-shoes when properly dressed can fail to present an interesting figure to the feminine eye. They wear the regulation Canadian blanket suits, bind their waists with hand-woven habitant sashes that are rare and costly finds these days of machine manufacture even in the most remote districts of Quebec county. Now, you would think this sport would only appeal to the hardy country girl, but it is those delicate waisted, cotillion dancing maidens, just out in society this year, who have accepted the snowshoes, have made them fashionable, and who, two or three nights in the week, will give what they call snow walks. It may be only through and around the park or it may extend far out into the country, which is always fifteen or twenty miles or more. If it isn't a moonlight night everybody gathers at the park gates bearing a bicycle lantern bound firmly to a belt about the waist. If the thermometer is dropping down to zero, and the air fairly crackling with the cold, so much the better, though the girls stand around with their wool sashes muffling their throats, fur-lined capes on their shoulders and carrying muffers. But off these go at the signal for a start. They are left behind in the little watchman's station, the trampers string out over the snow in couples and trios, and at the end of the first half mile the mufflers are turned into sashes. Later on the gloves are pocketed, and on turning the two mile point the women slip off their coats and toss them to their escorts, who carry little leather straps for slinging these discarded wraps over their shoulders. A burning July sun cannot raise the temperature of one's blood so high as the simple stride, stride, stride on the snow that seems to spring under one like rubber, while the tingling air only increases glowing heat and prevents anything like exhaustion. The dignified hostesses and debutantes, whose smiles are worth a pound of bonbons or a bunch of violets apiece, lay aside, for the occasion, the true dignities of their position and indulge in the wildest frolicking. Steeplechase racing over meadows, taking stone walls, fences and hedges as they come, is a popular diversion, while coasting down hill with the snow-shoes close together and sitting on the long heels, is an achievement of the expert. Of course, one may come a cropper head first in a drift but the snow bath does no harm, and for general exhilaration recommend me to vaulting. For that you must find a rock or a bit of sheer hillside, beneath which a heavy drift has gathered, and then, with a long Indian yell, spring out over the small precipice as far as you can go. It is an experience worth having, I can tell you, for the spring off sends one through the air as if with wings, and light as down the big shoes land one fair and square on the top of the most feathery snow. A twenty-mile walk, with diversions on the way, will bring a party in two hours to their appointed resting place, that is usually a country hotel, where there is a big fire in the chimney, cups of hot chocolate and coffee by way of bracers for the weary, and then the women extract their dancing slippers from the big blanket coat pockets of the men, somebody takes the piano in hand, and I give you my word, to dance well one ought to do it directly after such a constitutional as I have described."

There can be no question as to the right of any man to enter any business he may see fit, neither can there be any question of the right of a manufacturer or jobber to sell goods to whom they please, but the retail trade feel that there can be no questioning their right to buy from whom they please, giving preference to those manufacturers who have at heart the welfare of the retailer, and who seek in every way to protect the interests of the retail trade.

How to Prevent Mistakes.

A good way to prevent mistakes in book-keeping from forgetfulness in the matter of making entries of the items, both in the pass-book and in the store day-book, is to follow the usual custom of nearly all stores where business methods are put into active practice—that of using small individual books for each salesman and by means of carbon-sheets making duplicate copies of the items in each transaction.

Some merchants have a book lying on the counter, and, when they do not have time to go to the regular day-book to charge up the items, they enter them in this and transfer them to the other book when the rush is over and they have sufficient time; but the method of using the individual books is much simpler and gives much less opportunity for any mistakes to occur, which will invariably be the case if the record of the transaction is trusted.

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.



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.

Established 1876.

BEANS

MOSELEY BROS.,

Jobbers BEANS, SEEDS, POTATOES, FRUITS.

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.

26-28-30-32 OTTAWA STREET
Grand Rapids, Mich.

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.

STUDY YOUR EMPLOYEES.

How the Selling Force May Be Rendered More Efficient.

George French in the Dry Goods Economist.

As a trade-increasing policy the education and handling of the force of salespeople are of more importance than is generally accorded to them. The difference between the results from the work of satisfied, intelligent and enthusiastic salespeople and of those who perform their work in a perfunctory manner and with little intelligence is almost as marked as the difference between success and failure. By intelligence I mean knowledge of the goods sold, not general attainments.

Quite a large class of discriminating purchasers shun the big department stores for the sole reason that they are not able to buy there with full knowledge of the goods.

At the counters where small articles are sold the clerks are not always able to answer inquiries about goods. They show articles labeled with price marks. They can interpret the price mark, but they cannot explain about the goods.

To them the goods merely represent a certain figure to be entered on their sales slip, and that is all the customer can learn from them.

I do not think salespeople are to be blamed for their ignorance about goods nor for their failure to enlighten customers. While the salesman who keeps posted about his goods properly receives credit for an interest in his business, yet it is incumbent upon the manager of the store to see that a policy is adopted that will operate towards informing the indifferent or the dull salesman, and make it possible for customers to trade there with intelligence.

It is evident that to put such a policy in operation involves a great deal of planning and work, and some expense.

There are many ways in which it can be done, but it seems to me that a precedent to the adoption of any plan must be the insuring of a spirit of personal interest in the business on the part of the salespeople. The management must in some way keep the sellers in close touch with itself.

There are plenty of devices adopted by different managers to keep employees in good fettle. There need be no sacrifice of dignity, no relaxation of discipline, no surrender of privileges. All that is necessary is perfect fairness and good faith, together with a frank and genuine interest in the salespeople as men and women. Close association and interest in the welfare of employees do more toward binding them to employers' interests than an increase of pay can.

Fair wages, also, pays the management better than it pays employees. Grinding down the pay roll reduces the total of sales in a greater degree.

Mutual benefit associations are good things, if they are not forced upon employees for the purpose of binding them, as they often are. I have not a very high regard for strictly social organizations among employees, because their social tastes are generally quite diverse, and a large proportion take but a languid interest in any particular form of sociability that is possible.

The work of keeping the employees of a store thoroughly informed regarding the goods they handle must be undertaken by the management, and it ought to be done with discrimination and thoroughness.

If the store is large and employs a considerable number of salespeople, it would be found profitable to issue each week a small paper—called, perhaps, "Our Goods"—that should carefully note all goods that are new on the market and explain all about them, so that the salesman could talk about them with accurate knowledge. The course of the markets should also be noted, especially with reference to raw material and future prospects.

Improvements in methods of manufacture, especially those that operate to improve the quality of goods without increasing cost, ought to be fully understood by sellers. The ground that could

be covered will suggest itself to all who have given the matter of the management of employees much thought. It should be carefully edited and attractively printed, and thoroughly read by every employee.

There are, however, certain principles of business that cannot be spread among salespeople by the medium of a paper.

To instill into them the store policy requires constant explanation and insistence. To accomplish it there must be clear and brief rules rigidly enforced and there ought to be frequent talks to salespeople gathered for the purpose—not on their time, but during business hours.

Managers are often afraid the help will know too much. They need not be.

Let there be talks to them, by one of the firm, upon the general theory of financing a big business; by the manager about buying and keeping up a stock; by the silk man about recent advances in manufacturing; by somebody who can do it about the proper handling of customers, and talks about wool, about cotton, about styles, about fashion, about other big stores and their methods, about the big European shops—but above all about the goods sold in that particular store. Make everything lean strongly toward the chief object, the promoting of knowledge about the goods to be sold and the inspiring of interest and enthusiasm.

Employees should be encouraged to make studies of special topics themselves, and invited to speak upon them before their associates. It is not unlikely that a suggestion thus drawn out may net the store hundreds or even thousands of dollars. Many a salesman who appears to be a mere dummy may brighten into activity under the stimulating influence of appreciation and encouragement.

It is the successful merchant who most fully appreciates the value of his salespeople, and shows broad-minded ingenuity in his management of them. It pays to study your employees, and, having studied them, to apply the knowledge in a manner that will influence the right side of the profit and loss account.

Sixteen Out of Sixty.

At a meeting of the Board of Pharmacy held at Detroit last week, forty-four candidates for registered pharmacists and sixteen candidates for assistant registered pharmacists presented themselves for examination. Only sixteen succeeded in securing certificates, as follows:

REGISTERED PHARMACISTS.

Wm. C. Burt, Sault Ste. Marie, Ont.
Walter W. Briggs, Vicksburg.
C. M. Bunn, Kalamazoo.
Chas. R. Carson, Detroit.
A. M. Edwards, Detroit.
C. E. Foster, Chelsea.
Fred H. Holmes, Detroit.
S. S. Ludlum, Harrisville.
C. D. Poel, Kalamazoo.
A. E. Stanley, Milford.
C. J. F. Schroeder, Detroit.
F. D. Wiseman, Detroit.
H. H. Waters, Monroe.
Jas. G. White, Owosso.

ASSISTANTS.

G. A. McDonald, Detroit.
Chas. R. Rae, Detroit.

The next meeting of the Board, for the examination of candidates, will be held in Grand Rapids March 3 and 4.

A resolution was adopted, raising the standard required of candidates for registered pharmacists from 60 to 70 per cent. and the standard for assistant registered pharmacists from 40 to 50 per cent.

It was also decided to strictly enforce the rule that candidates must file their applications, together with the necessary affidavits, before the opening session.

F. W. R. PERRY, Sec'y.

The vocation of a commercial traveler has no room for the drone or the slug-gard. The manufacturer, wholesaler and jobber has no use for that kind of a man to represent the varied interests of the firm on the road.

Fifth Avenue Mocha and Java Coffee

Grateful
RefreshingDelicious
Full Strength

I. M. Clark Grocery Co.

Wholesale Agents for Western
Michigan.
GRAND RAPIDS.

That's What, My Friend!

We have a letter from a subscriber to the Tradesman, who informs us that the prices we quote in the Tradesman are a sight more attractive than our terms, and wants to send in an order upon regular time.

We are making a strong bid for cash trade and prices must be attractive to draw this kind of trade. Some parties, also, find fault with the short time our offers are good.

We offer this week to fill orders on the basis of all offers made by us in last three issues of the Tradesman. Now hustle in your orders.

Cash with order in current exchange, that's what.

The Jas. Stewart Co.,
(LIMITED.)

SAGINAW, MICH.

GOTHAM GOSSIP.

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

Special Correspondence.

New York, Jan. 11.—There has been quite a lack of animation in the grocery trade circles during the week, and no single line has displayed any greater activity than is the case during an average week. Sugars have remained unchanged and the demand for raw has narrowed to only immediate wants. The sudden fluctuations in price a few days ago are rather puzzling to account for, but it seems to be conceded that there was no occasion for any appreciation in price. When the drop occurred buyers were very timid, as they knew not what to expect and, consequently, they "laid low." Foreign sorts have been quiet and, altogether, the trend of things has been toward dullness. Granulated is quotable at 4½c.

Coffee is down again and 14c is the latest quotation for Rio No. 7, with 13½c reported as the selling figure in one case. C. M. Bull, in his annual report as President of the Coffee Exchange, says: "From present indications it would appear that we are entering upon an era of much larger crops and we are of the opinion that this will have the effect of greatly broadening the market, and it is to be hoped that before long business upon the Exchange will expand to those proportions which prevailed in the most favorable years of the past." We may yet live to see coffee "popular with the masses," which proud estate it has been forced from in recent years on account of price, and lager has become king. Attention has been attracted to the very great decline in Mocha coffee to 22c from 27½c, due, it is said, to the competition of what is called Bourbon Santos. This is the product of Mocha seed planted in Santos, the product being pronounced fully equal to the original, while the cost of raising it is very much less.

Tea remains quiet and, while here and there an operator can be found who has some faith in the future, it is hard to see upon what foundation this faith is founded. The auction sales during the week have been of the ordinary character and prices prevailing have been practically as for many weeks.

Molasses are well under the control of a few handlers and quotations are very firm. Supplies are said to be light at producing points and, altogether, the chances are that he who buys to-day (so to speak) will "strike it rich." Prime to choice New Orleans is worth 32½-37c.

Syrups are firm. Accumulations are not large and buyers are supplying wants without haggling over prices. Choice to fancy, 16½-22c.

Rice sells in a very satisfactory manner at quotations, showing no change. Reports from the South are all of strong tenor and we do not look for lower rates.

There is no change in spices and very few transactions have taken place of importance—none in fact. Buyers display considerable reserve.

Canned goods are lifeless—absolutely so. Prices are without change and, while it was expected that trade would show some revival at this period, it has not done so and dealers are inclined to be mournful. Still the eating process goes on and, as the tomato pack was small last season, that article, at least, is likely to be higher before the pack of '06 arrives. Statistics show that the pack of 1895 was almost 43 per cent. less than that of 1894.

California raisins are in better request and, perhaps, the dried fruit market is a trifle improved all around, although quotations are still unchanged and are very low, indeed.

Oranges have declined. There is considerable accumulation of Jamaicas and they are at least 50c lower than last week. Other fruits are selling in an every-day manner and at nominal rates.

Butter is in fair demand and is held at firm rates, although there has been no appreciation in quotations. Best grades are worth 25c.

Trading in cheese at the moment is

rather light, but holders express confidence in the near future showing up very well.

Eggs show a larger proportion of fresh stock and the market is dull and lower. The demand is not large and fancy State stock can be quoted at 26c. Best Western, 24c.

The first fresh shad of the season appears to-day in our restaurants. It is full of bones, as last year and the year before.

Review of the Sugar Market.

Detroit, Jan. 11.—Refined sugars were reduced ½¢ to ¼¢ with the opening of the week, and, as is generally the case, the decline had the effect of discouraging further purchases, save to supply actual wants. It is generally supposed that the unlooked-for change was announced with a view to affecting raws, and, possibly, this may be the solution, but we now rather incline to the opinion that, inasmuch as the recent rapid advances had forced refined sugar beyond the customary working margin, it was deemed advisable to drop back to more nearly a parity with foreign offerings. Notwithstanding the exceptionally strong outlook, there was little so early in the campaign to warrant high prices for refined, and had it not been expedient for refiners, in their own interest, to check an abnormal demand, we would, undoubtedly, have continued along with little or no change.

The statistical position grows stronger every day and the visible surplus in the world's supply must now undergo a gradual elimination and, before the close of the usual grinding season, will disappear entirely and, possibly, be succeeded by an apparent shortage. We have no doubt that there will be sugar enough to go around, but there is every reason to believe that we will enter the succeeding campaign with practically no supply carried over. It would now appear that prices should be influenced more decidedly during the next year, but the fact that the position, as regards supplies for this season is practically controlled by Europe, may have a tendency to force values by speculative manipulation.

Jan. 14.—The present week opened with a slight change, grades Nos. 5, 6 and 7 being reduced 1-16c. There are no other changes and the general position is strong. Europe opened at an advance and our raw market is very strong. Refiners are, momentarily, supplied and there being neither buyer nor seller of raws, quotations are purely normal. The immediate future is difficult to outline or forecast, but our views on the more distant future remain unchanged.

W. H. EDGAR & SON.

Meeting of the Michigan Hardware Association.

Eaton Rapids, Jan. 13.—The semi-annual meeting of the Michigan Hardware Association will be held in Saginaw on Wednesday, February 12. Every hardware dealer in the State is cordially invited to attend, as matters of great importance to the hardware trade will be brought up for discussion. Every one will have an opportunity to express his views on any topic of common interest. This meeting is expected to be of great benefit to the Association. It is hoped that every dealer who can possibly do so will attend.

The Entertainment Committee comprises some of Saginaw's best hustlers and is leaving no stone unturned to make the stay of the Association in Saginaw a pleasant, as well as a profitable one.

Every railroad in Michigan will give reduced rates on the certificate plan to those who desire to attend this meeting. See your railroad agent for further particulars.

H. C. MINNIE, Sec'y.

A gentleman met one of a firm of grocers quite early in the morning going to the store in a great hurry. He asked the merchant as to his haste. The merchant replied: "We have only one chair and the first one gets it."

GOOD SHOWING.

Made by the Grand Rapids Fire Insurance Company—A Company Under Good Management.

Great interest is always manifested in the success of any business house or company, as it conclusively demonstrates that energetic men of good business qualities are at the helm. This is the condition of the Grand Rapids Fire Insurance Company. Its annual statement January 1 shows cash assets, \$13,310.51; re-insurance reserve, \$165,165.67; net surplus, \$54,380.19; an increase for the year in assets of \$46,912.15; in re-insurance reserve of \$32,501.07, and having paid \$20,000.00 in dividends increases its net surplus \$5,280.43. Its premium income for the year amounts to \$340,608.14. The company did more business in the State of Michigan than any other Michigan company, showing its popularity at home. It has paid since its organization 3,383 claims, amounting to \$850,634.08 without any litigation, and has received in premiums \$1,864,793.61. Its management expense is lower than the majority of companies and its loss ratio compares favorably with any. It now operates in thirteen states, with 451 agencies, all reporting direct to the home office. The following well-known men are among its officers and directors:

Officers: J. W. Champlin, President; Geo. W. Gay, Vice-President; A. J. Bowne, Treasurer; W. Fred McBain, Secretary; H. L. Bogue, Assistant Secretary.

Directors: Hon. J. W. Champlin, Edward Lowe, T. Stewart White, E. Crofton Fox, Thomas M. Peck, A. V. Pantlind, A. J. Bowne, Wm. H. Anderson, S. B. Jenks, Wm. McBain, Francis Letellier, Geo. W. Gay, D. M. Amberg, O. F. Conklin, C. T. Hills, Muskegon; A. V. Mann, Muskegon; Hon. Dwight Cutler, Grand Haven; Wm. Savidge, Grand Haven.

The annual meeting and election will be held on the 20th inst.

Investigations Are Necessary.

A business house may advertise "Your money back, if you want it" and honestly intend to refund it, but since it is the sole loser it should have the right to investigate, when necessary, and so guard against the tricks of dishonorable and unscrupulous people. If a house adds that in giving your money back there is little or no investigation, it will soon find out that there are plenty who "want it," and that dead-beats will soon crowd in on them. Of course a merchant making this announcement will gladly and willingly comply with his advertisement when the demand is an honest one, but he will realize that there are many whose demands are just the reverse, and investigations are necessary to prevent being imposed upon.

Northern Michigan Retail Grocers' Association.

The regular semi-annual convention of the Northern Michigan Retail Grocers' Association will be held at Big Rapids, February 4 and 5. A program is now being arranged and, as soon as the work is completed, the official call will be sent out to the members. The Big Rapids grocers have arranged to give a spread on the evening of February 4. Full particulars of the convention will be given from time to time in the columns of the Tradesman.

Assuming Mammoth Proportions.

From the Vermontville Echo.

The last number of the Scientific American was distinctively a bicycle number and the Michigan Tradesman has much of the same subject. The bicycle industry is assuming mammoth proportions all over the civilized world and the wonder is why they don't come down in price to somewhere near what they are worth.

WANTS COLUMN.

BUSINESS CHANCES.

IF YOU HAVE A GROCERY STOCK AND fixtures which you wish to sell, I will buy the same for cash. All business strictly confidential. Address: Box 533, Grand Rapids, Mich. 932

FOR SALE—CLEAN GROCERY STOCK IN city of 3,000 inhabitants. Stock and fixtures will inventory about \$1,500. Best location. Address No. 933, care Michigan Tradesman. 933

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 100 acres in South Dakota. Address No. 928, care Michigan Tradesman. 928

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 typewriter ribbon for 75 cents, postpaid—Remington, Caligraph or Smith Premier. School & Office Supply Co., Grand Rapids, Mich. 930

TO EXCHANGE—FIRST-CLASS REAL ESTATE for stock of groceries or general merchandise. Address Box 1296, Benton Harbor, Mich. 908

FOR SALE—STABLE AND FANCY GROCERY stock, i. v. value about \$1,400, located in live Southern Michigan town of 1,200 inhabitants; good trade, nearly all cash. Reasons for selling, other business. Address No. 907, care Michigan Tradesman. 907

WANTED—FOR CASH, STOCKS OF MERCHANDISE, dry goods, groceries, boots and shoes, clothing or hardware—no drugs. Address, with full particulars, The Manistee Mercantile Co., Manistee, Mich. 905

FOR SALE—DRUG STOCK ON GOOD BUSINESS street in Grand Rapids. Reason for selling, owner not a pharmacist. Address No. 90, care Michigan Tradesman. 890

GOOD LOCATION FOR DRUGGIST. APPLY to No. 84, care Michigan Tradesman. 884

WILL BUY WELL-SELECTED stock of bazaar and holiday goods in a town of 1,800 population. Good farming trade; location on the main corner of town; all goods new, just opened Nov. 9, 1895. Rent, \$8 per month; size of store, 24x55. Poor health reason for selling. Address, J. Clark, care Michigan Tradesman. 888

FOR SALE—A FIRST-CLASS HARDWARE and implement business in thriving village in good farming community. Address Brown & Sehler, Grand Rapids, Mich. 881

MISCELLANEOUS.

WANTED—THOROUGHLY COMPETENT and experienced bookkeeper desires to make a change. Capable of taking full charge of an office. Best of references. Address No. 925, care Michigan Tradesman. 925

WANTED—A HUSTLER FOR THE MEAT business. Must be a good, sober man. References required. State wages. Newton L. Coons, Lowell, Mich. 917

TO WHOM IT MAY CONCERN—WRITE US for samples of note, letter and legal cap papers. Tell your buyers here to get them of us. Our prices on printing commercial stationery will surprise you. School & Office Supply Co., Grand Rapids, Mich. 918

WANTED—WOMAN TO DO DRESSMAKING and assist in ladies' furnishing store. State experience and wages expected. Address No. 920, care Michigan Tradesman. 920

WANTED—POSITION BY AN EXPERIENCED registered pharmacist familiar with all details of retail drug business. Will accept any kind of position. Address No. 913, care Michigan Tradesman. 913

WANTED—SEVERAL MICHIGAN CENTRAL mileage books. Address, stating price, Vindex, care Michigan Tradesman. 869

WANTED—BUTTER, EGGS, POULTRY, POTATOES, onions, apples, cabbages, etc. Correspondence solicited. Watkins & Axe, 84-86 South Division street, Grand Rapids. 673

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

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.

BLACKSMITHS

Will do well to try our

BIG VEIN SMITHING COAL

It fills the bill.

S. P. Bennett Fuel & Ice Co., Grand Rapids, Mich.

