

MICHIGAN TRADESMAN

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AS TO ARBITRATION.

Theoretically arbitration among nations is a good thing. It is a means of settling serious questions without the loss of life and treasure involved in war, and would seem to be a natural suggestion growing out of the greater enlightenment and broader humanity of the world in this modern time; but to the general court of arbitration proposed for England and America for the settlement of all questions between them there must be some objection and some exceptions.

It appears to be generally forgotten that only two or three years ago the British Commons sent a commissioner here, under a resolution of Parliament, to secure our consent to a permanent arrangement of arbitration between the two nations. Nothing came of it, for the simple reason that leading Senators and officials of the Government would not consent to have the Monroe doctrine, or its individual cases of application, made the subject of question or arbitration before European tribunals. It would be equivalent to surrendering the dignity and self-defense of the Nation to others' keeping to submit such a matter to arbitration.

The correspondent of the London Chronicle, now in Washington, put the question to members of the Senate and House, with the proviso that the general agreement for arbitration should "not affect matters involving the National honor or autonomy," and, of course, received general approval of the scheme of this international court. But that is a wonderfully broad exception and would leave the door open for either party to back out, whenever it desired, on the ground that it was a question, at least, of National honor at stake.

Such a general agreement would hardly be feasible under present and rapidly changing conditions. Individual cases should stand on their respective merits, and, if proper matters for arbitration, should, of course, be arbitrated. Anything, in honor and dignity, rather than war, but when honor and dignity are involved war may be the very least sacrifice. All this talk about arbitration just now between England and the United States over the Venezuela matter is absurd and betrays ignorance. We have nothing to arbitrate. We are not championing England or Venezuela. We are not a party to the boundary question. The question is not between England and the United States, but England and Venezuela. We have simply asked England to arbitrate with Venezuela and she has arrogantly and contemptuously refused to do so. The only interest we have is in seeing that the Monroe doctrine is not violated, and that is a matter affecting our "honor," and possibly our "autonomy," at least our National dignity, and is not a subject for arbitration.

When newspapers and others, therefore, speak of being in favor of arbitration, in the present instance, they ought to specify, for the sake of their intelligence, that they mean they are in favor of arbitration between England and

Venezuela, and of the United States' compelling England to arbitrate with its weak antagonist, if it will not do so under our kindly suggestions.

TRADE STILL WAITING.

The dilatory attitude of Congress on financial matters is exercising a very positive influence in trade depression. The celerity of the initial action in the passage of the relief bills in the House gave an indication of promptness which, in its failure, has served to greatly increase the hesitation and perplexity. In addition to legislative uncertainty there is the possibility of serious financial disturbance in placing the loan and the foreign complications which are enough alone to make financial trouble. It is not at all strange that everything is at a standstill. Failures, while not as numerous as last week, have been very heavy. They number 395 against 373 last year.

While everything is thus waiting there is little change in prices in most lines. Wheat continues the same with good receipts and the same may be said of corn. The exports of the latter were five times those of the corresponding week last year.

Cotton declined one-eighth cent on account of small demand for goods in this country. While prices are not much lower concessions for orders are more common. Indications that dealers' stocks are running low begin to favorably affect the demand for staples.

Iron output declined 4.3 per cent. during December and the demand continues so light that further lessening of product is probable. Still pig iron is higher in price. Bessemer about 50 cents and gray forge and anthracite 25 cents. This, of course, is the result of combination on ore and coke. Minor markets are weaker, with copper at \$9.75, lead 3 cents and tin at 13 cents. In the money market the same hesitation and uncertainty rule. The issue of bonds caused quite a demand for gold and some was imported at the same time that shipments were going out. Both gold and legal tenders commanded a premium of 1/2 to 3/4, but this has declined.

The military movements and preparations of Great Britain have been so threatening as to cause a feverish condition of speculation and finance, which has been considerably allayed by the conservative and pacific replies of that government to the inquiries provoked as to what such movements mean. The diplomatic attitude of the Government is such as to cause a much better feeling in both American and South African securities.

Annual Banquet of the Traverse City B. M. A.

Traverse City, Jan. 20—The B. M. A. banquet will be held Feb. 12 at City Opera hall. W. H. Fletcher will be the caterer. It will be the great event of the season. Members of the Association will be eligible to seats at the tables. They will be allowed to bring their ladies. The price will be \$1 a plate. An interesting programme of toasts and responses is being arranged by the committee having the matter in charge.

The Grain Market.

Wheat during the week has been on an up turn, with no weak spots. At times it would slump off 1/8 @ 1/4c, and then it would go up 1/4 @ 1/2c. Consequently, we can report an advance of 3c since one week ago. Prices would, probably, have been more elevated if the political and financial policies were more clearly defined, as the legislators at Washington seem to be somewhat unsettled at the present time. Should they pull together and work in harmony, it would be a good bull factor to advance the prices. The winter wheat receipts are still away below the usual amount and the spring wheat receipts are growing less at the initial points. The exports are quite liberal and the home consumption shows quite an amount, owing to the small winter wheat deliveries. The visible showed a decrease of 957,000 bushels, which is about what was expected. However, on this the market advanced fully 1c per bushel.

There was virtually no change in corn and oats, as the large amounts put a damper on the speculation in these cereals. The receipts during the week were: wheat, 52 cars; corn, 6 cars and 4 cars of oats. Detroit received during the same week 24 cars of wheat.

C. G. A. VOIGT.

The Future City on Munising Bay.

Munising, Jan. 20—This is an ideal spot for a town. A prettier location is nowhere to be found. It lays at the head of Munising Bay, on Lake Superior, on a gravelly plat twenty to fifty feet above the Lake. This plat forms a horseshoe opening on the Bay and back from the Bay a half mile rises abruptly a range of hills, perhaps 500 feet high. It is actually located in a valley, completely surrounded by hills. Out in the Bay two miles lies Grand Island, which forms a perfect land locked harbor. At the present time there are but a few buildings. Quite a number are in process of construction and by May 1 there will, undoubtedly, be 1,000 inhabitants. Geo. L. Burtis' sawmill is ready for the machinery. The Southerland-Innes Co. is at work building two stave mills and a third one will be commenced in the spring. The Southerland-Innes Co. is a factor in the stave and heading business in this country and Canada, having large works in several places, especially Toledo and Chatham, Ont. These two companies will employ 400 to 500 men the year around, which is a guarantee of 2,000 inhabitants. The Munising R. L. way is being built westward and will, eventually, connect at Little Lake with the C. & N. W. Railway, thereby making direct connection with Chicago. Munising is within a short distance of Pictured Rocks, one of those sublime pieces of natural architecture which but few tourists have ever seen. With a steam launch from Munising a trip to Pictured Rocks and return may be made in an afternoon and will be worth going many miles to see. Fishing and hunting will furnish plenty of sport for men and boating for everybody; and, with all, Munising bids fair to become one of the favorite summer resorts in the near future. With the Munising Co. behind it, comprising such men as Fayette R. Brown, of Cleveland, its stability in a business way is assured.

THE BACK OFFICE.

Not many days ago the community of Grand Rapids was shocked to learn that murder had been committed by a young man who has been rightly classed among the city's promising young men. A little byplay, carried to extremes, ended in blows, and the result was a resort to concealed firearms and death. Last week a small boy in a New York City grammar school emptied the contents of a 22 caliber cartridge into his own leg; and hardly a newspaper can be taken up which does not give the dreadful results of the revolver.

There seems to be created in the human masculine breast an intense desire to handle and to carry about these weapons of destruction; and the point to be considered is whether the young carrier of the weapon is the only one to blame. It is not to be denied that the young man in question had arrived at the years of discretion and knew that he was violating the law when he put the revolver in his pocket; it is not to be thought for a moment that the school-boy intentionally shot himself, but it is submitted that both these instances are due to the carelessness and the negligence of the home life and the community where these boys were born and reared.

The young man had, indeed, passed beyond the age of reading the fiery literature of the Wild West. He had every reason to believe that the streets of the Second City in the State were free from wild animals and Indians. Law and order prevail and he knew it; yet, with all his training, he considered it a manly thing to break the law of the land by carrying about a loaded revolver.

It is pleasing to read the testimonials as to the rectitude of his life. They have come from trustworthy sources, many of them from persons of eminent respectability, and they all speak of the young man's quiet manners and the utter absence of any trait indicating anything which could lead to such a deplorable result.

The case hints strongly, not of home indifference but of home thoughtlessness. It is an instance of "My boy is all right, of course," on the part of home and friends generally; and under that home blindness this boy has, undiscovered, fostered a piece of foolishness which has brought him to this terrible condition. Heaven only knows the young man's agony; but it does know that he is not the only one to blame.

The New York affair is the same old story right over again. In this case it was a borrowed revolver, and the parents could not have known and prevented the accident; but it is safe to assume that there has never been that direct teaching at home which the boy should long ago have received. There may have been on the part of the mother a little of this teaching; but a boy knows that women are afraid of firearms and early learns from his father to laugh at her foolish fears, while the father, positive that his boy knows intuitively how to handle a gun, goes on in the even tenor of his way and the boy—on his! It was the father's leg which should have received the pistol bullet.

Is the community ever guilty of such indiscretion? How long ago was it that a store window on Monroe street was the center of attraction for weeks on account of a display there of weapons used in a shooting affray; and how long ago was it that another window on the

same street was made attractive by the cap and rope which figured largely in a hanging affair to the south of us? Who knows whether the pistol display had anything to do with suggesting the carrying of concealed weapons in this and other instances; and who can tell what wild ideas came into the heads, old and young, of the crowds which, day after day, had their fill of the gruesome sight? Absurd? Granted; but is the community blameless which allows these public exhibitions which do have an untold influence for evil upon the humanity about them; and is "absurd" just the word to use, with one man dead and another incarcerated for killing him?

It is too early to predict the outcome of the dreadful affair referred to; but be the result what it may, it is submitted that there are parties to share that result besides the young life now brought before the bar of justice to answer for the dreadful crime.

RICHARD MALCOLM STRONG.

The promise of the companies undertaking to utilize the power of the Niagara to make there the manufacturing city of the country seems in a fair way to be realized. As fast as the power has been developed it has all been taken and the demand for more is keeping the hydraulic engineers putting in new apparatus and making plans for almost unlimited extension of the works. Enterprises requiring a great amount of power, such as the Pillsbury Reducing Co., the exclusive American manufacturers of aluminum, the company manufacturing the new abrasive powder to take the place of emery, carborundum, are meeting such success that they are extending their works as fast as they can get the power and install additional plant. Several companies have been organized for the manufacture of chemicals and other products which have never been made in this country. Then, in addition to the extensive use of the power as electricity for traction purposes, and for motor and lighting purposes for all the region around, including Buffalo, a large number of ordinary manufacturing enterprises, such as paper manufacture, are rushing to the new eldorado of energy. It is an interesting speculation as to the magical results of the utilization of this force, made possible by the development of electricity.

The civilized world is still watching the Armenian situation with the greatest anxiety and casting about for some means to interpose in behalf of the stricken Christians. The Turkish government is treating them as insurgents, and, through the Turkish Ambassador at Washington, they are compared to our Indians. The rejection of the Red Cross by the Sultan is defended on the ground that it would be as inconsistent for such aid to be given the Armenians as for such aid to be given our Comanches when on the warpath. It would seem as though the feeling engendered by this violation of the Red Cross treaty by the Porte, who was one of the earliest signers, would lead to some effectual movement for relief; but there seems to be no leader, society or party with sufficient prestige and standing to take hold of such a movement, and civilization stands idly by while barbarism sates its fiendish triumph.

Professor A. C. Totten, of New Haven, has issued a calendar good for 67,713,250 years. It is said to have a very simple key, and is evolved on a cycle of 1,600,000 years.

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THE CONTEST FOR SUPREMACY.

From time to time, in the annals of the world, nations have contended for the mastery. The Babylonian and Persian empires; Greece, under Alexander; Rome; France, under Bonaparte, have all attempted the consummation of supremacy among the powers upon the planet.

The failures of those that have gone before do not seem to deter or depress those who have come afterwards; but each country which aspires to national predominance addresses its energies to the task as if it were a foreordained destiny which was being wrought out, instead of the deliberate and desperate game which was being played.

Times change and manners change with them; but the springs and inspirations of human action remain always the same, and, therefore, human affairs seem to recur in cycles, bringing repetitions of great characteristic events in the history of the world.

The desire for preponderating influence, if not for supreme empire among nations, is no less active now than in past ages, and at this moment there is a struggle for such control going on between Great Britain and Russia. This is no new state of affairs, for it has been in progress for, perhaps, a century, but only gradually developing.

England represents the most enterprising, adventurous and land-hungry of all the races of men. Russia is the expression of the newest of all the great peoples that have contributed to mold the destinies of the world; but it is Oriental and Asiatic, rather than Western and European, and the Russian character has not even freed itself from the savagery of its Tartar ancestry, which horrified and alarmed the world as it marked its track of conquest with fire and blood.

Englishmen, Vikings, descendants of Norse pirates and daring freebooters from the rocky islands and storm-beaten coast of the German Ocean, have ever remained masters of the sea. Failing to retain any hold upon the mainland of Europe, they pushed their adventurous ships into every ocean, bay and navigable river of Asia, Africa and America, and established their colonies on every shore and their conquests in every land not controlled by Russia, which, Colossus of the North as it is, aims at the sole dominion of Asia, a very great part of which has been subjected and brought under the dominion of its empire.

England, which has gained large possessions in Asia and Africa, owns in North America a domain vastly greater than the area of the United States, besides important territory in Central and South America, and it is not strange that the little island empire should regard with a sort of contempt a nation of 70,000,000 of English-speaking people which does not own a colony or a coal-mining station on the entire face of the earth, and whose ocean trade is wholly in the hands of strangers.

The United States, as a potential possibility in the far-off future, may be entitled to some consideration by the great powers of the earth; but at present it is left out of all the calculations and plans of combination and conquest, for not only do the other powers consummate their projects of dividing up and parceling out the countries of Asia and Africa without the slightest regard to the United States, but they have already begun their depredations upon the American hemisphere, without so

much as considering if the United States has any interest in the matter.

The leading European statesmen, finding the people of the Great Republic wholly absorbed in their own internal disputes and discords, and destitute of all enterprise and spirit of adventure, and ignoring every question of foreign policy, have wisely left this dummy country to its fate, realizing that it would never interpose any obstacle to their schemes of conquest and empire; but occasionally some bumptious Englishman has undertaken aggressions upon the people who prefer domestic war and international peace to any other condition, and once only the English were able to arouse the Americans to the point of retaliation. In all the other controversies the United States, by resorting to arbitration, was able to avoid trouble without actually surrendering all points of their contention.

Now that this once weak republic has grown to vast material proportions, the time has come when it must give up its timid policy of seclusion, isolation and deference to other nations and assume its place among the great powers of the earth. So far it has taken no position; it has announced no policy; it has set for itself no goal in the career of nations. The Great Republic is no longer in swaddling clothes or in adolescent immaturity. It is full grown and must take on the duties of power and sovereignty.

The people of the United States are not enterprising in the full sense of that term. They are not far-reaching sailors; they are not explorers or discoverers, and in no sense colonizers or conquerors, for least of all are they like their English cousins; but they are brave, and they are pre-eminently fighters when aroused. They are enormously rich in material resources, and these conditions lead to great things. It is time to shape their destiny.

FRANK STOWELL.

Got Into the Saloons.

A great manufacturing company in Massachusetts recently paid their workmen on Saturday evening 700 \$10 bills, each bill being marked. By the following Tuesday 410 of these marked bills were deposited in the bank by the saloonkeepers of the town. Four thousand one hundred dollars had passed from the hands of workmen on Saturday night and Sunday, and left them nothing to show for this great sum of money but headaches and poverty in their homes.

It is said a bill is to be introduced in the New York Legislature proposing the levy of a tax on bicycles in the county of Oneida, in the discretion of the supervisors of that county, to be applied to the making of sidepaths for bicycle riders along the highways. The tax is to be from 50 cents to \$1 per year; but measures are first to be taken to ascertain the willingness of the wheelmen to submit to the levy in consideration of the use to which the money is to be put. Should this bill pass, the working of the act would be watched with interest. The bicyclists are of one mind as to the necessity for good roads; but it is not certain that they will want to be taxed for the building of paths for their wheels to run on.

In some places in the country it is a deadly insult for a merchant to ask a respected citizen to pay a bill. It is a reflection on the honor of the man who owes the money and intends to suit his own convenience about paying it.

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Around the State

Movements of Merchants.

Brown City—John Windsor succeeds Windsor Bros. in general trade.

Coloma—Enders & Young succeed Schairer & Son in general trade.

Middleton—J. B. Resseguie succeeds J. B. Resseguie & Co. in general trade.

Kinde—Storbeck & Tyler succeed Brown & Tyler in the furniture business.

Brighton—R. E. Baetcke has purchased the hardware stock of S. I. King.

Iron Mountain—Godshall & Co., furniture dealers, have made an assignment.

Charlesworth—Wm. Gifford has purchased the general stock of B. & W. Pratt.

Ironwood—Samuel A. Reid, Jr., succeeds Reid & Leininger in the meat business.

Ypsilanti—Mrs. L. J. Doyle succeeds Strand & Co. in the notion business.

Manistee—E. A. Gardner succeeds E. A. Gardner & Co. in the grocery business.

Tecumseh—R. S. Moore has purchased the grocery stock of Chas. E. Williamson.

Alma—Peters & Dean succeed John T. Peters in the furniture and undertaking business.

Howell—Beurman & Ryan, grocers, have dissolved, Mr. Beurman continuing the business.

Marcellus—W. R. Walker succeeds Bent & Walker in the agricultural implement business.

Grant Station—W. Gale succeeds A. H. Judd in the dry goods, notion and confectionery business.

Manistee—Jarka Bros. have decided to add a line of shoes to their clothing emporium in the spring.

Mancelona—A. Young, bazaar and dry goods dealer, is closing out his stock and will retire from trade.

Sault Ste. Marie—Armstrong, Cathrae & Co. succeed Howlett & Armstrong in the flouring mill business.

Marquette—F. L. Herlick & Co. continue the grocery business formerly conducted by C. Herlick & Son.

Carson City—Frank S. Caswell has purchased the furniture and undertaking business of S. H. Caswell.

Charlotte—F. H. Goodby, dry goods dealer, offers to compromise with his creditors for 40 cents on the dollar.

Orleans—F. E. Bradford continues the general merchandise business formerly conducted by Bradford & York.

Muskegon—Lincoln Rodgers has purchased the interest of H. A. Wolff in the confectionery stock of Wolff & Rodgers.

Hastings—Hicks & Spence have divided their grocery stock and Thos. Spence will close out his portion in his brother's shoe store.

Middleville—John Schondelmayer, dealer in boots and shoes, has added a line of clothing. The stock was furnished by Wile Bros., of Buffalo.

Battle Creek—Chas. D. Murphy has opened a new drug store here. Mr. Murphy was formerly employed in the drug store of Amberg & Murphy.

Watersmeet—Henry J. Osier & Co., proprietors of the Watersmeet Meat Co., have dissolved partnership, Henry J. Osier retiring from the business.

Cheboygan—The dry goods store belonging to L. E. Hamilton has been closed under a mortgage held by Burnham, Stoepel & Co., of Detroit.

Sumner—O. W. Rogers has sold his general stock to Melbourn Medler and Edwin Medler, who will continue the business under the style of Medler Bros.

Petoskey—Jesse Tracy has purchased the harness and saddlery concern conducted by George H. Mills and will continue the business at the old location.

Owosso—Rolland W. Mann has sold his interest in the hardware firm of Thompson & Mann to his partner, who will continue the business under the style of Josiah Thompson.

St. Johns—Clark & Hulse is the name of the new boot and shoe firm which will commence business here about February 15. Charles Hulse and M. F. Washburn will be in charge.

Escanaba—Benjamin Salinsky, dry goods dealer and clothier, and H. Salinsky & Co., general merchandise dealers, have merged their business and will continue same under the style of B. Salinsky & Bro.

Munising—T. E. Bissell, of West Bay City, Grand Master Workman of A. O. U. W. of Michigan, has decided to locate in Munising and engage in the hardware and furniture business. He will be ready by Feb. 1.

Woodland—Faul & Velte, who have conducted the hardware business here for several years, have agreed to disagree and negotiations are in progress with a view to one or the other of the partners succeeding to the business of the firm.

Detroit—The dissolution of the firm of Torofsky & Levinson has been consummated, the stock being divided by H. F. Wyatt and P. W. Donnelly, who represented the respective partners. Mr. Levinson's share was 37 per cent. of the stock.

Alma—F. E. Pollasky has sold his dry goods and carpet stock to J. F. Medler and O. W. Rogers, who will continue the business under the style of Medler & Rogers. Mr. Pollasky will close out his clothing and shoe stock as rapidly as possible.

Alden—R. W. Coy, who has conducted a general store here for the past twenty-five years, died last week as the result of paralysis. He was the founder of Spencer Creek, the predecessor of Alden, and was universally respected for his integrity and business ability.

Lansing—C. A. Mapes, formerly engaged in the clothing business at Vassar, is organizing a stock company here, with a capital stock of \$50,000, to embark in the clothing business on a large scale. The new enterprise will be managed by Mr. Mapes and will open for business about March 1.

Manton—The stock of groceries and accounts of the Patrons' Business Association was recently sold at public auction. The stock of groceries, invoicing \$680, was bid in by Frank Seeley for \$295, subject to the taxes. The accounts, notes, etc., amounting to \$1,500 were purchased by W. H. Nagney.

Caro—B. Himelhoch & Co. have purchased the boot and shoe stock formerly owned by Lee Powleson. Powleson was a general merchant and conducted stores at half a dozen Michigan towns. Strong, Lee & Co., of Detroit, however, attached his stock at Lapeer, claiming fraud in the transfer of certain property, and his downfall was the result.

Big Rapids—The meat firm of Rouch & Arnold has dissolved, Silas Rouch selling his interest to his partner, John Arnold, who will continue the business. The change takes effect February 1, soon after which Mr. Rouch will return

to his old home in Indiana, having repurchased the business there he sold to a brother before coming to Big Rapids.

Detroit—The jewelry house of Smith, Sturgeon & Co. will continue as in the past, although two members have retired from active participation in the affairs of the corporation. F. G. Smith, Jr., and M. S. Smith, 2d, retired Saturday, but retain their stock interest. The business will be conducted by Charles F. Hammond and Mr. Sturgeon will be at the head of the company.

Manufacturing Matters.

Harrietta—The Louis Quininn Lumber Co. has opened a general store at this place.

Detroit—The Detroit Umbrella Co. has increased its authorized capital stock to \$50,000.

Alba—The Gould & Alling Manufacturing Co. is succeeded by the Thos. Tindel Co. in the manufacture of staves, heading, hoops, etc.

Flint—The Diamond Buggy Co. has been organized, with a capital stock of \$25,000, for the purpose of embarking in the manufacture of buggies and carriages.

Vanderbilt—F. F. Spiegel, of Oakley, is building a sawmill here. The machinery of his Oakley mill has been shipped here and other machinery has been purchased.

Whitehall—G. H. Nelson and W. F. Nufer are negotiating for a partnership to manufacture boxes under the Nufer process. The box stuff is turned out on shingle blocks from ordinary bolts, and the process is said to be materially cheaper than any other. It is purposed to build a \$5,000 plant.

Alpena—The Alpena Thread Co. wants to enlarge its plant, and asks the city to donate several lots necessary to do so. It seems probable that the city will grant the request, as the factory employs from fifty to seventy-five persons the year 'round, and its monthly pay roll crowds the \$1,500 mark closely.

Menominee—The present winter has been a good one for the heavy loggers, those who have appliances for making ice roads, but for the small jobbers, who depend entirely upon nature, it has been disastrous. Especially is this so of the cedar jobbers in Menominee county, who will lose considerable unless a heavy snowfall occurs soon.

Morley—A. W. Dodge, manufacturer of clothespins, with factories located at Shepherd and this place, has made arrangements to remove his plants and combine them in one large factory at Coudersport, Pa. This removal is made necessary on account of transportation considerations and the desirability of being nearer the export market.

Manistee—There is already considerable inquiry for hemlock from Eastern buyers and it looks now as though most of our product would go in that direction in the future. Our mill men think that \$6 for strictly short on the dock at Manistee will be about the figure and that an added dollar for long would make things even. Buyers are not yet decided about conceding those figures, but may have to come to them.

Plainwell—The Michigan Paper Co. held its annual meeting last Tuesday in secret and, as a result, information regarding what transpired behind the closed doors is very hard to get at. It is known, however, that it was voted to increase the capital stock from \$50,000 to \$250,000 and that the proposition from certain Kalamazoo parties who are reported ready to buy the plant was accepted. It is understood that this propo-

sition gives the stockholders in the old company an equal amount of stock in the new company which is to be formed. It is also reported that a new paper machine of a daily capacity of twenty tons will be put in, also a new engine of the Corliss type. The meeting was adjourned without any steps being taken for the organization of a new corporation.

Middleton & Son, Decorators.

Mr. George Middleton and his son, Harry, are located at 37 North Division street, Grand Rapids, where their many friends are congratulating them upon the bright prospects of their new business. Mr. Harry Middleton will give special attention to artistic sign painting and his father, with his thirty years' experience and well-known skill, will attend to fine fresco painting, paper hanging and all kinds of decorating will receive proper attention at reasonable rates. A nice office is being fitted up and the work room will be well supplied with modern appointments.

Oscar Allyn returned Monday from Port Huron, whither he was called on consultation with the officers of the Great Camp, K. O. T. M.

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

Cow Butter and Hen's Eggs



I can supply a limited number of customers with choice butter and fresh eggs, and solicit correspondence with merchants who prefer to deal direct with the buyer, thus saving the profits of the middleman. Allegan, Barry, Kalamazoo and Van Buren counties are noted for the superiority of the dairy products—I draw supplies from all four counties. In writing for quotations, please mention name of grocery jobbing house with whom you are dealing.

A. B. CLARK,
Plainwell, Mich.

Our Spring line of Ready-made

Clothing

Includes all the latest Novelties in addition to our complete line of Staples. Write our Michigan Representative, William Connor, Box 346, Marshall, Mich., who will call upon you with samples. We guarantee fit and excellently made garments and prices guaranteed as low as can be made. Mail orders promptly attended to by

MICHAEL KOLB & SON,
Wholesale Clothing Manufacturers,
ROCHESTER, N. Y.

William Connor will be at Sweet's Hotel, Grand Rapids, Thursday and Friday, January 30th and 31st. Customers' expenses allowed.

Extra Fine Candy....

If in need of any place your order with SNYDER & STRAUB and you will be sure to be satisfied. These orders receive their personal attention, and they do not depend wholly upon hired help as a majority of the Candy Factories do. They are both practical Candy makers and have worked at this business since they were boys. Also a fine line of Penny Goods, Mixed Candy, Creams and Everything to be found in a Candy Factory.

Snyder & Straub,

15, 17, 19 E. Clay ave.,
Muskegon, Mich.

Rubber Stamps. Detroit Rubber Stamp Company.

.....99 Griswold Street.....

Grand Rapids Gossip

F. L. Bills has opened a grocery store at Grand Ledge. The Olney & Judson Grocer Co. furnished the stock.

F. C. Scott has embarked in the grocery business at Lansing. The Musselman Grocer Co. furnished the stock.

H. A. Smith has embarked in the grocery business at Belding. The Musselman Grocer Co. furnished the stock.

A. R. Morehouse has opened a new grocery store at Big Rapids. The stock was furnished by the Worden Grocer Co.

Henry and George Lang, under the style of Henry Lang & Co., have opened a meat market at 827 South Division street.

Zwingeberg & Brandt, furriers at the corner of Fountain and North Ionia streets, are succeeded by Clara A. Zwingeberg.

Eaton, Lyon & Co. have sold the Rinaldo Fuller drug stock, at Traverse City, to R. A. Hastings, the Sparta druggist, who will continue the business at the same location.

Geo. Middleton has sold his interest in the paint and wall paper stock of Miller & Middleton to C. W. Miller, late of Dayton, Ohio, and the business will be continued under the style of G. N. Miller & Bro. The show rooms are being enlarged and re-arranged.

The Grand Rapids Soap Works has purchased the machinery and labels formerly owned by the defunct Grand Rapids Soap Co. and removed them to its factory at the Lake Shore crossing, where the manufacture of cold process soap will be added to the other departments of its business.

F. C. Miller, agent for the directors of the Widdicomb Mantel Co., has sold the machinery adapted to the manufacture of furniture ornaments to the Gernart Bros. Lumber Co., of Louisville, Ky., which will remove the machinery to that place and add it to its establishment, continuing the business in the line formerly carried on by the Widdicomb Co.

The State Bank of Michigan has sold the elevator and warehouse formerly owned by the W. T. Lamoreaux Co. to W. H. Beach and James Cook, of Holland, who will embark in the hay, grain, mill stuffs and produce business under the style of W. H. Beach & Co. Mr. Cook will give the business his personal supervision, Mr. Beach dividing his time between the Grand Rapids enterprise and his Holland establishment, which he has managed successfully for several years.

Hubert Weiden & Son recently sold the city poor department twenty-five boxes of laundry soap at \$3.35 per box. Alderman Verkerke noted that the brand purchased was quoted by the Tradesman at \$3.10 per box in twenty-five box lots and on the verification of the Tradesman's quotations by the exhibition of the price list sent out by the factory, Alderman Verkerke insisted that the bill be revised, which was done, thus effecting a saving to the city of \$6.25 on the transaction. If all the purchasing departments of the city were subscribers to the Tradesman, the municipality would save several hundred dollars per year.

The Grocery Market.

Fish—The inquiry for fish still continues limited, but there is no great pressure to sell, as holders feel that stocks will be wanted just as soon as the Lenten demand starts up, hence prices are fairly steady on the majority of articles.

Provisions—The long-looked-for advance in hog products set in last week. Whether the strength and tone will be continued depends upon the receipts of hogs. It is only a few days ago that the packers had expectations of full supplies of swine for January. The receipts last week were so much under their calculations that the packers became buyers of the products and generally there was more demand to protect short sales than had been supposed possible. As everybody had the idea that the products were cheap, it did not require more than the manifestation referred to, to bring in quite a liberal outside speculative buying interest.

Rice—The assortment of domestic rice on the market is poor, the bulk of the stock now offering being composed of inferior or medium grades. Foreign styles (Japan and Java) are growing in favor, the trade finding that prices at which they can be bought are below the parity of domestic and besides the uniformity of grade is also an inducement, as orders can be duplicated from time to time without a question as to quality, which is invariably up to standard.

Canned Goods—There has been considerable improvement in the demand for canned goods during the period under review, the request being of a more general nature, which has resulted in a fairly free movement in several articles. This has been brought about largely from the fact that in instances values have eased off a trifle, which has induced some speculative buying. Buyers have been ready right along to take advantage of anything that savored of a bargain. Prices have ruled low, and any concessions on quotations, as far as staple articles are concerned, were looked upon as not likely to be lasting, and transactions followed.

Syrup—The market rules strong, especially on low grades, and as refiners are not turning out much of the poorer qualities stocks are rather light.

Molasses—Values of kettle and centrifugal molasses are fully maintained, both at distributing centers and at New Orleans. The receipts at the latter place continue light of all grades and are said to be 75,000@80,000 barrels short of last year at same time.

Fly Paper—The O. & W. Thum Co. announces a decline of 65c per case in Tanglefoot and 30c per case in Little Tanglefoot. The new quotations appear in Price Current.

Bananas—Our wholesale dealers state that the demand from outside towns is very light and, consequently, do not seem disposed to order a carlot without first making arrangements with their neighbors to take a portion of the fruit. This is by far the best plan, as a carload can thus be divided and worked off without loss and each dealer will have enough stock to supply his demand. Prices range from \$1.25@1.75 per bunch, according to size.

Lemons—There seems to be an impression among importers and large wholesale dealers that good lemons have struck bottom, and a feeling of relief must, necessarily, follow. The handle to the jug has been on the buyer's side for some time and the actual producers have been getting very small returns

for their labor. An upward turn is probable and it will, undoubtedly, stimulate the rather sluggish demand. Extremely low prices are not desirable and their existence benefits the actual consumer but very little, as about a certain number will be used, whether the price be \$2 or \$4 per box. In the one instance the grower gets no reward for his efforts and in the other he does, and it is un-American to do, or see others do, business for fun. There is a great deal of fruit being offered that is more or less touched with frost, and the surety of getting "straight up" stock is so uncertain that the safest way is to buy in small quantities until there is a prospect for a sharp advance, in which event it might be that a good profit would be assured, after allowing for a certain percentage of shrinkage.

Oranges—Demoralized! That is the keynote to the present condition of the market. There has been a good deal said about the recent frosts on the coast and it is, undoubtedly, true that a considerable portion of the fruit in many groves has suffered; and, in order to escape loss, it has been hustled forward in large quantities, and, at present, the largest receiving centers are, in the current vernacular, "chock-full" of oranges, there being two boxes in sight for every one really needed to supply the ordinary healthy demand. Buying for speculative purposes, even at present prices, is not advocated, as there is nothing to warrant sharp advances and there is too much risk in holding them. Frequent purchases, in moderate quantities, will prove most satisfactory and profitable in the end.

Foreign Nuts—Prices are exceedingly low on nearly all varieties, especially Naples and Grenoble walnuts. Brazils

are quiet, owing to generally poor quality.

Figs and Dates—Continue to sell at very low prices, and, as holdings are ample, no improvement in price is looked for.

Peanuts—A good deal of interest has been centered in them during the past week and more or less excitement has been caused by the latest move of the cleaners, which has been conducted in a very quiet manner. About a month ago, the "Association," which has been in existence something over a year, disbanded and the firms which composed it went back to their respective well-known brands and, naturally, endeavored to place liberal quantities. In the eager effort to do so, first one and then another would shade the fixed price which had been promulgated by the Association, until all the profit had been pared off. Some large distributors took on a fair stock at low prices, but the majority would not buy to any extent, thinking that the end had not been reached; so, in reality, the cleaners disposed of but few before the better business instincts came to the rescue, and, very quietly, they got together and perfected another association, which included all of the former members and some half dozen who had previously remained outside. As a sequence, the peanut crop at present is controlled by a strong organization which believes in maintaining fair prices, and to prove it, the first thing they did was to order an advance of $\frac{1}{4}$ c per pound, and, in view of a short crop (a fact acknowledged by all who make a business of handling peanuts), another advance is almost certain. It is, therefore, now deemed advisable to buy liberally, even if prices do seem a trifle high, in order to secure a probable profit of 10 per cent.

Grand Republic Flour

Absolutely the Highest Grade of



SPRING WHEAT FLOUR
Manufactured.

Ball-Barnhart-Putman
Company,

Sole Distributors,
Grand Rapids, Mich.

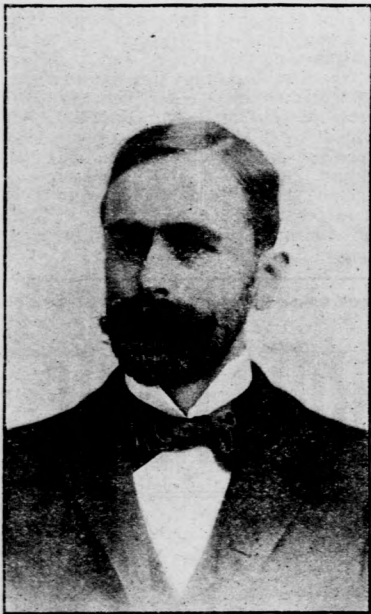
Hardware

MEN OF MARK.

H. P. Belknap, of the Belknap Wagon & Sleigh Co.

It may be true that everything comes to him who waits, but the length of the waiting time makes a great difference, and the question is sure to be asked, sooner or later, whether it isn't possible to arrange matters so as to avoid the waiting and at the same time be ready to receive the blessing when it comes. That is the idea which seems to underlie the life and the business career of the Secretary and Treasurer of the Belknap Wagon and Sleigh Co., of Grand Rapids. Nothing is left to chance. On the appointed day and hour the infant wail told of the arrival of the young stranger and, when the excitement was over, the date, Nov. 22, 1859, was carefully written down as the beginning of a useful life. The home that day blessed was in Grand Rapids and located on South Front street.

There is no need—there never is any need—of asking about such a home life. Whatever has to be done is done in decency and in order. There is no wait-



HERBERT P. BELKNAP.

ing until the last minute for anything; there is no putting off until to-morrow what ought to be done to-day; and, better than anything else, the future, be it of a day or longer, is planned for and what then remains to be done is to see that the plan is patiently and perseveringly carried out. Children brought up under such a regime can't help turning out well. The problem of "getting along" is solved under the home tree and the final leave-taking comes at the time fixed upon, and so is considered as a matter of course. It is this planning and carrying out of the plan—the utter ignoring of the element of chance—which will be noticeable in the following narrative.

When the child whose birth is above recorded was 6 years old, the school-room was asked to assist in the education which had been going on at home, and for a year he fought and overcame the literary foes that barred his progress, in the primary schools of Grand Rapids. The family then moved upon a farm near Sparta, and the boy's training went on under the most promising circumstances.

The date of this change, 1865, calls for a passing comment. The farm dwelling was a log house; and a log house only thirty years ago, on a farm only twelve miles from Grand Rapids, with a population to-day of 90,000 people, tells a story of development almost impossible to believe and robs wholly of its terrors the idea of going West, a distance of twelve miles, to grow up with the country! What a place to plan and carry out that log house and the farm surrounding it was! There were busy days and long hours, but to a child of six in that household there was abundance of play, with work enough to "keep from mischief still" what idle hands would do; and for three or four years, until he was 10 years old, the lively boy carried out to the letter the part assigned him on the farm.

Then there was a change. If the boy was to have any future, the time had come to get ready for it. It was a little early to say accurately what that future was to be, but one thing was sure, the primitive school teaching going on at Sparta at that time amounted to but little in quantity and quality. Something better was wanted, and could be had at Greenville; and the farm boy went over and had it. It was a long pull and a stout pull, that ten years of school life; but the wise ones knew that it was the laying of the foundation which was going on and that it was best to make haste slowly. So the boy began the long course of study, "line upon line, precept upon precept, here a little and there a little," for ten good years, and then, with the course finished and diploma in hand, he came home to Grand Rapids at the time appointed, placed the long-toiled-for testimonial of his scholarship in the hands of his parents, and went over to the wagon factory to work. That is all there was to it. The school train came into the union station on time, the working train was all ready to pull out and the passenger stepped from one platform to the other, according to programme, and was soon busy with the mysteries of his art.

All this reads easy. It looks easy. It was easy; and yet it was a most remarkable circumstance that culminated that morning when this boy, 20 years old, hung his hat and coat on the nail in that wagon shop and, rolling up his shirt sleeves, went to work. Look at it! Here was a boy, whose early training was carefully attended to; who was educated for ten years in a school so well known for its excellence that its diploma was a guarantee that the holder is well-trained; with ability, plainly adapted for a professional life—yet this same boy, as a matter of course, took off his coat and went to making wagons. In ninety-nine cases out of a hundred this boy would have gone to college at the end of the ten years and then have been turned over to a professional school and so made into a lawyer. How did it happen that he went to making wagons? The answer is easy. In the log house on the farm near Sparta not a trace of foolishness was allowed to exist. Wisdom presided at the table and common sense governed the household. Not one of the children was led to believe that heaven had destined him to be President of the United States and that such a destiny precluded the very thought of working with his hands. He was sent to school to learn something. Ten years in such a school was a good start, and only that. That done, he could go to work with the hope of being something if he would; and it

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.

was to be hoped that he would make the most of the start they had given him. That is the home training and that is the talk which make men; and if the homes of the land would do more of this training, there would be more of the better class of manhood among us and less talk of the failure of the colleges and schools.

The trade-learning was the school life repeated. It was a part of his life plan and he carried it out. He had made up his mind to know how to make wagons and he devoted two years of work to learning how. That wasn't all he learned. He wanted to learn book-keeping and get a general idea of business; and, after he had finished his day's work in the wagon shop, he went home to master the subject of accounts. He succeeded and turned his study of book-keeping to such good account, that soon after he took a position as book-keeper in the furniture factory of Stockwell & Darrah Furniture Co. This was in 1881. In 1882 he became Secretary of that company. The next year, 1883, he helped organize the Belknap Wagon & Sleigh Co., of which he was elected Secretary and Treasurer, a position which he has held ever since. He is, also, interested in the Chicago Pumice Co.

Mr. Belknap has been a Mason for several years. He is Warden of Doric Lodge, No. 342, F. & A. M.; a member of Chapter No. 7, Tyre Council; of the Masonic Club; and of the Y. M. C. A.

In 1883 Mr. Belknap was married to Miss Julia E. Graves, of this city, and two daughters—aged 7 and 5 years, respectively, complete the family circle in the beautiful home at 21 Thomas street.

In this record of a quiet life, aside from the successful carrying out of well-formed plans from childhood up, which it has been the purpose of this article to bring out, it is to be hoped that the reader has been able to detect no sign of the hustler. Bustle and business, aside from the alliteration, have nothing in common. They are as antagonistic as night and day. The one, with all the fuss and fury of the rocket, rushes toward the stars, to fall an ignominious stick; the other, like the planets, treads without noise its endless circle, and earth and sky alike are gladdened by its never-failing light. In business, as in other walks of life, it is the man, quietly and persistently minding his own business, who succeeds and who, while others are seeking for honors abroad, is winning hearts at home, contented if, in his little corner of the world, he can make even that little corner better because he has lived there.

African Philosophy.

"How do you sell these apples?" asked a gentleman of a colored woman who had them for sale.

"Six for a dime, boss."

The gentleman began picking out a half-dozen of the largest and finest.

"I can't let yer do dat, boss. Yer can't pick out de biggest ones unless yer buys 'em all."

The Sunflower Is Still in It.

The Western farmer who becomes disgusted with corn and wheat raising, because of the low markets for his products, can turn his attention, as in Russia, to sunflower raising. One acre of sunflowers will yield quite a large number of cords of good fuel, besides the seed, which has an important commercial value for cattle feed.

TRADE JOURNALS.

Their Real Merits as Distributors of Business Literature.

Written for the TRADESMAN. Copyrighted, 1895.

Business people read business papers.

He who can't get business out of the business paper has no business to be in business and generally isn't.

The daily paper has its business department.

The religious paper recognizes business.

The business paper is all business, for it can contain nothing excepting that directly pertaining to the business it represents.

The business paper is the distributor of hard business literature.

The business paper is the periodical clearing house in which is made the balance of trade.

The business paper increases trade; regulates competition; protects industries.

It is a protective organ, as well as a medium for the distribution of unpolitical free trade.

I do not mean to say that all poor business men do not read trade papers, but there never was a good business man who did not depend upon the paper of his trade.

Perhaps the trade paper editor may not have been drilled in the business he represents.

Perhaps he may have been a failure as a business man.

It is not the business of the business editor to be a success in business.

It is his business to act in the capacity of the absorber of business information; that he may the better present, with or without argument, the data of business.

Into the trade paper go the theory and practice of business manipulation. It is a mirror of business.

It reflects trade directly. It does not allow the rays of business to diverge from the straight line of trade.

The business man may read an hundred daily papers, or he may read a dozen magazines, and from them all he may obtain general information of positive value in the conduct of his business; but from a good trade paper he receives definite, practical information of as much importance to him as the counter in his store, or the record-book in his office.

Folks read business papers because they want to.

Folks read business papers because they have to.

The first indication of intelligent progression in the clerk is when he turns from his desk at opportune moments to absorb the paper of his trade.

The intelligent man of business reads his trade paper from beginning to end, advertisements and all.

He may not always read it intelligently, but he gives to every page at least an eyegance.

The advertisements to him are of the same importance as the reading matter.

In the combination of the two he derives information of pertinent necessity to the management and development of his business.

The trade paper is a necessity, and so long as it occupies that position it will be read conscientiously and intelligently by every business man who has proven his right to do business.

NATH'L C. FOWLER, JR.
Doctor of Publicity.

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, \$25.....	20&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.....	
Steel nails, base.....	2 50
Wire nails, base.....	2 55
10 to 60 advance.....	50
8.....	60
7 and 6.....	75
4.....	90
3.....	1 20
2.....	1 60
Fine 3.....	1 60
Case 10.....	65
Case 8.....	75
Case 6.....	90
Finish 10.....	75
Finish 8.....	90
Finish 6.....	10
Clinch 10.....	70
Clinch 8.....	80
Clinch 6.....	90
Barrel 7.....	1 75

PLANES

Ohio Tool Co.'s, fancy.....	@50
Sciota Bench.....	60&10
Sandusky Tool Co.'s, fancy.....	@50
Bench, first quality.....	@50
Stanley Rule and Level Co.'s wood.....	60

PANS

Fry, Acme.....	60&10&10
Common, polished.....	70& 5

RIVETS

Iron and Tinned.....	60
Copper Rivets and Burs.....	50&10

PATENT PLANISHED IRON

"A" Wood's patent planished, Nos. 24 to 27 10 30
"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.....	0&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.....	80
Mitre.....	20

SHEET IRON

Nos. 10 to 14.....	com. smooth. com.
Nos. 15 to 17.....	\$3 50 2 60
Nos. 18 to 21.....	3 65 2 80
Nos. 22 to 24.....	3 75 2 90
Nos. 25 to 26.....	3 90 3 00
No. 27.....	4 00 3 10
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra.	

SAND PAPER

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

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

WRENCHES

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

MISCELLANEOUS

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

METALS—Zinc

600 pound casks.....	6 1/2
Per pound.....	6 1/2

SOLDER

The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.

TIN—Melyn Grade

10x14 IC, Charcoal.....	\$ 6 00
14x20 IC, Charcoal.....	6 00
20x14 IX, Charcoal.....	7 50
14x20 IX, Charcoal.....	7 50

Each additional X on this grade, \$1.75.

TIN—Allaway Grade

10x14 IC, Charcoal.....	5 25
14x20 IC, Charcoal.....	5 25
10x14 IX, Charcoal.....	6 25
14x20 IX, Charcoal.....	6 25

Each additional X on this grade, \$1.50.

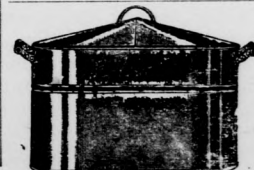
ROOFING PLATES

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

BOILER SIZE TIN PLATE

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

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



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



Devoted to the Best Interests of Business Men

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

ONE DOLLAR A YEAR, Payable in Advance.

ADVERTISING RATES ON APPLICATION.

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

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

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

E. A. STOWE, EDITOR.

WEDNESDAY, - - JANUARY 22, 1896.

ADVERTISE YOUR OWN GOODS.

Perhaps the most common mistake in advertising is that of inadvertently doing more to advance the sales of the competitor's goods than of one's own. This unsought and undesirable result is brought about in two ways—by the mention of the competitor and his business or wares and by the adoption of his methods and modes of expression.

It is desirable, of course, to have a knowledge of what is being done in the trade—of prices asked and prices taken—but this knowledge should be as jealously guarded as possible. There is no conceivable contingency which justifies a merchant in mentioning another in the same line of business to his customer, consistent with good advertising sense. Every time such mention is made, even if it be in the most disparaging way, it is a valuable advertisement for the competitor which does not cost him a cent. And if it is foolish to mention the rival and his business to the customer, how much more foolish it is to do so in a printed advertisement. It is not so common to mention particular houses by name, although that is frequently done, as it is to mention "our competitors" by way of comparison. Every merchant will recognize how common this is. It seems as though a little consideration would convince any one that, if such mention brings the thought of the competitor and his business into the mind of buyers, the advertisement is just as effectual for him as for the advertiser, barring the possibility that the comparison may be so unfavorable to him as to engage the attention of the persistent bargain hunter, a customer whose patronage is worth less than nothing.

In the matter of imitation the mistakes are just as serious. There is a tendency to look for that to imitate which has proved a success to others. Sometimes this imitation is for the reprehensible purpose of profiting by the publicity attained by others in similar lines. Of the degrees of business foolishness this is the superlative. The alliterative, catchy expressions or the ideas which they suggest connected with a business enterprise are about as unstealable a kind of property as can be imagined. And not only that, but every attempt to steal such expressions or ideas is only adding to the advertising value to the rightful owners. It is amusing to see the horde of imitators who are trying thus to appropriate the brains and money of others, and it is

satisfaction to the fair-minded to know that all such are only adding to, instead of taking from, that which does not belong to them. The reason why it is impossible to profit by the work of the originators of successful schemes is that the alliterative phrase or idea becomes so thoroughly connected with the thing advertised that it is impossible to suggest it to the mind connected with anything else. Thus "press the button" is connected with and suggests a certain camera. It is impossible to refer to it in any way, or to the "we do the rest," and apply it to anything else. It is the same with any of the catches which have been effectually used, either alone or the ideas connected with them.

Originality in advertising is difficult to command. The temptation to imitate knowingly is constant, and the air is so full of successfully worked schemes that imitation will creep in involuntarily. But it is an invariable misfortune when such imitation suggests in any way the business of a competitor.

To successfully advertise it is not essential to get up some great "scheme," but it is essential to advertise your own goods. Straightforward, candid announcements about one's own business are original. Careful thought to make such announcements reach the mind of as many as possible and suggest to them only the one merchant and business will be successful. The more intelligent the thought the better, and if the merchant, through inability on account of other duties, sees fit to call in the assistance of specialists to aid him, it is well; but let him give the matter enough personal attention to see that the advertising is not for the benefit of some one else.

The retirement of General Campos by the Spanish government is likely to bring Cuban matters to a crisis in a short time. The degree of humanity and conservatism that he has shown in his dealings with the insurgents is not in accord with Spanish ideas of the energy necessary to effect their suppression. Hence they have sent in his stead as Governor General of the Island, General Valeriano Weyler and as Captain General of the Spanish army a man by the name of Polavieja, who is said to be an exponent of typical Spanish cruelty and ruthlessness. Terrible stories of his cruelties in the rebellion twenty-five years ago are told by the Cuban patriots, and they express themselves pleased at the appointment, as it will serve to stimulate Cuban sympathy and drive many who have held aloof into the insurgents' ranks. The fact that the cool season is so far advanced makes it probable that the new commander will attempt a prompt and desperate campaign before operations are stopped by the heat and malaria of summer. This will probably bring matters to a decision very soon.

It is reported that the striking cigarmakers of Detroit are not pleased that Debs, the "apostle of labor," preferred to spend his leisure at the bar of his hotel with congenial "spirits," instead of addressing the protesting tobacco rollers and giving them his sage advice as to the prosecution of their campaign against the masters. The great man's wider experiences have spoiled him for such petty controversies as the Detroit unpleasantness.

Cash distances credit in the race.

ORGANIZED LABOR AND POLITICS.

The average aspirant for political honors, located in towns where there is much activity in the so-called "labor" organizations, stands in considerable awe of the "walking delegate." There is among these organizations so much of self-assertiveness—they make themselves so numerous—that it is difficult to persuade the politician that they are not all powerful; and many of the better element of those having such ambitions are kept from pushing them because they will not truckle to these self-constituted arbiters of political fortune. Thus it is that the governments of such towns are so largely given over to time-servers who manage to "stand in" with the "labor" leaders. Thus it is that a small minority actually does control the governments of many of these towns. If it comes to an actual demonstration or test of strength, organized labor and its following prove much less formidable than is generally supposed.

The representatives of "labor" in the "federations" are especially formidable. If their conventions are held where they can take cognizance of the doings of some ambitious politician, they usually lead him around by the ear in a manner neither graceful nor pleasant. It is well for him if he has made a correct estimate of the prestige and power of his would-be tormentors and has the temerity to assert his independence of such leadership.

A notable instance illustrating the futility and foolishness of yielding to the dictations of the federation is the case of Colonel Bliss, of Saginaw. It had become quite generally known that his great ambition was the governorship. The meeting of the State "federation" was held at Saginaw. Now it had happened that the Colonel had let some contracts for the construction of buildings to an old soldier who was employing some of those who had not sworn fealty to the walking delegate. This was an opportunity for the assertion of the dignity and power of "labor" not to be missed. Without a hearing he was condemned by the secret tribunal and resolutions of "anathema maranatha" were quickly passed. Then a committee was sent to acquaint him with his fate, and to indicate the terms by compliance with which the curse might be removed. Right here was where the most serious mistake was made. Instead of correctly gauging the political importance of this body and promptly inviting its committee to attend to its own affairs, he temporized and made promises which warranted it in making a report causing a rescinding of the condemnatory resolutions.

The servile yielding to the arrogant and impertinent demands of the federation was of little service. His action received the prompt condemnation of those having any regard for the best business interests of the State; and, in addition, the demands of the unions were carried to such lengths that he could not comply with them and the "anathema" was again pronounced and circulars were to be sent to all labor organizations to secure their co-operation in defeating him. Taking advantage of the feeling against him engendered by his weak compliance with their demands, he is an easy victim of their triumph and his defeat gives them a prestige to which they are not entitled.

A juster estimate of the power of organized labor—labor dominated by the walking delegate—will rob it of much of its formidable character. American

independence and fair play are too prevalent among the real working men for the successful influence of such leadership.

The Tradesman is cognizant of several business enterprises which have had the good fortune to incur the displeasure of the unions and have been placed under the boycott, either open or secret, with all its terrors. These are all concerns of high standing, with wide business relations. In every case the operation of the boycott has been beneficial and, in proportion as it has been urged, it has been necessary to enlarge facilities to meet increased requirements.

If the political aspirant would inform himself as to the real strength and prestige and the advantages to be gained by a course of manly independence, organized labor would soon lose its terrors and our cities would be redeemed from the misrule to which they have been surrendered.

DEBS IN DETROIT.

It was considered that, in view of the extensive preparations and advertising for the recent Debs lecture in this city, the cool reception he met was creditable to the intelligence and good sense of Grand Rapids working men. It was naturally expected that when he reached Detroit, where there is so much more available and pliable material for the demagogue, the demonstrations would be on a scale more nearly commensurate with the claimed merits of the hero martyr. Instead, however, in the Detroit reception the workingmen shamed the intelligence of those of this city, in that they gave him a reception more nearly in accord with his real merits. His widely advertised lecture in the auditorium of that city brought only \$80 gross receipts, entailing a heavy loss on the unions. The President of the Trades Council denies that Debs drank too much wine for his own good, albeit several union men who called to pay their respects assert that he was too "mellow" to receive them. The officer referred to admits that the "entertainment" furnished Debs by two prominent labor leaders cost the unions over \$75. Considering that his stay was only twenty-four hours, it is fair to presume that the "refreshments" were on a more generous scale than that afforded by the average Detroit wine cellar.

On the whole, the visit to that city seems to have left a bad taste in the mouths of all concerned. The expensive manner of his entertainment and his indifference to the local labor troubles which are chronic there caused a good deal of dissatisfaction. Since his visit a session of the cigarmakers' union has broken up like Flanigan's ball, and another row is reported of the striking moulders of the Hyatt & Smith Manufacturing Co. The fact that such petty matters are beneath the great man's notice will not tend to make him sought for very generally as it becomes manifest in labor circles.

Flour and Feed.

Flour markets have ruled very firm throughout the week, prices advancing 25@30c per barrel, with good demand and sales exceeding the output.

Grand Rapids mills are running full time, night and day, although the winter wheat mills, as a whole, are turning out only about 60 per cent. of their capacity.

The demand for feed and meal is increasing, with prices firm at quotations. WM. N. ROWE.

NATIONAL POLICY.

All great nations whose rulers possess any statesmanship and political wisdom have a general policy for the advancement and upbuilding of the national prosperity.

If the people of a country are fairly prosperous, are not too heavily taxed, and not seriously oppressed by their government, they care little about its form and doctrines, and they are ready to respond patriotically to all demands for the public defense. No people can be kept in this condition of general prosperity unless their public affairs are wisely administered for the general good.

In their efforts to accomplish such desirable ends, the leading statesmen of the great nations have come to adopt some general line of public policy which appears to be best fitted to fulfill the objects in view, and in many cases these policies become sanctified by tradition and popularized by their adaptiveness to the ends sought.

The settled policy of the ancient Roman Empire was robbery. The Romans from their very beginnings were robbers. They stole the women of their neighbors, the Sabines, in order to get themselves wives, and they carried on their policy of plunder until they had conquered and despoiled every rich people within their reach. The wealth plundered from all the then known world was brought to Rome and the people were for centuries maintained in prosperity. So long as money was plenty, nobody cared how it was originally procured, nor was there any popular indignation against the crimes and corruptions of the rulers who had brought about such a desirable state of things.

English statesmanship has learned important lessons from the policy of Rome. Of course, the conquest and plundering of foreign peoples in this age of the world cannot be carried on upon the scale that was practiced by Rome, and so commerce must be made to take the place of force where force will not accomplish the desired result. England, therefore, started out as the great colonizer, and this policy has been carried on until colonies and possessions in every zone and quarter of the globe have been brought under the British flag. The object of this movement was not to plunder and abandon the countries so occupied, but to develop their resources and monopolize their trade.

England, which is a small country and produces naturally little besides iron and coal, has become the workshop and factory of all nations, taking their raw products and returning manufactured articles. The profits of this sort of trade have been so enormous that through its operations for many years England has become the richest nation in the way of acquired wealth in the world and it is this enormous wealth that has enabled so small a country to carry on a system of conquering and absorbing territory and peoples until it has put all the other nations of the earth to shame.

England's policy has been extraordinarily successful because every art of cunning as well as every resource of wealth and power has been used to accomplish it. The other countries of Europe for the lack of wise statesmanship and largely because they possessed more internal resources, neglected the policy of foreign conquest and colonization, with the one exception of Russia.

But Russia was so little engaged in foreign trade that she never came to be a commercial rival of England. The United States was the only power that ever threatened British supremacy in commerce, and every art of statesmanship has been used successfully to secure British superiority.

The United States has never had any national policy. Almost from the very beginning of the country the people have been divided upon sectional lines and issues into hostile and warring factions. For nearly a century this warfare was between the people of the Northern States on one side, and of the Southern on the other. After resulting in enormous damage to the progress and prosperity of the whole people, the sectional war between the North and the South is being replaced by one equally as bitter and uncompromising between the West and the East.

Under such conditions all the evils of a house divided against itself have been realized, and since the War of the Revolution up to the present moment it has been impossible to get the people of this great country united on any great question of national interest. The politicians of two hostile sections of the Union have been constantly trying to down and crush each the other, and they have used, whenever they could, the power of the Government to carry out their belligerent designs.

As a result, there has never been any rational economical or commercial policy that can be said to have been thoroughly agreed upon, and the result is that the United States, with more seaports and more miles of seacoast and more productive capacity than can be stated of any other country upon the planet has the fewest ships engaged in foreign trade, having surrendered all its commerce to foreign nations, and does not possess a colony or an acre of land on any shore or island outside of its own immediate territory.

Whether or not British diplomacy and statesmanship have brought about this state of things cannot be declared; but the situation presented is one ideally desirable to the greatest of the commercial nations. It is not astonishing that England, fully realizing the humiliating and defenseless condition of the Great Republic, should undertake to bully this country; but it would have been far wiser to have left it in its divided condition, so as to perpetuate its chronic sectional disorders, for, if it should ever be possible to unite and weld together the public sentiment of the American people into one great thunderbolt of national feeling and patriotic pride, it would not be long before British supremacy on the ocean and in the world's commerce will become a thing of the past.

The ability of a farmer who planted seed and then left it to take care of itself would be questioned. Just so with advertising. This is the seed the merchant plants, and, if not rightly taken care of, a fruitful harvest ought not to be expected. To get good results from advertising you must help it along. This is the grease put on the squeaky wheels of your wagon to help it up the hill. Simply oiling the wheels though will not start it going, nor keep it running. It requires pushing, and then the grease will make it move, and lively, too, if the requisite amount of push be there. It will have to be a case of pushing and pulling if you want to get the wagon to the top of the hill.

Difference of opinion is a sin which we do not easily forgive others.

Owosso Butter Crackers

Are winners, so are our "J" Butter Crackers, Ginger Snaps, Coffee Cakes and Sweet Goods. Manufactured independent of trusts and combinations by

THE JOHNSON BAKING CO.,
OWOSSO, MICH.

Write for Prices.

USE JENNINGS' FLAVORING EXTRACTS

SEE QUOTATIONS

USE

ATLAS

SOAP

Is what you should advise your customers. People who have used it say it is the BEST.

Don't
Break
Your
Back

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

OAK-LEAF SOAP.

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

GOWANS & SONS, Buffalo, N. Y.

COMPUTING SCALES

MORE THAN 19,000 IN USE,

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

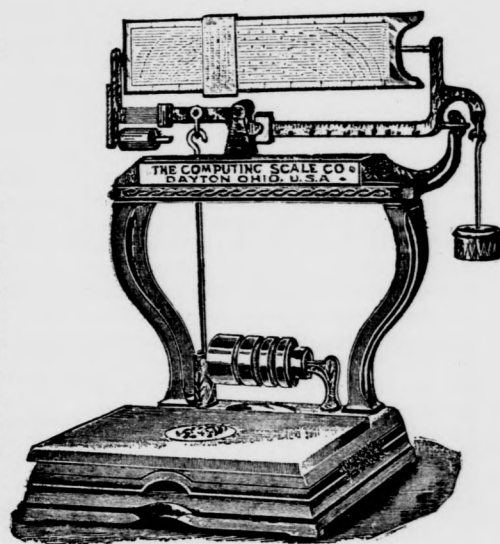
\$30.00

which includes Seamless Brass Scoop.

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

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

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



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

The Computing Scale Co.

DAYTON, OHIO.

Getting the People

Art of Reaching and Holding Trade by Advertising.

If I were a dry goods merchant and desired publicity for my wares, I would employ five good looking young ladies, taking great care to see that each has a well-formed back. I should then dress one lady in red, another in blue, another in yellow, another in black and one in white, having the colors harmonize with the complexions of the ladies. I would then procure chairs for each, decorate the chairs prettily, and seat them in my show window, placing the white lady in the center. I would place them with their backs to the street, and insist that each should dress her hair in a different fashion most becoming to her particular style of beauty. I would give each lady a book to read and positive instructions to keep her face from the window. Under and back of each I would place a half sheet card, using DeVenne type, if possible, plain black letters, advertising whatever I wanted to push. The curiosity of mankind will make of such an attraction one of the strongest drawing cards ever put in a show window.

* * *

How to advertise successfully for a general store in dull times is a difficult subject to properly decide. It is, at the same time, a subject upon which there is a great diversity of opinion. At these times some merchants largely increase their advertising expenditures. Others continue about the same as in busy times. Business discretion should, of course, be used by all, but, as a rule, I believe that those who do the most advertising at these times have the best of the argument and can bring up more good reasons to support their side than the others. If the purpose is to draw trade, then why not advertise when you need trade the most? In dull seasons more inducements should be held out to the customer than in brisk seasons. More care should be used in selecting articles to be advertised and more thought should be given to advertisements; but, however you may view this subject, for I know a great many shrewd business men view it in exactly the opposite way from which I have mentioned, do not, under any circumstances, drop your advertising entirely.

* * *

Every intelligent business man must recognize the fact that advertising is not a matter to be let out to the lowest bidder. It might be so if all papers were of equal value as advertising mediums. But with this value in different publications ranging from nothing to the highest figure, it is contrary to the first principles of business to take the one that will do the advertising at the cheapest rates. It would be about as sensible to put in office men who might bid the lowest for the place. Fancy a great railway corporation, a bank, or an insurance company selecting its president and other officers by competitive bids, without regard to their qualifications, or the manager of an extensive mercantile business or a lawyer in a suit involving millions of dollars being selected because he is the lowest bidder. The purpose in all such cases is to secure the best services for the prices paid—the best returns for the money spent.

* * *

Did you ever sit down and give five minutes' consecutive thought to the subject of advertising? Like every

other incentive to secure customers, it is worthy of your best consideration and should receive it. Say in your advertisement just what you would say to a prospective customer, and say it as though you meant business.

* * *

The conspicuousness of an advertisement does not depend upon its size. If you have a large department store with five hundred bargains to advertise, you will need a page to do it; but if you have just one thing to advertise—suppose it is a house and lot or a threshing machine—don't take a page. You can do much better with the same outlay by advertising on a half or quarter page, for if you have a whole page people will skip that page entirely. If you have a quarter page and the rest is reading matter they will read all around your ad. and necessarily absorb quite a little of it simply from proximity. While I have sometimes made use of poetry in my advertising matter, yet, as a general proposition, I should say that, while poetry has its uses, its place is hardly in advertising matter. The best sort of advertising is the plain, unvarnished tale of the goods and the policy of the merchants. Rhymes require constant sacrifice of the idea to the method of expression. Advertising poetry is usually insufferable doggerel, also, and gives one a mental nausea, which does not induce favorable consideration of the goods sought to be advertised. It is almost always poor advertising to use poetry for the purpose, excepting in exceptional instances, such as, for example, the soap placards in street cars. Poor poetry is so immeasurably inferior to poor prose that the reader rebels against it instinctively, and the prejudice is generously extended to cover the advertised goods. A novel scheme, and one which savors somewhat of fraud, is being practiced to some extent across the ocean. A little boy was discovered the other day crying as if his heart would break, in one of the principal streets of Dublin. More than one person stopped to comfort the poor lad, and after a time quite a crowd of sympathizers had gathered on the pavement. At last the tears were stopped, and the little boy exclaimed, "I want to be taken to John Brown's shop in Hugh street, who sells good boots at 4s. 6d., 6s. and 10s. the pair. I want to be taken there." It is stated that the young man was as near being lynched as people ever get in the older countries.

FDC. FOSTER FULLER.

Some Wise Sayings.

In some men prosperity leads to ambition, and ambition to disappointment.

It is a good thing we have not prescience of our prosperity. We would be careless.

It is no small matter to learn to bridle your tongue, but it pays to get a bridle. Try it.

There is only one honest path to wealth and we have got to make it as we progress.

A first-class clerk is essentially one that knows that there is much he doesn't know.

Every to-morrow has two handles—anxiety and faith. Take hold of either you please.

Don't quit your post without permission of the commander. The post of the merchant is duty to business.

Don't wear a face that would scare a sawmill off a creek when trying to introduce new goods.

Self-help is a good thing, but be careful and don't help yourself to anything you have not earned.

WE DO NOT PRETEND

To be leaders in making low prices, but we **challenge a comparison** of our goods with those produced by any competitor, feeling confident that the **verdict for Quality and Finish** will be decidedly favorable to us.

Stick, Mixtures, H. M. Creams,
Chocolates, Fruits, Nuts, Oysters

Putnam Candy Co.

GRAND RAPIDS

Fifth Avenue Mocha and Java Coffee

Grateful
Refreshing

Delicious
Full Strength

I. M. Clark Grocery Co.

Wholesale Agents for Western
Michigan.

GRAND RAPIDS.

Dry Goods

REPRESENTATIVE RETAILERS.

T. B. Robinson, the Grand Ledge Dry Goods Merchant.

"Shake hands with Mr. Robinson, of Grand Ledge." The ceremony of civility was gone through without a break, the compliments of the season were pleasantly exchanged, and the pen of the biographer was duly dipped in ink and a few leading questions were asked. They were not answered. They have not been answered yet; and while a delightful half hour of conversation followed, only a single date—August 28, 1886—fell from the man's lips—the date of his beginning business in Grand Ledge; and the wiliest art of the interviewer was not able to draw from the victim a single tangible fact, with one single exception. When asked if he was a Mason, he answered promptly: "Yes, sir—" a reply which utterly discouraged further inquiry in that direction.

With this meager data from the subject, the reader will kindly overlook any mistakes which he may detect in the following narrative.

Daylight came peeping over the hills of Grand Ledge some forty or forty-five years ago and was happy. A little baby boy had been born during the night, at the Robinson farm, who later was popularly known as Tom.

The educational facilities of that period were not conducive to an early attendance, the parents of the boy believing that the two or three miles from the farm to the schoolhouse was a little too far for the young feet to trudge daily, and what the schoolhouse failed to furnish the farm made up by giving an early bend to the twig committed to its care, with an occasional twig to the bend, as time and circumstances required! The boy in due time found his way to the schoolhouse and he made the most of the four or five years during which he was enrolled as a pupil.

Reaching the age of 17, he made up his mind that the farm and the work on it ought to go to those who like that kind of work and that kind of living. He was going to try something else. He did. He heard of a possible vacancy in a dry goods store not a thousand miles away and he was so successful in his application that he was soon at work.

There were two good years of this. Then the temptation came to try his hand in a grocery store and the change was promptly made. Six months was found to furnish all the experience he wanted in that line; and then his coat came off, his sleeves were rolled up and for the next nine months the young man was earning his bread by the sweat of his brow in a planing mill. Then his old love came back, and, shaking the sawdust from his shoes and the shavings from his garments, he tramped over to Charlotte one day and went into a dry goods store. That was more to his taste and for five happy years he gave his undivided attention to the business which he now determined should one day be his.

Why is it that the hardest time in one's life is always looked back upon as the happiest, by the one who lived and endured? Men, grown gray with toil and privation and hardship, finally win the goal of their hopes and desires; and then, surrounded with plenty, in their case they look with longing eyes upon

the old life, to think and to talk of what they then went through with, and constantly refer to it as the one spot in the wilderness of the past where life was as happy as it was toilsome. So these five years to Mr. Robinson were eventful ones. He had known a little of business on the outside. Then he made it a part of himself. He had had a taste of lumber and the grocery trade. These were put aside, and dry goods was the only idea after those five years began. He entered the business a novice. The five years found him so near a master in theory that a year or two of practice in Chicago, and a few more in Charlotte, brought him to Grand Ledge at the date recorded, and August 28, 1886, saw him at the head of a dry goods store, in which, if signs and rumors amount to anything, the man has made a success.

"A city set on a hill cannot be hid" and when a man is made President of a bank in the community in which he lives, it means that he is getting to the top of that particular hill. It gets into the papers and into the directory, and all that is necessary to find out anything about the man is to ask somebody. This is what the Tradesman has been doing and, while the dates in the above are few and far between, the facts recorded there are just as valuable and show how unimportant figures really are in matters of this kind.

Here are some other items which a little industry has secured: When a man has been having hard luck and doesn't know which way to turn, he is very liable to bring up sooner or later against Mr. T. B. Robinson, if he knows him, and the affairs of the unfortunate man begin at once to brighten. Need never held out to him her pleading hands in vain; and sympathy, even when it costs something, is found on hand in generous quantities with the proprietor of this dry goods store in Grand Ledge—a record worthy of a better telling and one which is easily recognized by those who know him best.

The Value of Rank.

The extreme cheapness of military titles, a few years after the war, is well illustrated by a story that was told at a recent campfire. The narrator said that in the year 1870 he was traveling through a certain populous country district, and stopped to converse with a shoe manufacturer who had a considerable number of men at work in his factory.

"Most of these men are old soldiers," said the maker of shoes.

"Indeed! Are any of them officers?"

"Two of 'em. One of 'em there was a private, and that fellow beyond him was a corporal, but the man beyond him was a major, and the man away over in the corner was a colonel."

"Indeed! Are they good men?"

"Well," said the manufacturer, "that private is a first-class man, and the corporal's pretty good, too."

"But how about the major and the colonel?"

"The major's so-so," said the manufacturer.

"But the colonel?"

"Well," answered the manufacturer, "I ain't agoing to say a word against a man who was a colonel in the war, but I've made up my mind to one thing—I ain't agoing to hire any brigadier-generals."

A daughter was born to the Czar and Czarina of Russia recently. When this daughter attains the proper age for its first pair of shoes, according to custom, the Czarina will give the poor children several hundred pairs of shoes.

Last Trip This Season

I will be at Sweet's Hotel, Grand Rapids, Thursday and Friday, of this week. Shall be pleased to pay expenses of merchants outside of the city who will come and see our line of Hats, Caps and Straw Goods.

M. J. Rogan, with

Moore, Smith & Co.,
Boston.

Established 39 Years.

WASH GOODS

We have received our new goods for Spring season of '96.

Percales, Dimity, White Goods,
Prints, Indigo, Black and Brown
Twills, Plaids, Stripes, and printed
Ginghams, also new Drapery, and
a large line of Dress Goods.

P. Steketee & Sons,
GRAND RAPIDS.

ESTABLISHED 1862.

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

Voigt,
Herpolsheimer
& Co.

Wholesale
Dry Goods.....

GRAND RAPIDS, MICH.

Wash Goods
Dress Goods

One Hundred Cases

of Prints, Toile du
Nords, Fine
Zephyr Ging-
ham, Toile du
Tronvilles, Fine
Satin and Per-
cales.

Shirt Waists

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

JANE CRAGIN.

Dolly's Manner of Meeting a Difficulty.

"Dolly, is Cy anywhere around the store?" asked Miss Cragin with a tone of anxiety.

"I think not," was the reply. "He said, when he went out a few minutes ago, that he was going around to Wallace's. Is there anything I can do for you? You are not looking well this morning."

"I'm not well at all. I'm almost sick enough to go to bed; and that Ann Weaver that I never could and never shall endure is just pulling up at the hitching post. I used to think Amanda Bettis would wear me out, soul and body, but she couldn't hold a candle to this Ann Weaver. Dirty! I believe she'd improve the crops if the wind from her neighborhood should blow over the fields; and, when it comes to trading with her, she's the biggest cheat that eyes ever rested on. I can't trade with her this morning, Dolly; you'll have to do it and get along with her the best you can. Just let her have one good time having her own way. Give her what she wants at her own price and get her out of the store as soon as you can. I suppose it's a wise dispensation of Providence that brings such folks into the world, and a wiser one that doesn't kill 'em off after they get here, but I have never been able to understand why. Pull that curtain down at the office window, will you? I'm not to be seen to-day by that woman. She drives me raving distracted when I am at my best. Here she is—go and do your best;" and Miss McWayne went out to dicker with the "cantankerous" woman.

"Good morning, Mrs. Weaver. You must have had an early start this morning."

"Morning. Not so awful airy. Folks that live on a farm have to be up and stirring by sunrise if they're going to do anything; but, land sake, that ain't nothing arter ye git used to it. He says I'm allus ur and wuser'n any owl he ever see; but I tell him there's a few things yit that he hain't seen. Where's Jane? I see the office winder's shet. Ain't sick nor nothing, is she?"

"She has a bad headache this morning. What can I do for you?"

"That's too bad. Jane's one o' them kind that keeps agoing as long as they can hold their head up; but, when they do go down, they are flatter'n a pancake. Tell ye the plain trewh, I don't know what I dew want. Have to look 'raound and see. If he was here he'd say I never did; but I tell him it's enough to make anybody lose what little wits they have got to live with him! Now, lemme see; I'd like to look at some han'kerchers and some o' these lace things ye wear 'raound yer neck—rootches, I guess ye call 'em; and ye might throw down some o' that light colored calico. My butter 'n aiggs are on t'other counter; and he put in some p'taters and turnups—the likeliest ones, I'll bet, ye ever see. Tell Jim or somebody to onload 'em, and, while you're weighing the butter and counting the aiggs, I'll haul things over and see what I want."

Jane Cragin, behind the office window, heard and groaned: "Oh, that woman, that woman! There won't be a handkerchief or a piece of print that won't be a sight to behold after she's pawed 'em over with those fat greasy

hands; and, because she thinks I'm not out there to stop her, she'll go right around to the other side of the counter and poke around and spoil to her heart's content. Oh, dear!"

And then she heard "that Weaver woman" say: "Now, there ain't no sort o' need o' my putting ye to all that trouble—I'll just come right 'raound there and look at 'em where they be, so ye won't have to take 'em all daown."

In Dolly's pleasantest tones came the reply: "Oh, no, Mrs. Weaver, not for the world! Why, if any one should see you behind the counter, half of Milltown would give me no end of trouble in that very direction. No, you stay on that side; I'm here to be troubled in just that way. Suppose we see to the eggs and butter first. Why, what small eggs these are! Your hens must all be bantams. Five dozen and nine of them, but they are so very small, Mrs. Weaver."

"Five dozen and nine of 'em! Can't ye count straight, or don't they teach counting in Vassar? See if ye can't squeeze out the six dozen I put in there."

"A better way will be for you to count them for me. You are more used to it, you know. Count them a dozen at a time and I'll put them in this box. That's it. Now I have the five dozen, and how many more are there?"

"That comes from ever expecting a man to do anything you tell him! Last thing I said, when I begun to put on my things, was, 'Now, you count six dozen of aiggs,' says I, 'six dozen, SIX, six! Do ye hear?' and that two-legged gump up and left out three! It's jest like him—it's jest like the whole pesky pack. They hain't one on 'em that knows anything natcherly; but I've been pegging away at him so long that I did think he could count seventy-two without my standing right over him, but there 'tis! Never mind—you can pay me for the six dozen and then I'll bring the odd ones next time I come."

"Do hear the good-for-nothing!" whispered Jane to herself, and held her breath to hear what Dolly would say to that.

"That would be an easy way, but it wouldn't be the right way, Mrs. Weaver. Such a lot of loose ends as that would work havoc with the business. Mr. Huxley might do it or Miss Cragin, but you can see that it wouldn't do for me. We'll call the eggs five and three-fourths dozen—just what they are; but, with eggs so small as these, I hardly know what to do about taking them. Guess we'd better weigh them. Of course you've taken the precaution to see that they're all good? No? Never mind, it won't take long. Only six—not so bad as might be. Now we'll weigh them."

"Weigh my aiggs? Waal, I guess not, Doll McWayne. A dozen o' aiggs is a dozen o' aiggs; and ye can take 'em at 14 cents a dozen jest as they be, or ye can let 'em alone."

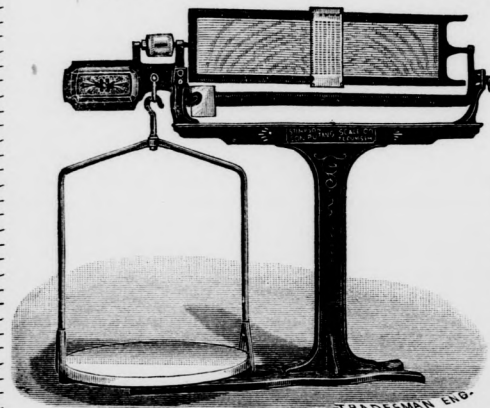
"Well, perhaps that is the best way to leave it. If you've been used to selling them by the dozen, you'll be better satisfied. Well, now we'll talk about the vegetables; let's go out and look at them. Mr. Huxley has charge of that part, and I think, Mrs. Weaver, I shall have to buy them by weight. What splerdid beets! The turnips, too, are such big fellows that I should have to weigh them, too—I should cheat you if I didn't. We'll let them go until Mr. Huxley comes. Now for the butter. I must trouble you to take off the cover

THE STIMPSON
COMPUTING
SCALE COMPANY.

Do Not Be Deceived

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

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



This cut represents the STIMPSON COMPUTING BUTCHER'S SCALE,

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

For further information address

STIMPSON COMPUTING SCALE CO., Tecumseh, Mich.

GOOD GOODS CREATE TRADE.

Miller's PENANG SPICES

Gained the highest honors at the World's Columbian Exposition of 1893 that have ever been accorded to an Exhibit of Spices known to history—for absolute purity, superlative flavor, perfect milling, superior style—scoring one hundred points for perfection of excellence in all.



The constant increase in sales of PENANG SPICES demonstrate the firm foundation on which we stand. We invite all merchants to order a full line of PENANG SPICES and take no chances of violation of the Pure Food Law.

E. B. Millar & Co.,

Importers and Grinders,
CHICAGO.

Send for Housekeeper's List of Fine Spices

Fire Proof Asphalt Paint and Varnish.....

We are offering to the trade the genuine article, and at a price that all can reach. Our Paints are suitable for any use where a nice raven black is required. Contain no Coal Tar, and will not crack, blister or peel. Sold in quantities to suit purchasers.

H. M. Reynolds & Son, GRAND RAPIDS, MICH.

for me—I never was strong in my arms. There—thank you. I'd give anything in the world if I had some of your strength. Do you have a spring house, Mrs. Weaver?"

"Well, he calls it a 'spring house' but I told him, t'other day, that, if he had any regards fer the trewth, he'd better git another name fer it, or I should have to take a shovel and dig the spring out, fer I hain't seen anything on't sence the year one. So I jest churns my butter, and spats out the buttermilk, and sifts in a little salt, and then hangs her down the well till I gits a good ready to come to taown—and there 'tis. Ye can see fer yerself it's hard's a rock."

"I'm very sorry, Mrs. Weaver, but this didn't hang quite long enough. We have to be very careful about the butter that comes to us; and this, besides being soft, has a little too much buttermilk in to keep long. It hasn't quite that sweet, fresh, butter smell which we are obliged to insist on. Sometimes, you know, we keep the butter quite a while before we sell it, and butter like this would soon be too rancid for the table, and would spoil any other we might have on hand."

"Do ye call my butter 'rancid'?"

"It isn't that now, but it will be if the buttermilk isn't worked out. I think, Mrs. Weaver, if you'll take it home with you and give it a good working over, you'll have some butter that won't be spoiled by too much buttermilk. As it is now, I couldn't take it. Shall we look at the dry goods now? Oh, we've both been handling these butter boxes, and your hands are almost as dirty as mine. Let's step into the back room where we can have some warm water and soap. Here you are. I want you to tell me what you think of this soap. We like it, but we want to see how our customers like it before we give a large order. You see, it gives a good lather—don't be afraid of it. One's hands do get so dirty in a place like this. I like warm water, for this kind of dirt won't come off with cold; and this soap keeps the hands from chapping. I'll wrap up a couple of cakes and ask you to take them home for Mr. Weaver to try. Here's the towel. I'll wash my hands now, and then we'll be ready to inspect the dry goods."

"Ye don't mean to say that ye have hot water and a clean towel here all the while, do you?"

"Yes, and we use them, too. Goods like handkerchiefs and laces are easily soiled, and I wash my hands every time I touch anything on the dry goods side of the store."

"That's the man on't all over! A man and a hog are pretty much the same—both made out o' dirt. 'Baout as much airth sticks to one as does to t'other, and all the difference I can see is that one goes on four legs and don't chaw terbacker, and the other goes on two and does. I told him, t'other day, that I believed at the finishing off the head got hitched to the wrong body; and the longer I live the more I believe it. Oh! these are the rootches, be they? Hain't—they—pooty!"

"One trouble with them is that they must have careful handling; and I'm sure, Mrs. Weaver, you won't take it amiss if I ask you to be careful not to rumple them. This is rather pretty. Let me take that one a minute. There—this is the way to wear it. Isn't it pretty? Here's one not quite so wide;

it costs a little more, but is much finer and would be more becoming to you. My neck is so long that I must use the wide to cover it. There's where you have the advantage of me. Shall I put this one aside for you?"

"I guess so. I don't know what he'll say, but I don't know's I care. Lemme see them there han'kerchers. Have to git suthin' fer him or he'll tear the house daown. My! What a pooty ring that is on your finger. What is't, a diming? When ye hold it—there, like that—ye can see red and green playing tag on it. What makes it look so kind o' milky? Oh! a upple, hey? Don't b'lieve I ever seen one afore. Air upples costly? What did ye give for it—or don't ye want to tell? I wonder how 'twould look on my hand—jest slip it off and let's see."

"Why, Mrs. Weaver, I beg your pardon a thousand times, but the ring was a present, and—I"

"Ah! um! I see—wished on and dassen't take it off! Oh, waal, young folks will be young folks to the day o' doom. That's what I tell him when he gits rampagin' 'raound about Laviny's beau. She and Jed's ben keeping company fer 'baout a year now, and I don't b'lieve the old Harry hisself could tell how it's coming out. I told him, t'other day, when he got to growling 'baout it—there! that's the thing that takes my eye. Now, if you had some a leetle finer 'twould be jest what I want and tickle him almost to death."

"Wait a minute—here, Mrs. Weaver, is a silk one, the last of the lot, and I'll let you have it at the same price. I like to wait on anybody who isn't all the time beating down. Now, this is something really worth buying. I wonder if you wouldn't like some of this ribbon? It's all silk and fast colors. Such things often come in play; if your daughter wants to brighten up a dress or a hat, she can do it without having it cost much. Why not take what little there is left—there is only a yard and a half? Here's half a yard on this—I'll throw that in. You'll want more than two colors to have handy by; why not take these other two remnants, three-quarters of a yard each? This white one would make a handsome necktie. Tie it like this. There! Isn't that exactly what you want?"

"Yes, 'tis; but I must git out o' this store afore I'm busted! I'm sorry 'baout the butter and them there aiggs; but Cy allus was putchecky as any old woman I ever see, and I don't see how you women folks stand him as well as you do. All 'tis, I'd make him know his place if I had anything to do with him—all the time poking 'raound. I s'pose 'tis 'baout the fair thing to sell them beets and turnups by the paound. I believe, my soul, I should make more than I would by the bushel."

"Now, Mrs. Weaver, before you go, I want to show you a nice piece of goods that I think will make up for you handsomely. It's a piece of alpaca. See how fine and lustrous it is. Now, if you don't care to be just exactly in style, you'll find that that will make you a handsome dress, and with a little trimming will be as pretty a gown as anybody'd need to own, and it will wear like iron. You see what it is marked, but I'll let you have it at fifty cents a yard."

"Throw in the linings, I s'pose?"

"No, I can't do that, for we must serve all our customers alike; but I'll forget to charge you for the ruhe, and, what's more, I'll put in enough of

this scarlet ribbon for a bow. You'd better let me do it up for you, hadn't you?"

"I um, I b'lieve ye may. I hain't had an alpacy sence I can remember. I don't know what he's going to say—howsomever, if he knows what's good for hisself, he won't say much, now I tell you. I can stand 'baout so much and no more. There, I must go. 'Baout them aiggs—I guess they be ruther small. I told him, when he fust brought 'em in, that I guess he'd ben arobbing of a quail's nest; and he laughed and said—well, he said that I could tuck 'em off on to Cy, if anybody could. I guess 'tain't wuth while to carry 'em back home. The rest of the truck I'll leave—all but the butter. I'll git the buttermilk out o' that, or I'll know the reason why. There's Cy now—I'll yell to him to onload 'em;" and she rushed to the door.

"Here, you daddy long-legs," she screamed, as she opened the door, "come on and hustle this stuff out o' my wagon;" and a little later, with her butter under the wagon seat and her alpaca on the seat beside her, she

brought down the reins with resounding slap on the horse, that noticed it no more than he did the violent jerking of the reins immediately afterwards. When, however, she reached for the whip, the animal gave a start so sudden that only her firm grasp on the lines prevented her from going heels up and head down, over the wagon seat. It is needless to say that the horse paid for his indiscretion and the dreaded Mrs. Weaver, vigorously plying the lash, was soon out of sight; and Dolly McWayne turned from the door, where she watched the departure of her customer, with a satisfied "There!"

"Cy," said Jane as she opened the office window, "what do you think! Ann Weaver has come and gone without getting mad. She took back her vile butter without one word; she gave in about the little bantam eggs; she had to wash her dirty hands in good hot water and soap; she carried away that old alpaca dress pattern that's been an eyesore so long, and Dolly has made her a friend for life. What do you think of that?"

"I'm not surprised. I knew she would. I've felt all along that all Dolly needed was a chance, and so when I saw Ann coming, I just shackled over to Wallace's and let her have it!"

RICHARD MALCOLM STRONG.

MANUFACTURER OF
CHRISTENSON BAKING CO. Crackers
AND FULL LINE OF Sweet Goods
252 and 254 CANAL ST., GRAND RAPIDS

Chas. A. Morrill & Co.

Importers and

Jobbers of

TEAS

21 Lake St., CHICAGO, ILL.

LEMON & WHEELER CO.

Wholesale

.....Grocers.....

GRAND RAPIDS

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

Shoes and Leather

The Three Dollar Shoe.

From the Shoe and Leather Gazette.

Ask anybody what is the popular-priced shoe and nine times out of ten the answer will be, \$3. The \$3 shoe has been popularized by the liberal use of printers' ink. Certain manufacturers have spent fortunes in impressing the public mind with the notion that \$3 is a fair and equitable price for serviceable shoes for the million. Probably this price was chosen because it best suited the notion of convenience and profit of the manufacturers. The benefits derived by manufacturers by advertising goods to sell at this price cannot be overestimated. The result of this campaign of education, which has been going on for years, has been to increase sales materially of the goods manufactured by the advertiser, but it has also aided others making goods at a similar price. In other words, while the advertiser has derived almost untold benefits from the money expended, he has to a certain extent helped his competitors along the road to success. Many concerns to-day thrive on the reputation of others, "stealing their thunder" whenever and however possible, but much success has also been achieved by following along the lines of a leader and, while not aping his works, at the same time taking advantage of popular sentiment created by the efforts of men who have spent fortunes in this education. Have you noticed since patent food products were first popularized how many concerns have found it comparatively easy to tempt the public to eat of their viands and concoctions? What is true here is equally true in greater or less degree in the shoe and leather trades.

If you can't lead yourself, just watch some leader and see if you cannot in a legitimate manner utilize some of the instruments of success he has created.

Wear Out the Most Shoes.

"One would naturally suppose that the most shoes were sold to letter-carriers and book agents," said a dealer to the New York World the other day, "but that is not so. There are many things harder on shoes than walking and the man who can't go a few blocks without taking a car often wears out a pair quicker than the one who walks several miles a day."

"The regular walker really knows how to walk, an art which is not as common as it used to be before the day of elevated roads and electric cars. The non-walker is generally a person of indolent disposition, who takes no more care of his shoes than of the rest of his wardrobe. He breaks them across the back by forcing them on and off when they are half unlaced and he saves himself the trouble of removing any mud by applying an extra quantity of blacking. Most of this stuff is full of vitriol and if a man would only use less blacking and more oil and elbow-grease he would have fewer cracked shoes."

"But it is neither the walker nor the careless man who uses up the most shoes in the course of a year—it is the bartender. It used to be said that snow water would rot leather quicker than anything else, but that was before the invention of chemically-made beer. I don't know just what it is that the brewers use, but there is something in beer that eats not only through leather but through hardwood floors. I have bartenders who come here for a pair of new shoes every few weeks and they all agree that the reason is because they have to stand so much in the beer-drippings. The man in search of a moral for a temperance lecture could look in no better place than behind the bar."

Pointed Rubbers.

The hygienists and the health reformers can say all they choose about the matter—people are going to wear pointed shoes. They have been wearing them now for some years and there is no indication that the public is going

back to the broad or round toes, however much more wholesome such broad-toed footwear may be. The pointed toe is certainly much prettier than the square toe of many years ago, and this is an aesthetic age and people want footwear that is not only serviceable, but that is also attractive. Now the pointed toed shoes that the public are wearing require pointed toed rubbers, not only on account of looks but on account of wear, because it is a well-known fact, and every retailer should keep this in mind, that a rubber wears the best that fits the best.

Minor Shoe Notes.

Certain brands of dressing for women's shoes produce a splendid polish on patent and enamel stock without injury to the leather.

Just a dusty brown, hardly a chocolate, is one of the handsomest shades for a lady's 20th Century shoe—and one of the hardest shades to get.

A retailer who desired to impress upon his customers' minds that he was cutting prices put a butcher's block in his window, laid a shoe on it and chopped it clean in two, leaving the cleaver sticking in the wood.

Rochester shoe manufacturers who have made successful efforts to secure foreign trade are furthering a movement to secure for their product as favorable terms of entry to French ports as are accorded English goods of the same class.

Some salesmen appear to think that a shoe cannot be too long provided it is narrow enough, and as a consequence a 6½ E foot is fitted in an 8 A shoe. The width is all right, but the length is altogether too great. It brings the ball of the shoe forward of the ball of the foot and results in a general wrinkling that would not otherwise occur.

Vaseline is the salvation of new shoes which have become wet and muddy. First rub the shoes well with a soft cloth and thus remove all the mud. Now for the vaseline. Saturate a cloth with it and rub it well into the shoes. Stuff the shoes into shape and let them rest for awhile; then give them another oiling and rubbing and they will appear as good as new. This same treatment will do much for old shoes which have been out in the rain.

The Good-will of a Business.

What is the good-will of a business? What does the good-will represent? These questions are not difficult to answer. Why does a merchant advertise season after season and offer the most earnest inducements he can find? Is it merely to get people to come to his store once? Isn't it to gain the permanent good-will of the people and induce them to think that his is just about the right place to purchase? The point is to build up a trade that will stay with you, even though it be necessary to sacrifice a temporary advantage in order to gratify this settled ambition. Frequently unreasonable demands have to be acceded to, and the "soft answer which turneth away wrath" is brought into play in order to lay the foundation for future profitable associations. Permanent relations are only established by gaining the confidence of the community, and this is not gained in a day. But, when you have reached this goal and people say, "If you want to get things just to suit you and be treated right, go to B—'s," you are in possession of something in comparison with which a stock of goods seems of little value. This is the good-will of the community.

Keep Goods in Sight.

It is advisable to display goods as much as possible. The more goods are displayed, the more apt they are to be sold. Not only have them brought forth on the counter, but overhead, on the shelving, in some proper way. The more attractively arranged is the stock the greater is the inducement to buy. Always keep these display goods in prime order. Have them kept thoroughly dusted, and, as they are sold, fill up the gaps with others. Plenty of price-tickets are always an aid to buyers.



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.

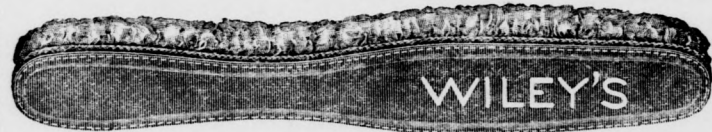
Our Stock of Boston Rubber Shoe Co. Goods
Always Complete from A to Z.

= 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.



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.

GRAND RAPIDS IN 1850.

Written for the TRADESMAN.

CHAPTER I.

It was a clear cold morning the latter part of February, 1850, that the writer stood in front of the Kalamazoo House, in Kalamazoo, waiting for the stage which was to land him at Grand Rapids on his first visit to that city. I found the inside seats all occupied and it was with pleasure that I accepted the kindly invitation of the driver (Crawford Angell, of your city) to take a seat on the driver's box with him. I learned later that he was a general favorite with the traveling public and considered by them the prince of Jehus. Subsequent business transactions with him convinced me of his business capacity and moral worth. The roads were frozen and smooth, the air was bracing and the gentle swaying of the old-fashioned thoroughbrace coach made our thirty miles to the dining station seem short, and as we drew up to the Yankee Springs House for dinner it was with appetites ready to do justice to the good fare always served by Mr. Lewis, mine host of that eight-story hostelry at Yankee Springs. The eight stories did not rise upward after the manner and style of your beautiful Grand Rapids hotels, but it was literally eight stories on the ground, a single one-story addition having been built from time to time, as it was needed. After leaving Yankee Springs the roads became rougher, the journey more tiresome and much unbroken forest was passed through in the last half of our journey. The inside passengers were all strangers to me, although Grand Rapids men, and my genial friend who held the lines beguiled the hours by giving me their names and peculiar characteristics, and answering courteously all my inquiries about Grand Rapids and its population. The bursts of merriment and laughter from the inside ring in my ears to this day.

It was a pleasing revelation to me of the genial character of the business men of Grand Rapids. All bore honored names, and all now fill honored graves. Some of them gave up their lives in defense of the union; others, after long lives of usefulness, were gathered in by the Great Reaper, surrounded by sorrowing relatives and friends. It was late in the evening that the stage stopped before the Rathbun House, where I received a formal introduction to my traveling companions, some of whose names I shall have occasion to mention as business men at some future time. My visit to Grand Rapids was at the earnest solicitation of my boyhood friends, the late John W. and Peter R. L. Peirce, who were earnest in their confidence of the future of the Valley City from a business standpoint. Many of their predictions, which looked extravagant to me then, now seem almost prophetic when I compare your city in 1850 with what it is to-day. Breakfast was hardly over, when I heard the voice of my friend, Peter, cracking his inimitable jokes, and was soon carried away from the hotel a captive. It was a captivity long to be remembered by me. The next few days I received a hearty welcome. The evenings were spent in social calls and gatherings, the days in talking business with business men. The outcome of this visit was that arrangements were made for opening the first clothing store, to manufacture its own stock in Grand Rapids.

The following first day of May found myself and family on our way, by pri-

vate conveyance, from Coldwater to Grand Rapids, a three days' journey, to try my luck at business in that city, which then claimed a population of nearly 3,000. After a tortuous route via the Erie canal to Buffalo and round the lakes to Grand Haven and Grand Rapids, my stock of goods arrived safely, just twenty days from date of shipment from New York. Having identified myself with the business men of Grand Rapids in 1850, I close this introductory chapter.

W. S. H. WELTON.

Owosso, Mich.

The Upper Peninsula After Tanneries.

Marquette, Jan. 18.—A company has been organized here for the purpose of attracting Eastern tanneries to the Lake Superior hemlock districts, which are said to be the most desirable in the country at the present time for that purpose. Maps are being made of the district and circulars will be sent out calling attention to the same. Three or four years ago the Chicago, Milwaukee & St. Paul Railroad took similar steps, and now along the Wisconsin Valley division of this road are located some of the most extensive tanneries in the world. For forty miles on each side of the harbor of Ontonagon the hemlock forests are untouched, and examination of the bark by tannery experts from New York and other points indicates that it is of the best quality. Besides the tanning industry, efforts will be made to attract hardwood and pulp wood industries to locate in this region.

The enterprise of American newspapers is proverbial; but Spain has a journal whose sphere of usefulness far exceeds anything we have in this country. It is a weekly illustrated paper, printed on linen, and sold at the insignificant price of 2½ pence. After setting forth the various merits of his paper, the editor calls particular attention to the fact that it has only to visit the laundry to be converted into a superb pocket handkerchief, that it is useful for dusting things and invaluable in taking part in popular demonstrations. Such a journal must be deservedly popular. People who are always writing to the newspapers, telling them that they should not print this article of news, or that account of something else because it was sensational, or didn't suit their taste, have only to take a nice washable paper like the Spanish one. Then in the morning the elderly spinster can say to her maid: "Mary, if you have washed out all the divorce proceedings and the murder trials, and the sporting gossip, you can bring me the morning paper."

Give money plenty of air and it is a power for good. Shut it up and it will breed trouble.



The Bradstreet Mercantile Agency

THE BRADSTREET COMPANY
Proprietors.EXECUTIVE OFFICES—
279, 281, 283 Broadway, N.Y.Offices in the principal cities of the United States,
Canada and the European continent, Australia,
and in London, England.

CHARLES F. CLARK, Pres.

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

Do You Want to Increase Your Business?

Do you want to sell a New Shoe that is More Comfortable than an Old One?

Requires No "Breaking In."

Any person who wears one pair of

= = Goodyear Welt Shoes = =

Made with Sleeper Patent Flexible Insole,

Will wear no other.

Made for Men and Women.

Retail from \$3.00 Upward.

Send for Sample Dozen.

H. S. ROBINSON AND COMPANY.
Detroit.

WE KNOW

That just now you have a stock of Rubbers that you want to reduce. But you may need a few sizes to help out. We have sizes and widths, and as we are an

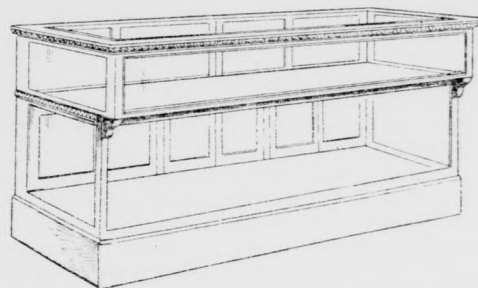
Exclusive
Rubber House

Can send you just what you are short of and ship goods the day the order is received.

W. A. MCGRAW & CO.,
Detroit, Mich.

Jobbers of Boston and Bay State Rubbers.

HEYMAN COMPANY



Write for Prices on Any Showcase Needed.

55, 57, 59, 61 Canal St.,

GRAND RAPIDS, MICH.

Michigan Bark
& Lumber Co.

Grand Rapids, Mich.

508, 509 and 510
Widdicombs Bldg.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.

Clerks' Corner

No Effect Without a Cause.

"I'll bet you, he's a tough one to work for! From morning to night it's 'Here, boy!' and 'There, boy!' and never a let-up. First one thing and then another, and, if he just catches you stopping a single minute, you get your raking-down instant. I'm going to stand it little while longer and then I'm going to quit. So long!" and, with an easy, not overanxious gait, the pestered boy sauntered on to the store.

Now, there isn't the least idea about that boy's thinking himself an exceedingly abused mortal—he simply knows it. The day, to him, is not only one of hard work but of constant nagging. The "Here, boy!" and "There, boy!" have never a regard for the weary limbs and never a thought for the poor discouraged heart beating in his tired body; and so, from day to day and from week to week, despised and unappreciated, he is dragging out a miserable existence at that treadmill of a store.

Had that boy been the only one in the world suffering with the depressing disease, he would not have been allowed to pass on without immediate treatment; but I find that he is only one of many who are encouraging an ailment purely mental—one which, if left to itself, will become chronic and so incurable. So, then, my good boys, the first fact for you to be thinking of is that "nagging" is usually a result—that there's a cause behind the effect.

"Jack, did you do up and take over Johnson's celery that he ordered this morning?"

"No, sir, I was doing something else when you told me to."

"Do it right up and take it over; he was waiting for it."

A few minutes later, the man who is grinding that poor boy's life out of him says: "Taken that celery over?"

"Hain't had a chance to do it up yet."

"Well, why don't you go and do it? Hurry up now!"

Then follows a little private conversation, which ends with Jack's doing up the celery and starting over with the bundle, muttering something under his breath which will not bear repeating, but which appears to relieve him immensely.

Do you imagine that Jack would have been nagged that morning if he had done his duty?

A man with a store on his hands, like a man in any other business, considers his part done when he makes known his wants. Johnson wanted his celery. The store-keeper told Jack to do it up and deliver it. It was Jack's duty to charge his mind with it, or, better still, make a note of it, and the minute he had an opportunity take it over. Instead, the store-keeper had to remind him twice to do his work. Jack calls that "nagging."

This is how Jack's "nagging" was brought about: A little while after the boy began to work for that store, a housekeeper came in and ordered some butter for dinner. It was then a little after ten o'clock. The order was put into Jack's hands, who was told to see to it at once. Fifteen minutes after twelve, there was an angry housekeeper who came into that store.

"Where's my butter?"

"Hasn't it been sent over yet?"

"No, it hasn't; and if I've got to

come twice for what I want, I'll go somewhere where I don't have to!"

"I beg your pardon and I'll send the butter right over. I thought it was taken over right after you left the order. It sha'n't happen again."

It hasn't, but the reason why is this: After Jack has been told to do a thing, his employer has to follow him up to see that the order is carried out. So, as I said, nagging is a result, and the boy has only himself to thank for the unpleasant condition of things.

The boy's remedy for the evil is simple and natural, from his side of the fence: He will stand it for a little while longer and then he will quit—a statement true enough if he will only quit the right thing. Leaving his position will not accomplish it. If he "take the wings of the morning and flee into the uttermost parts of the sea," he will find himself handicapped by the bane of his life—the putting off for a more convenient season the duty of the present. "Now is the accepted time," and the boy in a store, or anywhere else, who doesn't make the most of that mighty NOW will always be nagged and always be "standing it as long as he can and then quitting."

Glance down the columns that furnish in this issue of the Tradesman the cheering story of one of the "Men of Mark." There is no "nagging" recorded there, for the simple reason that this man never was nagged. That, as said before, is a result, and he avoided the result by never allowing the existence of the cause. It does not require much reading between the lines to see that, in his case, not only was the work done at once but he was able to anticipate a task and have it done before he was told to do it.

"The fault, dear Brutus, is not in our stars But in ourselves, that we are underlings,"

is as true to-day in a common grocery store as it was in the Roman capital centuries ago; and it teaches to-day as plainly as it did then the simple truth that we who will

"Can build the ladder by which we rise From the lowly earth to the vaulted skies, And mount to its summit round by round"

UNCLE BOB.

Fulfill Your Promises.

It is easier for a merchant to make a promise than it is to fulfill it, as this weakness is one of the traits common to humanity. But does it pay to make promises that are not kept? Most decidedly, no. Why tell a clerk you will give an increase of salary if you have no intention of doing so? Sometimes when this promised increase of wages is not received the clerk will hand in his resignation just when his services are most needed, and after his departure you realize that it would have paid better to have given the promised increase. Then, if you do a repairing business in connection with your retailing, as many dealers do, you should not promise John Smith that his boots will be done on Wednesday and keep him waiting until Saturday for them. The aforesaid John may not say much, but the chances are he will do some tall thinking, and when it comes to patronage his will most likely be missing. Then, again, when a representative of some manufacturer puts in an appearance and proceeds to talk business, you put him off with the promise of an order next time, and then turn around and give it to a salesman who calls the next week. This may seem like a little thing to you, but it is the little things that count. Downright lying, which is just the plain English for it, never benefited anybody, nor never will.

The true philanthropist is the man or woman who provides work for the wage-earners.

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.

Don't Lie.....



Awake nights figuring out some plan for increasing sales and making more money. Sleep nights and write to us daytimes for prices on mixed carloads of Spring and Winter Wheat Flour, Bran, Middlings, Corn, Oats, Meal, Feed, Rye, Buckwheat, or anything else in the milling line. You will be so well pleased with the result that you can retire early and sleep late.

VALLEY CITY MILLING CO.,

Sole Manufacturers of Lily White Flour.

Grand Rapids, Mich.

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.

Special Meeting of the Board of Directors, K. of G.

Grand Rapids, Jan. 20.—At a special meeting of the Board of Directors of the Michigan Knights of the Grip, held at Hotel Downey, Lansing, Jan. 18, 1896, all the members were present, with the exception of Director Tyler, who was detained at home by illness.

Secretary Owen presented his financial report, showing the receipts from Dec. 30 to Jan. 18, to be \$465 in the general fund and \$30 in the death fund, making a total of \$495, which amount he had turned over to the Treasurer.

Treasurer Frost presented his report for the same period, showing \$1,170.55 on hand in the general fund and \$368.58 in the death fund, making a total of \$1,539.13. The report was accompanied by a statement from the cashier of the National City Bank of Lansing that the balance to the credit of J. J. Frost, Treas., on Jan. 18, was \$1,539.13.

The reports of the Secretary and Treasurer were reported correct by the Finance Committee and were accepted and adopted.

The following bills were pronounced correct by the Finance Committee and the Secretary was instructed to draw orders for the sums:

Secretary's salary to date	\$382.95
Treasurer's salary to date	35.86
Tradesman Company, printing and stationery	70.80
Secretary's postage account	57.75
J. J. Frost, printing	1.75
S. E. Symons, attendance at Board meeting	5.95
Geo. F. Owen, attendance at Board meeting	5.70
John H. Wood, attendance at Board meeting	4.02
B. D. Palmer, attendance at Board meeting	4.05
A. F. Peake, attendance at Board meeting	3.73
F. R. Streat, attendance at Board meeting	3.00

President Symons announced the following standing committees, which were confirmed:

Legislative—E. P. Waldron, Chairman, St. Johns; N. B. Jones, Lansing; L. M. Mills, Grand Rapids.

Railroad—C. S. Kelsey, Chairman, Battle Creek; Leo A. Caro, Grand Rapids; Henry P. Goppelt, Saginaw, E. S. Hotel—Geo. A. Reynolds, Chairman, Saginaw, E. S.; A. W. Stitt, Jackson; J. C. Saunders, Lansing.

Bus and Baggage—Giles C. Burnham, Chairman, Detroit; A. Sant, Menominee; M. J. Moore, Jackson.

Employment and Relief—A. E. Smith, Chairman, Saginaw, E. S.; Thos. Madill, Detroit; Frank L. Nixon, Kalamazoo.

The appointment of John M. Fitch (Corunna) as Chaplain and C. L. Lawton (Grand Rapids) as Sergeant-at-Arms was approved by the Board.

Communications from Wm. S. Cooper, of Lansing, and Fred Kohl, of Quincy, were read, and, on motion of Director Hammell, the Board instructed the Secretary to write Mr. Kohl, recommending that he make a satisfactory settlement with Mr. Cooper for the coat and also for the statements made by him in relation to the affair.

A. F. Peake presented the following resolution, which was adopted by the affirmative vote of all the members present:

Resolved—That the members of the Board of Directors of the Michigan Knights of the Grip do petition and earnestly pray for a 1,000 mile interchangeable mileage book, good over the different railroads of Michigan; and, further

Resolved—That we present this petition to the Railroad Passenger Agents of Michigan for their consideration.

The claim of Mrs. Nellie P. Field, as beneficiary of the late Albert L. Field for the sum of \$500, was approved and the Secretary was instructed to draw an order on the Treasurer for the amount.

The following resolution was presented by Director Peake and unanimously adopted:

Resolved—That it be the sense of the Board of Directors that, inasmuch as the claim of R. W. Jacklin in regard to expenses to the Atlanta Congress did not come before the convention, as was intended in the resolution adopted at the last Board meeting, therefore

Resolved—That we, the Board, do not feel justified in allowing the same.

The Secretary was instructed to have printed the necessary application blanks and also to make a contract for the printing of 3,000 certificates of membership for active members and 500 certificates for honorary members.

It was decided to hold the next meeting of the Board at the Hudson House, Lansing, on March 7.

There being no further business, the meeting adjourned.

GEO. F. OWEN, Sec'y.

Thanks of the Saginaw Boys.

Saginaw, Jan. 18.—At the last meeting of Post F, Michigan Knights of the Grip, a committee was appointed to draft certain resolutions, and the following have been reported:

Resolved, That Post F, collectively and individually, acknowledges with pleasing recollections the untiring efforts of Post A, of Lansing, to secure the comfort and welfare of every guest, and the gracious hospitality of their ladies toward the wives and daughters of visiting members, and the provision for entertainment, which was worthy of future emulation.

Also that the thanks of the Post be extended to the Flint & Pere Marquette Railway, for liberal rates and excellent train service furnished.

To Boos' Light Infantry band, for its superlative music and faithful attendance, and the cheerful manner in which it rendered extra service free of charge.

To Colonel A. T. Bliss and all others who donated so liberally to enable the Post to be represented by so fine a musical organization as Boos' band.

To the press of the State, for its liberal notices of the convention and the courteous treatment accorded, and last but not least, to the members of the organization throughout the State for their handsome endorsement of Saginaw, and our fellow citizen, Samuel E. Symons, in electing him to the honorable position of President of the Michigan Knights of the Grip.

A. G. ELLIS.

J. P. HEMMETER,
Committee on Resolutions.

Gripsack Brigade.

Learn to be quick to detect any little peculiarity in a customer's nature—it pays.

The "loaded" traveling man is in one respect, at least, similar to a gun. He gets "fired."

An indisputable instrumentality to modern development, progress and civilization—the drummer.

The method of doing business and the treatment of customers go a long way toward making a successful salesman.

You often meet men who want the earth. Such fellows should remember the experience of Adam and Eve, who had it once.

"Who is the commercial traveler, anyhow?" asks an exchange. Well, that's easy. He is a capable, intelligent, shrewd and reliable business man.

"What man has done man can do." The man on the road who learns this lesson can accomplish possibilities that before seemed out of reach.

To the honor of most commercial travelers it must be admitted that they represent the interests of the firms they travel for, and but very seldom misrepresent them.

There are men on the road who are almost successful in effecting sales. "Almost" is a dangerous word. What a firm requires of its representatives is "orders" and lots of them.

The triumphs of the American commercial travelers' skill and activity in the business world have aroused the industrial energy and given inspiration the inventive genius of the entire continent.

The commercial traveler is ready at all times to raise his voice or wield his influence for his own or his firm's or his country's good, for he is an intelligent, patriotic, progressive and loyal citizen.

The President and Secretary of the M. K. of G. have awarded the contract for getting up the new membership certificates to the Tradesman Company, its competitive design being considered the most acceptable, workmanship and expense considered.

In this enlightened age oxygen is hardly considered more essential to combustion or respiration to human life than is the traveling salesman to the continued development of this country's commerce and to the financial success of our great manufacturing, jobbing and wholesale establishments.

It is the duty of every commercial traveler to encourage publications of character devoted to the interests of traveling salesmen, by subscribing to one or more. Such publications are as much a part of your business and as necessary to your business as your sample trunk and order book.

A great deal of trouble is being saved the merchant nowadays, owing to the regular visits of the king of the grip to his establishment. Instead of compelling him to pay his railroad fare to and from some distant wholesale center when in need of goods, he permits him to remain at home and brings samples to him to select from, and thus the merchant is not dependent upon anyone line—but hundreds of lines are offered for his inspection.

Owing to the rapidity and universality of his locomotion, the traveling man comes in quick and consecutive contact with every class and clan of the human race. His continuous intermingling with and observation of the varied and diverse elements of human interest, sentiments and society, have necessarily broadened his gauge and liberalized his mind. Sectionalism is not a constituent element of his composition, hence he is a diplomat—a potent agency in harmonizing National and international sentiment, bringing sections and nations into a more tolerant and sympathetic touch with one another.

Our attention has been called to the advisability of firms, when sending letters or other mail to their traveling salesmen in care of a business house, stating conspicuously on the envelope that the person to whom it is addressed is one of their salesmen. It happens at times that one of the employees of the house has the same name as the traveling salesman, so that letters are opened in mistake. What is perhaps of more consequence is that frequently such mail is returned to the letter-carrier as the house does not know of any one who is expected to call for such letters. As a general rule, letters for salesmen on the road should not be addressed to them at any place except their hotel; but, when this is not practicable, the observance of the foregoing hints will greatly tend to simplify matters and prevent delay in delivery.

Said a traveling man at the Morton House the other night: "There are three men in Oceana county, Messrs. Perkins, Fuller and Tennant, who deserve the gratitude of all the traveling men who visit that county, for through their efforts we can talk with Walkerville, Crystal Valley, Ferry and other points in the county over the farmers' telephone line. Some time ago these three men, who knew as much about the telephone business as they did about dancing the two-step in patent leathers, got it into their heads that a telephone line out into the country was what the farmers of Oceana county wanted. They formed a telephone company with \$1,000 capital and paid in \$300. To-day the company has forty-one miles of wire with thirteen telephone stations. They have built into Walkerville, Crystal and Ferry, are within eight miles of Hesperia and will hustle to get into Mears, Shelby and Pentwater this year. From Hesperia they intend to go to Fremont and down to Muskegon, where the Harrison Telephone Co. of Grand Rapids has promised to meet them. They have their central office at Hart. They pay no salaries and have paid all debts as they have gone along. Farmers come to the different telephone stations through the county and pay a small sum for the privilege of telephoning, and you have no idea how convenient this is for the many farms around one station. A traveling man, when he gets to Hart, calls up his customers at the small towns and finds out if it is necessary to drive out to their places of business, which is a great benefit to them. This company charges \$25 for a phone for the first two years and \$10 after that per year. Out of this \$25 paid the company pays \$16 for a phone. They are using the Schomberg-Carlson telephone, of which they say you can hear a watch tick eight feet away. As Oceana county is getting to be a great orchard county, with a tendency toward small farms of forty acres each, this telephone line cannot but get a large number of telephones, as it will be a convenience to the farmers to ascertain the prices and about shipments each day and to talk with the business men at the county seat. Some of the new counties in Northern Michigan can give pointers to the counties in Southern Michigan."

Bank Notes.

The stockholders of the Second National Bank of Saginaw have voted to increase the capital stock from \$150,000 to \$200,000. The \$50,000 new stock will be sold at \$250 per share, thus realizing \$125,000 additional capital and surplus, which will make the total capital, surplus and undivided profits nearly \$500,000.

Lee Bros. & Co., of Dowagiac, have opened their Buchanan bank for business.

H. S. Hull has been elected President of the First National Bank of Traverse City, J. T. Beadle resuming his former position of Vice-President.

Cutler House in New Hands.

H. D. and F. H. Irish, formerly landlords at the New Livingston Hotel, at Grand Rapids, have leased the Cutler House, at Grand Haven, where they bespeak the cordial co-operation and support of the traveling public. They will conduct the Cutler House as a strictly first-class house, giving every detail painstaking attention.

BADGES.

Detroit
Rubber Stamp
Company.

99 Griswold St.

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—S. P. WHITMARSH, Palmyra;
G. C. PHILLIPS, Armada.
Secretary, B. SCHROEDER, Grand Rapids.
Treasurer, WM. DUPONT, Detroit.
Executive Committee—F. J. WENZBURG, Grand Rapids; F. D. SREYENS, Detroit; H. G. COLMAN, Kalamazoo; E. T. WEBB, Jackson; D. M. RUSSELL, Grand Rapids.

The Drug Market.

Acetanilid—The demand is only moderate and a continued quiet feeling prevails, but holders maintain firm views owing to the strong position of raw material, and prices are well sustained.

Acids—The movement of leading descriptions into consuming channels is steadily improving and the general market is gradually assuming a more active appearance. The principal change in values was an advance on Thursday last of 1 cent per lb. in manufacturers' quotations for tartaric, due to the higher cost of crude material. Carbolic has again advanced abroad and the market here is hardening.

Arsenic—The temporary scarcity of powdered white continues, and the market is firm.

Balsams—The jobbing demand for copaiba continues active with prices unchanged and steady. Tolu continues to reflect an easier tendency. Peru is only in moderate request but with stocks light and under good control. Canada fir is quiet and easy with more sellers than buyers.

Beans—There is a steady market for all varieties but no business in excess of jobbing transactions.

Cacao Butter—The higher prices realized at the regular monthly sales in London and Amsterdam on Tuesday last have influenced a firmer feeling among holders of the limited stock here, and prices for bulk have been advanced.

Caffeine—There is no particular change in the situation and the inquiry has continued light.

Codeine—In the absence of important demand or new developments in opium, prices remain unchanged with pure in bulk held steadily.

Colocynth Apples—Values are steadily hardening for all varieties.

Cream Tartar—On Thursday last manufacturers advanced their quotations 10 per lb. The improvement is due to the higher cost of crude argols and the market is firm in tone, but a few small lots in outside hands might yet be had at a shade under prices.

Cubeb Berries—Are slow of sale and the market remains dull with the jobbing quotations more or less nominal.

Cuttle Fish Bone—The inquiry has continued light, but holders relax none of their firmness and former prices are steadily maintained.

Essential Oils—There is no special activity in any description and the general market is without much animation. Cassia is easier. Sanderson's lemon has been reduced. Rose is firmer owing to stronger markets abroad.

Glycerine—The market continues firm with the demand fair from manufacturing consumers, but there is no further change in prices.

Gums—Camphor continues to be the chief article of interest in this department, but there is no change in manufacturers' prices of domestic refined, and no important business is reported. There is a large demand for Japanese, mostly for forward deliveries, but sellers decline to make contracts and will sell on the spot only. Aleppo tragaanth continue firm at the recent advance, with a fairly good consuming demand. The principal holders of Kino, who have practically controlled the article for the past four years, have withdrawn their support from the market and prices have declined.

Leaves—Short buchu and the various kinds of senna are all in good jobbing request and steady at previous prices.

Menthol—Is moving in a small jobbing way only and prices remain nominally steady.

Morphine—Nothing of consequence has transpired since the advance noted last week, and the market has ruled quiet.

Opium—Nothing has occurred during the past week that calls for extended mention and the market has ruled quiet. The volume of business reported is small and no interest is manifest in round lots.

Quicksilver—A continued inactive market is noted with prices unchanged and steady at the former range.

Rochelle Salts—Have been advanced.

Seeds—Dutch caraway is very firm and tending upward. Celery quiet but firm. Russian hemp has declined. Stocks of coriander are accumulating and prices are weak for bleached.

Seidlitz Mixture—Is higher in sympathy with other tartar preparations.

Druggists Cannot Be Convicted for a Single Sale.

Lansing, Jan. 18—Another difficulty has been added to those which already exist in convicting violators of the local option law. Frank Brainard, of Charlotte, was found guilty of retailing liquor as a beverage from his drug store. The prosecutor relied upon proofs of a single unlawful sale.

The Supreme Court holds that, while it is clear a druggist cannot sell liquor as a beverage, a charge of this nature, based upon proofs of a single sale, is an attempt to charge invalid and unlawful sale in such general language that the accused is given no information of the precise offense which it is the intention of the prosecution to prove.

Under such a general information, the slightest infraction of the regulations relating to druggists would render a druggist liable for keeping a place prohibited by law. Such was not the intent of the Legislature.

To Discuss Box and Cartage.

The Western drug jobbers meet in Chicago this week and go over the whole question again of free box and cartage. The charges are considered in the West as perfectly legitimate, and there is a desire to check the alleged encroachments of jobbers in the East who decline to restore the charges. It is claimed that in some instances the cost of boxes and cartage is added to the price of goods. This question promises to monopolize as much attention as the rebate plan. The result of the Chicago meeting is awaited with interest.

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

GYPFINE

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 GYPFINE is Effective, selling not only GYPFINE, but other goods in their Lines, as well. Write for Prices, copy of "Gypfine Advocate," and Advertising Plan.

DIAMOND WALL FINISH CO.,
Sole Makers of Gypfine. 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 (½ 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.

Candy!

A. E. BROOKS & CO., 5 & 7 South Ionia St.,
GRAND RAPIDS, MICH.

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

BRUSHES FOR OFFICES



One side of the brush is made stiff, making it exceptionally convenient and durable for office use. Send for catalogue to the

MICHIGAN BRUSH CO., GRAND RAPIDS, MICH.



**Grand Rapids
....Brush Co.**

MANUFACTURERS OF

BRUSHES

Our Goods are sold by all Michigan Jobbing Houses.

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.



SELL THESE

CIGARS

and give customers
GOOD SATISFACTION.

WHOLESALE PRICE CURRENT.

Advanced—Sugar of Milk, Oil of Orange, Turpentine.

Declined—White Lead.

Acidum		Conium Mac.		Scilla		Sinapis		Lard, No. 1	
Aceticum, German	80¢ 10	Copaiba	35¢ 65	Tolutan	50¢ 50	Sinapis, opt.	18	Linseed, pure raw	40 43
Benzoicum, German	65¢ 75	Cubebae	1 50¢ 1 60	Prunus virg.	50¢ 50	Snuff, Maccaboy, De	30	Linseed, boiled	42 45
Boric	15	Exechthitos	1 20¢ 1 30	Tinctures		Voes	34	Neatsfoot, winter	65 79
Carbolicum	26¢ 36	Erigeron	1 20¢ 1 30	Aconitum Napellis R	60	Soda Boras, po.	7	Spirits Turpentine	38 42
Citricum	44¢ 46	Gaultheria	1 50¢ 1 60	Aconitum Napellis F	60	Soda et Potass Tart.	25¢ 27	Paints	
Hydrochlor	30¢ 5	Geranium, ounce	60¢ 75	Aloes	60	Soda, Carb.	1 1/2¢ 2	Red Venetian	13 1/2 2 1/2
Nitrocum	10¢ 12	Gossypii, Sem. gal.	60¢ 75	Aloes and Myrrh	60	Soda, Bi-Carb.	3 1/2¢ 4	Ochre, yellow Mars	13 1/2 2 1/2
Oxalicum	10¢ 12	Hedeoma	1 25¢ 1 40	Arnica	60	Soda, Sulphas	3 1/2¢ 4	Ochre, yellow Ber.	13 1/2 2 1/2
Phosphoricum, dil.	6¢ 21	Juniper	90¢ 2 00	Assafetida	50	Spts. Cologne	50¢ 55	Putty, commercial	2 1/2 2 1/2
Salicylicum	55¢ 65	Lavendula	90¢ 2 00	Atrope Belladonna	60	Spts. Myreia Drm.	2 60	Putty, strictly pure	2 1/2 2 1/2
Sulphuricum	1 1/2¢ 1 60	Limonis	1 30¢ 1 50	Aurant Cortex	60	Spts. Ether Co.	50¢ 55	Vermilion, Prime	13 1/2 15
Tannicum	1 40¢ 1 60	Mentha Piper	2 25¢ 3 00	Benzoiz	60	Spts. Vini Rect. bbl.	2 49	Vermilion, English	70¢ 75
Tartaricum	30¢ 39	Mentha Verid.	2 25¢ 3 00	Benzoiz Co.	50	Spts. Vini Rect. 1/2 bbl.	2 54	Green, Paris	20 1/2 25
Ammonia		Morhuag, gal.	1 75¢ 1 75	Barosma	50	Spts. Vini Rect. 10 gal	2 57	Green, Peninsular	13 1/2 16
Aqua, 16 deg.	40¢ 6	Myrcia, ounce	50¢ 50	Cantharides	75	Less 5¢ gal. cash	2 59	Lead, Red	5 1/4 5 1/4
Aqua, 20 deg.	60¢ 8	Olive	90¢ 3 00	Capsicum	75	10 days		Lead, white	5 1/4 5 1/4
Carbonas	12¢ 14	Piels Liquida	10¢ 12	Cardamon	75	Strychnia, Crystal	1 40¢ 1 45	Whiting, white Span	60 90
Chloridum	12¢ 14	Piels Liquida, gal.	35¢ 35	Cardamon Co.	75	Sulphur, Subl.	2 1/2¢ 3	Whiting, gliders	60 90
Aniline		Ricini	91¢ 96	Castor	1 00	Sulphur, Roll	2 1/2¢ 3	White, Paris Amer.	1 00
Black	2 00¢ 2 25	Rosmarini	6 50¢ 8 50	Catechu	50	Tamarinds	8¢ 10	Whiting, Paris Eng.	1 00
Brown	80¢ 1 00	Succini	40¢ 45	Cinchona	50	Terebenth Venice	28¢ 30	Universal Prepared	1 00¢ 1 15
Red	45¢ 50	Sabina	90¢ 1 00	Cinchona Co.	50	Theobromae	42¢ 45	Varnishes	
Yellow	2 50¢ 3 00	Santal	5 00¢ 7 00	Columba	50	Vanilla	9 00¢ 16 00	No. 1 Turp Coach	1 10¢ 1 20
Bacca		Sassafras	5 00¢ 5 55	Cubeba	50	Zinci Sulph.	70¢ 8	Extra Turp	1 60¢ 1 70
Cubebae, po. 25	20¢ 25	Sinapis, ess., ounce	60¢ 65	Cassia Acutifol	50	Oils		Coach Body	2 75¢ 3 00
Juniperus	8¢ 10	Tiglli	1 00	Cassia Acutifol Co	50	Whale, winter	BBL. GAL. 70 70	No. 1 Turp Furn	1 00¢ 1 10
Xanthoxylum	25¢ 30	Thyme	40¢ 50	Digitalis	50	Lard, extra	60 65	Extra Turk Damar	1 55¢ 1 60
Balsamum		Thyme, opt.	1 60	Ergot	50	Siedlitz Mixture	20 22	Jap. Dryer, No. 1 Turp	70¢ 75
Copaiba	45¢ 50	Theobromas	15¢ 20	Ferri Chloridum	35	Miscellaneous			
Peru	2 80	Potassium		Gentian Co.	60	Ether, Spts. Nit. 3 F	30¢ 35	HAZELTINE & PERKINS	
Terabin, Canada	40¢ 45	Bi-Barb.	15¢ 18	Guiaea	50	Ether, Spts. Nit. 4 F	34¢ 38	DRUGS	
Tolutan	75¢ 80	Bichromate	13¢ 15	Guiaea ammon.	50	Alumen	24¢ 3	= DRUGS =	
Cortex		Bromide	45¢ 48	Hyoeyamus	50	Alumen, gro'd. po. 7	30¢ 4	Importers and Jobbers of	
Abies, Canadian	18	Carb.	12¢ 15	Iodine	75	Annatto	40¢ 50	Chemicals and Patent Medicines.	
Cassia	12	Chlorate, po. 17@19c	16¢ 18	Iodine, colorless	75	Antimoni, po.	4¢ 5	Dealers in	
Cinchona Flava	18	Cyanide	50¢ 55	Kino	50	Antimoni et Potass T	55¢ 60	PAINTS, OILS AND VARNISHES	
Euonymus atropurp	30	Iodide	2 90¢ 3 00	Lobelia	50	Antipyrin	1 40	Full line of staple druggists' sun-	
Myrica Cerifera, po.	21	Potassa, Bitart, pure	29¢ 31	Myrrh	50	Antifebrin	1 40	dries.	
Prunus Virginl.	12	Potassa, Bitart, com	29¢ 31	Nux Vomica	50	Argent Nitras, oz	53	We are sole proprietors of	
Quillaia, gr'd.	10	Potass Nitras, opt.	8¢ 10	Opil	75	Arsenicum	8¢ 10	Weatherly's Michigan Catarrh	
Sassafras	12	Potass Nitras	7¢ 9	Opil, camphorated	50	Bismuth S. N.	1 30¢ 1 30	Remedy.	
Ulmus, po. 15, gr'd	15	Sulphate po.	15¢ 18	Opil, deodorized	1 50	Calcium Chlor. 1s.	10	We have in stock and offer a full	
Extractum		Radix		Rhatany	50	Calcium Chlor. 1/2s.	10	line of Whiskies, Brandies, Gins,	
Glycyrrhiza Glabra	24¢ 25	Aconitum	20¢ 25	Rhei	50	Calcium Chlor. 1/4s.	10	Wines and Rums.	
Glycyrrhiza, po.	33¢ 35	Althae	22¢ 25	Rhei, cut	50	Capsiei Fructus, af.	15	We sell Liquors for medicinal	
Hamatox, 15 lb box	11¢ 14	Anchusa	12¢ 15	Rhei, pv.	75¢ 1 35	Capsiei Fructus, po.	15	purposes only.	
Hamatox, 1s	13¢ 14	Arum po.	6¢ 25	Spigelia	35¢ 38	Caryophyllus, po. 15	10¢ 12	We give our personal attention	
Hamatox, 1/2s	14¢ 15	Calamus	20¢ 25	Sanguinaria, po. 25	20	Carmine, No. 40	3 75	to mail orders and guarantee satis-	
Hamatox, 1/4s	16¢ 17	Gentiana	8¢ 10	Serpentaria	50¢ 55	Cera Alba, S. & F	50¢ 55	faction.	
Ferru		Glycyrrhiza, pv. 15	16¢ 18	Senega	55¢ 60	Cera Flava	40¢ 42	All orders shipped and invoiced	
Carbonate Precip.	15	Hydrastis Canaden	30	Similax, officinalis H	40	Cocous	40	the same day we receive them.	
Citrate and Quinia	3	Hydrastis Can. po.	35	Smilax, M.	25	Cassia Fructus	25	Send a trial order.	
Citrate Soluble	80	Hellebore, Alba, po.	15¢ 20	St. Ilae	10¢ 12	Centraria	10	HAZELTINE & PERKINS DRUG CO.	
Ferrocyanidum Sol.	50	Inula, po.	15¢ 20	Symplocarpus, Feti-	35	Cetaceum	45	Full line of staple druggists' sundries.	
Solut. Chloride	15	Ipeacae, po.	1 65¢ 1 75	us, po.	35	Chloroform	60¢ 63	We are sole proprietors of	
Sulphate, com'l, by	2	Iris plox. po. 35@38	35¢ 40	Valeriana, Eng. po. 30	20	Chloroform, squibbs	1 25	Weatherly's Michigan Catarrh	
bbl, per cwt.	50	Maranta, 1/4s	40¢ 45	Valeriana, German	18¢ 20	Chloral Hyd Crst.	1 15¢ 1 30	Remedy.	
Sulphate, pure	7	Podophyllum, po.	15¢ 18	Zingiber a.	18¢ 20	Chondrus	20¢ 25	We have in stock and offer a full	
Flora		Rhei	75¢ 1 00	Zingiber j.	23¢ 25	Cinchonidine, P. & W	15¢ 20	line of Whiskies, Brandies, Gins,	
Arnica	12¢ 14	Rhei, cut	75¢ 1 35	Semen		Cinchonidine, Germ	3 1/2¢ 12	Wines and Rums.	
Anthemis	18¢ 25	Rhei, pv.	75¢ 1 35	Anisum, po. 20	15	Cocaine	5 65¢ 5 25	We sell Liquors for medicinal	
Matricaria	18¢ 25	Spigelia	35¢ 38	Apium (graveleons)	14¢ 16	Corks, list, dis. pr. ct.	65	purposes only.	
Folia		Sanguinaria, po. 25	20	Bird, 1s.	4¢ 6	Creosotum	35	We give our personal attention	
Barosma	20¢ 30	Serpentaria	50¢ 55	Cardamom	1 00¢ 1 25	Creta, totum	35	to mail orders and guarantee satis-	
Cassia Acutifol, Tin-	18¢ 25	Senega	55¢ 60	Cardamom	1 00¢ 1 25	Creta, prep.	9¢ 11	faction.	
nevelly	18¢ 25	Similax, officinalis H	40	Cardamom	1 00¢ 1 25	Creta, Rubra	8	All orders shipped and invoiced	
Cassia Acutifol, Aix.	25¢ 30	Smilax, M.	25	Cardamom	1 00¢ 1 25	Crocus	50¢ 55	the same day we receive them.	
Salvia officinalis, 1/4s	42¢ 20	St. Ilae	10¢ 12	Cardamom	1 00¢ 1 25	Cudbear	50¢ 55	Send a trial order.	
and 1/2s	42¢ 20	Symplocarpus, Feti-	35	Cardamom	1 00¢ 1 25	Dextrine	10¢ 12	HAZELTINE & PERKINS DRUG CO.	
Ura Ursi	8¢ 10	us, po.	35	Cardamom	1 00¢ 1 25	Ether Sulph.	75¢ 90	GRAND RAPIDS, MICH.	
Gummi		Valeriana, Eng. po. 30	20	Cardamom	1 00¢ 1 25	Emery, all numbers	8	Full line of staple druggists' sundries.	
Acacia, 1st picked	60	Valeriana, German	18¢ 20	Cardamom	1 00¢ 1 25	Emery, po.	8	We are sole proprietors of	
Acacia, 2d picked	40	Zingiber j.	23¢ 25	Cardamom	1 00¢ 1 25	Ergota	30¢ 35	Weatherly's Michigan Catarrh	
Acacia, 3d picked	30	Spiritus		Cardamom	1 00¢ 1 25	Flake White	12¢ 15	Remedy.	
Acacia, sifted sorts.	20	Anisum, po. 20	15	Cardamom	1 00¢ 1 25	Galla	22	We have in stock and offer a full	
Acacia, po.	60¢ 80	Apium (graveleons)	14¢ 16	Cardamom	1 00¢ 1 25	Gambier	8¢ 9	line of Whiskies, Brandies, Gins,	
Aloe, Barb. po. 20@28	14¢ 18	Bird, 1s.	4¢ 6	Cardamom	1 00¢ 1 25	Gelatin, Cooper	60	Wines and Rums.	
Aloe, Cape po. 15	14¢ 18	Cardamom	1 00¢ 1 25	Cardamom	1 00¢ 1 25	Gelatin, French	30¢ 50	We sell Liquors for medicinal	
Aloe, Socotri. po. 45	30	Cardamom	1 00¢ 1 25	Cardamom	1 00¢ 1 25	Glassware, flint, box	60, 10 & 10	purposes only.	
Ammoniac	55¢ 60	Cardamom	1 00¢ 1 25	Cardamom	1 00¢ 1 25	Glue, brown	9¢ 12	We give our personal attention	
Assafetida, po. 35	30¢ 35	Cardamom	1 00¢ 1 25	Cardamom	1 00¢ 1 25	Glue, white	13¢ 25	to mail orders and guarantee satis-	
Benzoinum	50¢ 55	Cardamom	1 00¢ 1 25	Cardamom	1 00¢ 1 25	Glycerina	19¢ 26	faction.	
Catechu, 1s.	13	Cardamom	1 00¢ 1 25	Cardamom	1 00¢ 1 25	Grana Paradisi	22	All orders shipped and invoiced	
Catechu, 1/2s.	16	Cardamom	1 00¢ 1 25	Cardamom	1 00¢ 1 25	Humulus	25¢ 55	the same day we receive them.	
Catechu, 1/4s.	63¢ 68	Cardamom	1 00¢ 1 25	Cardamom	1 00¢ 1 25	Hydraag Chlor Mite	79	Send a trial order.	
Camphora	63¢ 68	Cardamom	1 00¢ 1 25	Cardamom	1 00¢ 1 25	Hydraag Chlor Cor	69	HAZELTINE & PERKINS DRUG CO.	
Euphorbium, po. 35	10	Cardamom	1 00¢ 1 25	Cardamom	1 00¢ 1 25	Hydraag Ox Rub'm	69	GRAND RAPIDS, MICH.	
Galbanum	1 00	Cardamom	1 00¢ 1 25	Cardamom	1 00¢ 1 25	Hydraag Unguentum	45¢ 55	Full line of staple druggists' sundries.	
Gamboge po.	65¢ 70	Cardamom	1 00¢ 1 25	Cardamom	1 00¢ 1 25	Hydrargyrum	65	We are sole proprietors of	
Gualacum, po. 35	35	Cardamom	1 00¢ 1 25	Cardamom	1 00¢ 1 25	Ichthyobolla, Am.	1 25¢ 1 50	Weatherly's Michigan Catarrh	
Kino	2 50	Cardamom	1 00¢ 1 25	Cardamom	1 00¢ 1 25	Indigo	75¢ 1 00	Remedy.	
Mastic	40	Cardamom	1 00¢ 1 25	Cardamom	1 00¢ 1 25	Iodine, Resubi.	3 80¢ 3 90	We have in stock and offer a full	
Myrrh	45	Cardamom	1 00¢ 1 25	Cardamom	1 00¢ 1 25	Iodoform	4 70	line of Whiskies, Brandies, Gins,	
Opil, po. \$3.00@3.20	2 25¢ 2 30	Cardamom	1 00¢ 1 25	Cardamom	1 00¢ 1 25	Lupulin	2 25	Wines and Rums.	
Shellac	4¢ 6	Cardamom	1 00¢ 1 25	Cardamom	1 00¢ 1 25	Lycopodium	60¢ 65	We sell Liquors for medicinal	
Shellac, bleached	40¢ 45	Cardamom	1 00¢ 1 25	Cardamom	1 00¢ 1 25	Maeis	65¢ 75	purposes only.	
Tragacanth	50¢ 80	Cardamom	1 00¢ 1 25	Cardamom	1 00¢ 1 25	Liquor Arsen et Hy-	27	We give our personal attention	
Herba		Cardamom	1 00¢ 1 25	Cardamom	1 00¢ 1 25	drang Iod.	12	to mail orders and guarantee satis-	
Absinthium, oz. pkg	25	Cardamom	1 00¢ 1 25	Cardamom	1 00¢ 1 25	Liquor Potass Arsinat	10¢ 12	faction.	
Eupatorium, oz. pkg	25	Cardamom	1 00¢ 1 25	Cardamom	1 00¢ 1 25	Magnesia, Sulph.	2 1/2¢ 4	All orders shipped and invoiced	
Lobelia, oz. pkg	25	Cardamom	1 00¢ 1 25	Cardamom	1 00¢ 1 25	Magnesia, Sulph, bbl	14	the same day we receive them.	
Majorum, oz. pkg	25	Cardamom	1 00¢ 1 25	Cardamom	1 00¢ 1 25	Mannia, S. F.	60¢ 63	Send a trial order.	
Mentha Pip. oz. pkg	23	Cardamom	1 00¢ 1 25	Cardamom	1 00¢ 1 25	Menthol	50	HAZELTINE & PERKINS DRUG CO.	
Mentha Vir. oz. pkg	35	Cardamom	1 00¢ 1 25	Cardamom	1 00¢ 1 25	GRAND RAPIDS, MICH.			
Rue, oz. pkg	39	Cardamom	1 00¢ 1 25	Cardamom					

GROCERY PRICE CURRENT.

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

AXLE GREASE. doz. gross Aurora.....55 6 00 Castor Oil.....60 7 00 Diamond.....50 5 50 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 books, per 100.....2 00 \$2 books, per 100.....2 50 \$3 books, per 100.....3 00 \$5 books, per 100.....3 50 \$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	Raisins. Ondura 29 lb boxes.....70 8 Sultana 20 lb boxes.....63 4 Valencia 30 lb boxes.....74 4 FARINACEOUS GOODS. Farina. Bulk.....3 Grits.....2 00 Walsh-DeRoo Co.'s.....2 00 Hominy. Barrels.....3 25 Flake, 50 lb. drums.....1 50 Lima Beans. Dried.....4 Maccaroni 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 Rolls Oats. Schumacher, bbl.....3 25 Schumacher, 1/2 bbl.....1 75 Monarch, bbl.....2 65 Monarch, 1/2 bbl.....1 45 Quaker, cases.....3 20 Oven Baked.....3 25 Lakeside.....2 25 Sago. German.....4 East India.....3 1/2 Wheat. Cracked, bulk.....3 24 2 lb packages.....2 40 Breakfast Food. Pettijohn's Best.....3 10 Buckwheat Flour. Excelsior Self Rising.....1 90 Case of 2 doz.....1 75 Five case lots.....1 75	Jennings. Lemor 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 FLY PAPER. Tanglefoot. "Regular" Size. Less than one case, per box.....32 One to five cases, per case.....2 75 Five to ten cases, per case.....2 65 Ten cases, per case.....2 55 "Little" Tanglefoot. Less than one case, per box.....13 One to ten cases, per case.....1 45 Ten cases, per case.....1 40 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.  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.....27 Choice.....30 Fancy.....30 Half-barrels 3c extra. OIL CANS. Crystal valve, per doz.....4 00 Crystal valve, per gross.....36 00 PICKLES. Medium. Barrels, 1,200 count.....3 75 Half bbls, 600 count.....2 00 Small. Barrels, 2,400 count.....4 75 Half bbls, 1,200 count.....2 50 PIPES. Clay, No. 216.....1 70 Clay, T. D. full count.....65 Cob, No. 3.....1 20 POTASH. 48 cans in case.....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 Cattle Bone.....20 SYRUPS. Corn. Barrels.....15 Half bbls.....17 Pure Cane. Good.....16 Fair.....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, Amboy.....10 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.....15 Cloves, Amboy.....10 Cloves, Zanzibar.....10 Ginger, African.....15 Ginger, Cochich.....20 Ginger, Jamaica.....22 Mace, Batavia.....60 65 Mustard, Trieste.....25 Nutmegs, No. 2.....50 60 Pepper, Singapore, black.....12 Pepper, Singapore, white.....12 Pepper, Cayenne.....17 20 Sage.....18 "Absolute" in 1/2 lb. Packages Allspice.....65 Cinnamon.....75 Cloves.....70 Ginger, Cochich.....75 Mace.....2 10 Mustard.....75 Nutmegs.....2 10 Pepper, cayenne.....75 Pepper, white.....75 Pepper, black shot.....60 Saigon.....1 50 STARCH. Kingsford's Corn. 20 1-lb packages.....6 1/4 40 1-lb packages.....6 1/4 Kingsford's Silver Gloss. 40 1-lb packages.....6 1/4 6-lb boxes.....7 1/4 Common Corn. 20-lb boxes.....5 1/4 40-lb boxes.....5 1/4 Common Gloss. 1-lb packages.....4 1/4 3-lb packages.....4 1/4 6-lb packages.....5 1/4 40 and 50 lb boxes.....3 1/4 Barrels.....3 1/4 SODA. Boxes.....5 1/4 Kegs, English.....4 1/4 SALT. Diamond Crystal. Cases, 24 3-lb boxes.....1 60 Barrels, 120 2 1/2 lb bags.....3 00 Barrels, 75 4 lb bags.....2 75 Barrels, 60 5 lb bags.....2 75 Barrels, 40 7 lb bags.....2 50 Barrels, 30 10 lb bags.....2 50 Butter, 56 lb bags.....65 Butter, 20 14 lb bags.....3 50 Butter, 280 lb bbls.....2 50 Common Grades. 100 3 lb sacks.....2 60 60 5-lb sacks.....1 85 28 11-lb sacks.....1 70
BAKING POWDER. Absolute. 1/4 lb cans doz.....45 1/2 lb cans doz.....85 1 lb cans doz.....1 50 Acme. 1/4 lb cans 3 doz.....45 1/2 lb cans 3 doz.....75 1 lb cans 1 doz.....1 00 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 JaXon. 1/4 lb cans 4 doz case.....45 1/2 lb cans 4 doz case.....85 1 lb cans 2 doz case.....1 60 Our Leader. 1/4 lb cans.....45 1/2 lb cans.....75 1 lb cans.....1 50 Red Star. 1/4 lb cans.....40 1/2 lb cans.....70 1 lb cans.....1 40 BATH BRICK. 2 dozen in case. American.....70 English.....80	COFFEE. Green. Fair.....18 Good.....19 Prime.....21 Golden.....21 Peaberry.....23 Santos. Fair.....19 Good.....20 Prime.....20 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 1/2c per lb. for shrinkage. Package. Arbuckle.....18 95 Jersey.....18 95	 "Universal." \$1 books, per 100.....3 00 \$2 books, per 100.....3 50 \$3 books, per 100.....4 00 \$5 books, per 100.....5 00 \$10 books, per 100.....6 00 \$20 books, per 100.....7 00 Above prices on coupon books are subject to the following quantity discounts: 200 books or over.....5 per cent 500 books or over.....10 per cent 1000 books or over.....20 per cent Coupon Pass Books. Can be made to represent any denomination from \$10 down. 20 books.....1 00 50 books.....2 00 100 books.....3 00 250 books.....6 25 500 books.....10 00 1000 books.....17 50 Credit Checks. 500, any one denom'n.....3 00 1000, any one denom'n.....5 00 2000, any one denom'n.....8 00 Steel punch.....75	FISH. Cod. Georges cured.....@ 4 1/4 Georges genuine.....@ 6 Georges selected.....@ 6 1/2 Strips or bricks.....6 @ 9 Halibut. Chunks.....14 Strips.....11 Herring. Holland white hoops keg.....70 Holland white hoops bbl.....9 00 Norwegian.....2 55 Round 100 lbs.....1 30 Round 40 lbs.....14 Scaled.....14 Mackerel. No. 1 100 lbs.....13 00 No. 1 40 lbs.....5 50 No. 1 10 lbs.....11 75 No. 2 100 lbs.....5 00 No. 2 40 lbs.....1 32 No. 2 10 lbs.....1 32 Family 90 lbs.....55 Family 10 lbs.....55 Sardines. Russian kegs.....55 Stockfish. No. 1, 100 lb. bales.....10 1/4 No. 2, 100 lb. bales.....8 1/2 Trout. No. 1 100 lbs.....4 25 No. 1 40 lbs.....1 56 No. 1 10 lbs.....1 70 No. 1 8 lbs.....48 Whitefish. No. 1 No. 2 Fam.....2 75 100 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.....75 4 oz.....1 50 Regular Vanilla. 2 oz.....1 20 4 oz.....2 40 XX Grade Lemon. 2 oz.....1 50 4 oz.....3 00 XX Grade Vanilla. 2 oz.....1 75 4 oz.....3 50	SOUPERS. Souders' Elegant Flavoring Extracts Regular Vanilla 2 oz.....1 20 4 oz.....2 40 XX Grade Lemon. 2 oz.....1 50 4 oz.....3 00 XX Grade Vanilla. 2 oz.....1 75 4 oz.....3 50
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. 3 sifting box.....4 00 Arctic No. 5 sifting box.....8 00 Arctic 1 oz ball.....4 50 Mexican liquid 4 oz.....3 60 Mexican liquid 8 oz.....6 80 BROOMS. No. 1 Carpet.....2 20 No. 2 Carpet.....2 00 No. 3 Carpet.....1 75 No. 4 Carpet.....1 60 Parlor Gem.....2 50 Common Whisk.....85 Fancy Whisk.....1 00 Warehouse.....2 50 CANDLES. Hotel 40 lb boxes.....10 Star 40 lb boxes.....9 Paraffine.....10	COFFEE. In 1 lb. PACKAGES WITHOUT GLAZING. 16 FULL OUNCES NET. CASES 100 lbs. Equality Price 60 } less 2c per lb. CABINETS 120 lbs. SAME PRICE. 90* EXTRA FOR CABINETS. McLaughlin's XXXX.21 3 Extract. Valley City 1/4 gross.....75 Felix 1/4 gross.....1 15 Hummel's foil 1/4 gross.....1 43 Hummel's tin 1/4 gross.....1 43 COCOA SHELLS. 20 lb bags.....2 1/2 Less quantity.....3 Pound packages.....4 CREAM TARTAR. Strictly pure.....30 Telfer's Absolute.....30 Grocers'.....15 25 CONDENSED MILK. 4 doz. in case.  N. Y. Condensed Milk Co.'s brands. Gail Borden Eagle.....7 40 Crown.....6 25 Daisy.....5 75 Champion.....4 50 Magnolia.....4 25 Dime.....3 85	DRIED FRUITS. DOMESTIC. Apples. Sundried.....@ 4 1/4 Evaporated 50 lb boxes.....@ 7 California Goods. Apricots.....Bxs Bgs Blackberries.....10 @ Nectarines.....7 @ Peaches.....8 @ Pears.....8 1/2 @ Pitted Cherries.....8 1/2 @ Prunelles.....8 1/2 @ Raspberries.....8 1/2 @ Raisins. Loose Muscatels.....@ 3 1/2 2 Crown.....@ 3 1/2 3 Crown.....@ 3 1/2 4 Crown.....@ 4 1/2 FOREIGN. Currants.....@ 3 1/2 Patras bbls.....@ 3 1/2 Vostizias 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.....@ 13 Lemon Leghorn 25 lb bx.....@ 11 Orange Leghorn 25 lb bx.....@ 12 Prunes. 25 lb boxes.....@ 5 California 100-120.....@ 5 California 90-100.....@ 5 1/2 California 80-90.....@ 6 1/4 California 70-80.....@ 6 1/2 California 60-70.....@ 7 1/4 1/4 cent less in bags	SOUPERS. Souders' Elegant Flavoring Extracts Regular Vanilla 2 oz.....1 20 4 oz.....2 40 XX Grade Lemon. 2 oz.....1 50 4 oz.....3 00 XX Grade Vanilla. 2 oz.....1 75 4 oz.....3 50	SOUPERS. Souders' Elegant Flavoring Extracts Regular Vanilla 2 oz.....1 20 4 oz.....2 40 XX Grade Lemon. 2 oz.....1 50 4 oz.....3 00 XX Grade Vanilla. 2 oz.....1 75 4 oz.....3 50	SOUPERS. Souders' Elegant Flavoring Extracts Regular Vanilla 2 oz.....1 20 4 oz.....2 40 XX Grade Lemon. 2 oz.....1 50 4 oz.....3 00 XX Grade Vanilla. 2 oz.....1 75 4 oz.....3 50
CANNED GOODS. Manitowoc Brands. Lakeside Marrowfat.....1 00 Lakeside E. J.....1 30 Lakeside, Champ. of Eng.....1 40 Lakeside, Gem, Ex. Sifted.....1 65 CATSUP. Blue Label Brand. Half pint 25 bottles.....2 60 Pint 25 bottles.....4 25 Quart 1 doz. bottles.....3 00 Triumph Brand. Half pint per doz.....1 35 Pint 25 bottles.....4 50 Quart per doz.....3 75 CEMENT. Major's, per gross. 1/2 oz size.....12 00 1 oz size.....18 00 Lq. Glue, doz 9 60 Leather Cement. 1 oz size.....12 00 2 oz size.....18 00 Rubber Cement. 2 oz size.....12 00 CHEESE. Amboy.....@ 12 1/2 Acme.....@ 12 Jersey.....@ 12 Lenawee.....@ 12 Riversdale.....@ 12 1/2 Gold Medal.....@ 12 Skim.....@ 10 Brick.....@ 11 Edam.....@ 10 Leiden.....@ 20 Limburger.....@ 15 Pineapple.....@ 24 Roquefort.....@ 35 Sap Sago.....@ 18 Schweitzer, Imported.....@ 24 Schweitzer, domestic.....@ 14 Chicory. Bulk.....5 Red.....7	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 85	DRIED FRUITS. DOMESTIC. Apples. Sundried.....@ 4 1/4 Evaporated 50 lb boxes.....@ 7 California Goods. Apricots.....Bxs Bgs Blackberries.....10 @ Nectarines.....7 @ Peaches.....8 @ Pears.....8 1/2 @ Pitted Cherries.....8 1/2 @ Prunelles.....8 1/2 @ Raspberries.....8 1/2 @ Raisins. Loose Muscatels.....@ 3 1/2 2 Crown.....@ 3 1/2 3 Crown.....@ 3 1/2 4 Crown.....@ 4 1/2 FOREIGN. Currants.....@ 3 1/2 Patras bbls.....@ 3 1/2 Vostizias 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.....@ 13 Lemon Leghorn 25 lb bx.....@ 11 Orange Leghorn 25 lb bx.....@ 12 Prunes. 25 lb boxes.....@ 5 California 100-120.....@ 5 California 90-100.....@ 5 1/2 California 80-90.....@ 6 1/4 California 70-80.....@ 6 1/2 California 60-70.....@ 7 1/4 1/4 cent less in bags	SOUPERS. Souders' Elegant Flavoring Extracts Regular Vanilla 2 oz.....1 20 4 oz.....2 40 XX Grade Lemon. 2 oz.....1 50 4 oz.....3 00 XX Grade Vanilla. 2 oz.....1 75 4 oz.....3 50	SOUPERS. Souders' Elegant Flavoring Extracts Regular Vanilla 2 oz.....1 20 4 oz.....2 40 XX Grade Lemon. 2 oz.....1 50 4 oz.....3 00 XX Grade Vanilla. 2 oz.....1 75 4 oz.....3 50	SOUPERS. Souders' Elegant Flavoring Extracts Regular Vanilla 2 oz.....1 20 4 oz.....2 40 XX Grade Lemon. 2 oz.....1 50 4 oz.....3 00 XX Grade Vanilla. 2 oz.....1 75 4 oz.....3 50
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ENGLAND'S INVENTORY.

List of British Possessions Throughout the World.

Written for the TRADESMAN.

For a good many years Great Britain has been proclaiming to the world her doctrine of "Get there" and illustrating her remarks with examples taken from her own experience. So diligent has she been that there is not a quarter of the earth which has not yielded a portion to her grasping hand, and in Webster's time, the American orator found occasion to declare that government a power "which has dotted the surface of the whole globe with her possessions and military posts, whose morning drum-beat, following the sun and keeping company with the hours, circles the earth with one continuous and unbroken strain of the martial airs of England."

That is the poetic side of the question, beautifully expressed, and here is the actual summing up the English globe-dots, their extent and the number of inhabitants occupying them:

Besides the British Isles proper—England, Scotland and Ireland—there are the Channel Islands off the Northwest coast of France and the Isle of Man in the Irish Sea; Gibraltar, the "Key to the Mediterranean Sea;" Heligoland, off the estuary of the Elbe River; Malta, a naval station of great strength, and Gozo, both islands in the Mediterranean Sea, with a population not far from 150,000.

In Asia, there is India, including Hindostan and several provinces on the Eastern shore of the Bay of Bengal. Its area is 1,500,000 square miles, with a coast line of nearly 4,500 miles, and it contains a population of about 160,000,000; Ceylon, with an area of over 25,000 square miles; Malacca, with a tract of country forty miles by twenty-five, with a population of over 60,000; Singapore, an island twenty-five miles by fourteen, with a population of more than 100,000; Prince of Wales Island, with 154 square miles and a population above 50,000; Hong Kong, an island nine miles by six at the mouth of the Canton River; Aden, a town in Southwestern Arabia, with a population of more than 25,000, and Sarawak and Labuan.

Australia has an area of 3,000,000 square miles and a population of 3,500,000; Tasmania is an island to the south; and New Zealand, made up of three islands, contains nearly 100,000 square miles.

Africa furnishes, as her part of the British Empire, the Cape of Good Hope and Natal; British Central Africa; British East Africa; a generous slice of Somali Land, bordering the Gulf of Aden; Sierra Leone; two tracts of territory lying along the Gulf of Guinea and the Isle of St. Helena, "the lone rocky isle," where Napoleon was held a prisoner and where he died.

North America, north of the United States, excepting Alaska and Greenland, is under British control, and to this must be added Honduras in Central America, the islands of Bermuda, Jamaica, Trinidad, and other West Indian islands.

South America finishes the list with British Guiana and the Falkland Islands, while here and there a dot of land in different parts of the world helps to make up an empire of considerably more than 8,000,000 of square miles, with a population not far from 250,000,000.

Is it any wonder that the "Mistress of the Seas" is feeling land poor, and

that she feels forced to make the most of any little unguarded, gold-bearing property adjacent to her territory?

R. M. STREETER.

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 and Smith's Ciders—which bring \$2@2.25 for choice and \$2.50 @2.75 for fancy.

Beans—Receipts have been comparatively light. Handlers pay 80¢@90¢ for country picked, holding city picked at \$1.05 per bu.

Butter—The market is weak and sluggish, owing to dull trade and liberal receipts. Fancy dairy brings 14¢, but good to choice commands 12¢@13¢. Creamery shares the depressed feeling, having sold as low as 10¢.

Beets—25¢ per bu.

Cabbage—Stationary at \$3@4 per 100.

Celery—12½¢ per doz. bunches.

Cider—10¢ 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—Receipts have been very liberal and the local demand has not shown any improvement, although cold storage and pickled stock is pretty well out of the way. Strictly fresh bring 18¢ at present writing, but a few warm days would cause a considerable slump in price.

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¢@16¢ for white clover and 13¢@14¢ for dark buckwheat.

Lettuce—15¢ per lb.

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

Pop Corn—Rice, 3¢ per lb.

Potatoes—The market is without change and the indications are that no change for the better will occur until the local railroads make better rates to Southern points. Local shippers have urged the general freight agents here to arrange an "emergency rate," so as to afford Northern Michigan growers an outlet for their crops, but up to the present time the agitation has not met with success. Unless something is done soon, Michigan growers and shippers may as well conclude that they are destined to be shut out, so far as marketing the potato crop of 1895 is concerned. The Texas roads from St. Louis south offer to bear their proportion of a reduction in rates, but the roads between here and St. Louis stubbornly refuse to make any concessions, assuming that a reduction in rates in an emergency like the present would be taken as establishing a precedent in times when the emergency was not so great.

Seeds—Clover commands \$4.75@5 for Mammoth, \$4.55@4.70 for Medium, \$5 for Alsike, \$3.50 for Crimson and \$4.25 @4.75 for Alfalfa. Timothy commands \$1.85 for Prime and \$2 for Choice.

Squash—½¢@1¢ per lb. for Hubbard. Sweet Potatoes—The market is unchanged, Illinois Jerseys bringing \$4.25 per bbl. and \$1.45 per bu.

A principal is bound by whatever his agent may lawfully do within the scope of the power conferred, and upon the theory that where a right is conferred the power is also granted without which the right itself cannot exist, this scope includes whatever the agent may necessarily do in the performance of the particular act expressly authorized.

A Rhode Island sailor has invented a successful apparatus, it is said, by which the motion of the waves is made to furnish the propelling power for a vessel at sea, by condensing air.

The New York department of charities has provided a place where homeless people can obtain food and shelter for one night, but anyone who applies twice is sent to the workhouse.

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,
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= Oysters =

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Growers and Shippers of Fruits, Trees and Seeds.

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ANCHOR BRAND

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Oysters

FAMOUS WOLVERINE BRAND

Given best of satisfaction for eight years. In can or bulk—all grades.

OSCAR ALLYN,
106 Canal St. Phone 1001.

Tradesman Coupons are Superior

THE MODERN MISSION OF ART.

The red-letter days of the furniture exhibit are now at high tide. Grand Rapids, the acknowledged center of all that is best in the art that has made her the Mecca of the furniture devotee, has thrown open her doors and the exhibitors are busy in catering to the wants of the buyers. The designs are new and attractive. As it was well said in these columns last week, "there is a decided advantage in delicacy and artistic designs which argues well for the education of artistic taste among buyers."

Ever since the Grecian sculptor laid down his chisel and the old masters of later times put by the brush, the world has been talking of the Mission of Art. It is the ideal that is only valuable, and the only way in which art can bless the world is to portray, as well as it can, the hint of the beautiful ideal which floats before its vision. Free from all that is dross, these ideals are essentially religious, and it remained for art to embody them in enduring forms and so teach a common humanity the needed lessons of purity and truth. So the Grecian chisel touched the marble and Apollo stepped from the stone; so Giotto breathed upon the rocks and the Campanile lifted its marvelous beauty towards the sky; so Raphael glorified his conscious canvas with the radiance of the Sistine Madonna; and art, satisfied with these results, forgot, in her admiration, the toiling masses whom this divine workmanship could never reach; while the "toiling masses," convinced that these ideals were not for them, turned to the useful, the twin sister of the beautiful, to help them in their need. The prayer was heard, and the handmaiden of art turned from the cathedral and the picture gallery to the kitchen, and the modern mission of art began.

What that mission has accomplished, even in a hundred years, the different exhibits show. The cumbersome settee has lost its angular outline and is now a thing of beauty, it pleases the eye in color as well as in form; and body and mind alike are rested and refreshed by it. The chair has been bent by artistic hands into comely shape; the table, stout as ever, has been fashioned into a pleasing design, until what was shunned before, as belonging only to the rude and rough, has become in the hands of modern art a teacher of the beautiful in the common things of life, and so lifting, as the painting and the sculpture could not lift, the coarse and the common into a higher plane of living. The old parlor, gloomy with hair-cloth and mahogany; the old-time bedroom, bare as the eventless life that slept there; the cheerless dining-room, when there was one, forbidding as the silence which senseless ceremony insisted should there prevail, have taken their unwilling departure to the past that created them and modern art has filled these same rooms with beauty, until they vie in form and color with the beautiful in art, seen only in the olden time in the lines traced by the pencil and the chisel of the old masters. Art has at last come down from her pedestal. She has made herself one with the masses, and the lightened leaven plainly shows that in due time the whole will be leavened. It is not difficult to show proofs of this. Not a farm house but stands as a witness of it. Not a schoolhouse dots the land in town or country which is not teaching its practical lesson in its practical way of the ideal and so of the divine. Not

a church but widens its usefulness through these same silent teachers in pew and pulpit which the workshops of Grand Rapids have furnished and so make this western city of the Peninsular State the Rome and the Dresden and the Louvre of that branch of art which enters most into the common, everyday life of the people and so accomplishes most of that mission which was once thought to come only from the pure ideal, an ideal found now, let us believe, in delicacy and artistic designs, which argues well for the education of the artistic taste among buyers.

Growth of the American Iron Industry.

Since iron has become so absolutely indispensable to the various purposes of modern life, it is, of course, a matter of the greatest importance that those countries which most use it should be able to produce it for themselves. Fortunately for the United States, its people are abundantly able, by virtue of their inexhaustible endowments of coal and ore, to make all the iron they ever can require. But the American people, in their shiftless way, for a long time utterly neglected their own great resources, and depended chiefly for their iron on foreign countries.

In 1860 there was made in the United States about 800,000 tons of iron, and only 11,000 tons of it was converted into steel; while in 1894 the production of iron in this country was over 6,000,000,000 tons, of which 4,000,000,000 tons was converted into steel. Of course, the production of iron so soon after the great financial panic is no criterion of the producing power of the country. The highest point ever reached in making iron in the United States was in 1890, when the product was over 9,000,000,000 tons. This surpassed the greatest production of Great Britain, with which the United States about keeps pace.

The wages in the United States prevent our people from making iron as cheap as is done in Europe, hence the home market is the one upon which our ironmakers must chiefly depend. But the consumption of iron, great as it is, still continues to grow at a rapid rate, and, with a return of good times, American ironmasters will have fair prosperity.

The law requires men, in their dealings with each other, to exercise proper vigilance, and apply their attention to those particulars which may be supposed to be within the reach of their observation and judgment, and not to close their eyes to the means of information accessible to them; but the seller must not use any art or practice any artifice to conceal defects, or make any representations or do any act to throw the purchaser off his guard, or to divert his eye, or to prevent his use of any present means of information.

Where, for a valuable consideration, a creditor has agreed with his debtor to postpone and extend the time for payment, so that the debt shall be payable from time to time, in installments, an action to recover the entire indebtedness cannot be maintained until the amount of the last installment is due, notwithstanding the debtor has wholly failed to pay as the installments fell due.

Where a father and son have the same name, and a conveyance of land is made, leaving it uncertain on the face of the deed whether the grant is to the father or son, the law will presume that the father was intended as the grantee, in the absence of proof to the contrary.

This is the Season of the Year...

When you need "something warm" to drink, and there is no drink more wholesome and warming, and less harmful than a good cup of Tea or Coffee. We can supply you with the very best material for both of these drinks. Our Quakeress Japan Teas and Quaker Toko, State House Blend and Golden Santos Coffees are of the highest character. You can prove this by trying them.

**Worden
Grocer Co.**
Grand Rapids, Mich.

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. 18.—We can't have the Democratic convention in New York. Truth to tell, however, there is no grief over the result. We prefer bicycle exhibitions. The show which opens to-night promises to eclipse anything in that line the world has yet seen. There are \$1,000,000 worth of wheels and appurtenances on exhibition. Everybody talks "bikes" and it is going to be the biggest sort of year, beyond a doubt, for the makers. The streets are lined with agencies which have sprung up since the new year opened and we are rapidly becoming a nation of wheelers.

The grocery trade continues to drag its slow length along, and it is slow, indeed. There is certainly a disappointingly small volume of business being transacted and the whole atmosphere is impregnated with hesitation. One man says it is because neither buyer nor seller knows what a "dollar" is and that, until this infernal financial question is settled for good and all, there will be no steadfastness to business.

There was a big failure in the sugar trade on Thursday, the old and well-known house of Perkins & Welsh being driven to the wall by the chaos which prevails in Cuba, where they had large investments. The liabilities will probably be nearly half a million. This failure, coming on top of a big cigar manufacturing failure and a suspension in the clothing trade in Chicago of nearly as large an amount, has a depressing influence. When the sky clears off, we shall see better things. Of course, the election of a President will keep things disturbed to a greater or less extent.

The coffee market is very unsettled. There have been several changes in quotations and at the close quotations are a trifle higher than a week ago, being now 14c, against 13½c last week. Mild grades of the very best sorts are selling with considerable freedom, or, we should say, are held with considerable firmness. There are afloat of Rio coffee 585,896 bags, against 504,746 bags last year.

Sugar is selling much more freely. Orders by mail are numerous and granulated advanced 1-16c. Foreign refined is steady and rather more attention is being paid thereto.

There is nothing doing in teas. The market is full of trash and many are inclined to think that the quality of tea would be improved greatly were the talked-of duty imposed. Purchases can be made from 5@15c and it is no wonder the article does not grow in popularity.

Firmness continues in the molasses market and holders express confidence in the situation. Stocks are well controlled by a few large dealers and buyers are not procrastinating in their purchases.

Syrups are rather light of supply and the demand is sufficient to take practically all offerings. Low grades and those which may be called medium quality are scarce. Glucose is well held at firm prices.

Spices are improving. There is more confidence in the situation and prices are returning to something like a normal condition. There is no rush of trade, however.

There have been several failures in the canned goods trade in Baltimore and New Jersey, indicating anything but a profitable market. There is very little doing and the consumption of late seems to have declined. This is attributable, probably, to the vast quantities of trash which have been put on the market to sell at give-away prices. The outlook cannot be called encouraging.

Foreign green fruit is selling well and recent sales at auction of lemons show an advance in quotations. Bananas are dull and not much call prevails for grapes.

Butter is dull and weaker. There has

been a downward tendency all the week and at the close not over 23c can be obtained.

The cheese market is in a better condition and, as stocks have become pretty well reduced and under control, there is a feeling that we shall see a steady improvement from now on.

Eggs continue in ample supply and have declined again to 20c for the best near-by stock. It is doubtful if there has been a winter when such liberal supplies of eggs could be found in the middle of January as now.

There is a quiet market for beans, with choice pea selling at \$1.35; choice marrow, 1.52½; medium, 1.32½@1.35.

Partial Programme for the Big Rapids Convention.

The semi-annual convention of the Northern Michigan Retail Grocers' Association will be held at Big Rapids on Tuesday and Wednesday, Feb. 4 and 5, convening at 10 o'clock on the day first named. Every grocer doing business in Michigan north of the D., G. H. & M. R'y is invited to attend the meeting, as matters of great importance to the trade will come up for discussion and action. Among the topics already assigned are the following:

"Should the retail grocer favor wholesale department stores?"

"Should the jobber handle produce for the retail dealer?"

"The pure food laws and their effect on the retail dealer."

"How can the present business conditions be improved?"

"Who will be the Moses of the potato market?"

"The essentials of a successful business career."

"Cash vs. credit."

"Was the invalid peddling law of 1895 a move in the right direction?"

"Is it possible to improve the present exemption law?"

"Is it desirable to pay cash for produce instead of store trade?"

"Wherein can this Association greatly benefit the grocery trade of Northern Michigan?"

"Is it desirable to substitute weights for measures in the handling of produce?"

Other topics are under consideration and will probably be introduced.

Extensive preparations have been made by the grocers of Big Rapids for the entertainment of their guests on the occasion of the convention, including a complimentary spread on the evening of Feb. 4.

Believing that the Association is destined to accomplish much good for the grocers of Northern Michigan, the officers extend a cordial invitation to all grocers to grace the occasion with their presence.

In Celebration of Franklin's Birthday.

From the Grand Rapids Democrat, Jan. 18.

The annual supper tendered the thirty-six employees of the Tradesman Company by E. A. Stowe, President of the company, was spread last night in the dining-room of the Eagle Hotel. Forty covers were laid, the four places at the head and foot of the long table being occupied by President and Mrs. E. A. Stowe and Secretary and Mrs. W. N. Fuller, respectively. A bountiful menu had been prepared, after a thorough discussion of which many appropriate and felicitous speeches were made by both officers and employees, the entire affair being highly enjoyable.

The menu cards were decidedly unique, bearing the shape of a miniature extension table. The name of each guest was printed down both margins of one side and on the reverse were the names of the employees of each department of the printing and publishing establishment. The menu was printed on a small card attached to the larger one by a narrow satin ribbon, as were miniature diamond-shaped cards containing announcements of the event. The date selected—Jan. 17—was commemorative of Benjamin Franklin's birthday.

Review of the Sugar Market.

Detroit, Jan. 18.—Refined, after opening 1-16c lower for several grades of softs on Monday, ruled steady with moderate demand until Thursday, when, on the strength of foreign markets, a sharp demand sprung up toward the close and, continuing with increasing volume on Friday, was followed by 1-16c advance from cut loaf to confectioners' A, inclusive. The advance momentarily checked the demand on the grades affected, but the market continued active for softs. While the situation is devoid of new features, the strength of the position is becoming more generally appreciated, and we are likely to experience spasms of sharp demand at any time, on any improvement in primary markets. As the comparative figures for the present and past year indicate from week to week an elimination of the visible surplus, this desire to secure supplies will have a tendency to hasten the upward movement. For the immediate future, however, there seems to be no reasonable excuse for higher prices, the advance noted having brought refined above the usual parity with raws. The principal buyer of raw sugar being temporarily well supplied and apparently indifferent, we hardly look for any material changes in refined until transactions are reported at above present quotations, except in pursuance of an apparent determination to meet and check any abnormal demand by sharp advances, which recent events have proven are sometimes followed by equally sharp declines.

Jan. 21.—The week opened with a strong market in all positions. Raw sugars are held at 3½c for centrifugals and it is doubtful if any considerable quantity can be secured on this basis. An active demand is reported for refined and the tendency of all markets is upward.

W. H. EDGAR & SON.

The political situation in South Africa continues in a state of decided agitation. The Boers are exceedingly jealous of their authority in the Government which is exerted in spite of the fact that they are greatly outnumbered by the Uitlanders, largely consisting of English adventurers attracted by the mining interests. Of course, the whole trouble is caused by the persistence of England in claiming suzerainty of the country. The Boers have been driven from country to country by British encroachments until they have gone as far as they can. This should be taken into consideration in deciding as to the justice of their claims while they are in the minority. It is probable that if England would surrender her claims, as seems likely to be the result of German interference, it would remove the objections the Boers have to the Uitlanders as sharers in the government, and would permit the formation of a republic that cannot fail to be of great political importance in that part of the world.

Purely Personal.

C. C. Bunting (Bunting & Co.) has gone to Ohio, where he will spend a week or ten days in search of desirable shipping stock in the apple line. He will return via Western New York and Buffalo.

Marshall D. Elgin, buyer for the Musselman Grocer Co., spent Monday and Tuesday in Chicago, looking up bargains and gazing rapturously into the eyes of—further than this the Tradesman is not permitted to go.

G. W. A. Smith, Manager of the Ruby Match Co., Grand Haven, was in town Tuesday for the purpose of introducing his goods to the trade. Mr. Smith is a practical business man and experienced manufacturer and confidently expects to make a success of the business.

WANTS COLUMN.

BUSINESS CHANCES.

FOR EXCHANGE—4 ACRES LOCATED IN A busy town in Northern Michigan, five minutes' walk from depot and boat landing; in good shape for plating. Want stock goods, value, \$1,500; everything confidential. Box 76, Mantion, Mich. 937

WANTED—TO EXCHANGE GOOD HOUSE and lot, with seven rooms and fine plastered cellar, in Grand Rapids, for stock boots and shoes. Will pay a cash difference. Address Box 87, Bowling Green, Ohio. 936

WANTED TO EXCHANGE—FOR STOCK of goods, a section of choice land in the great wheat belt of Northern Dakota. For particulars address C. H. White, Battle Creek, Mich. 935

FOR SALE—NICE STOCK OF DRUGS IN Northern Indiana; town of 600 in splendid farming country; no pharmacy law; price, \$1,500. T. P. Stiles, Millersburg, Ind. 934

WANTED—TO BUILD A FINE BLOCK 50x100 feet, five stories and basement, on lot 34, South Ionia street, for responsible tenant wishing to rent for term of years. Rent very reasonable; location, one of the finest in the city for wholesale or manufacturing business, being within 10 rods of Union D. pot. Edwin Fallas, 219 Livingston street, Grand Rapids. 939

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

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—STAPLE AND FANCY GROCERY stock, including 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

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

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

WILL BUY WELL-SELECTED stock of bazaar and holiday goods in a town of 1,800 population. Good farming trade; location on the main corner of town; all goods new, just opened Nov. 9, 1895. Rent, \$8 per month; size of store, 24x45. Poor health reason for selling. Address, J. Clark, care Michigan Tradesman. 888

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—412 MERCHANTS AND OTHERS to send me an order for Rubber Stamps. Will J. Weller, Muskegon, Mich. 938

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.

We Want to Buy

A Drug Stock in country town. Price \$500 to \$600. Must be very desirable. Terms cash.

LAMBERT & LOWMAN, Detroit.

Office Stationery
LETTER, NOTE AND BILL HEADS
STATEMENTS, ENVELOPES, COUNTER BILLS.
TRADESMAN COMPANY, GRAND RAPIDS.

STENCILS. Detroit RUBBER STAMP Company. 99 Griswold Street.