

# MICHIGAN TRADESMAN

Volume XIII.

GRAND RAPIDS, WEDNESDAY, FEBRUARY 5, 1896.

Number 646

## Commercial Reports and Collections....

For the Commercial Standing of individuals, or to have your claims collected, call Telephone 166 or 1030.  
**COMMERCIAL CREDIT CO., Limited.**  
Widdicomb Bldg., Grand Rapids, Mich.

## The Michigan Trust Co.,

Grand Rapids, Mich.

Acts as Executor, Administrator Guardian, Trustee.

Send for copy of our pamphlet "Laws of the State of Michigan on Descent and Distribution of Property."

Martin DeWright.

J. Renihan, Counsel.

## The Michigan Mercantile Company

3 & 4 Tower Block, Grand Rapids.  
Correspondence solicited. Law and collections.  
Reference furnished upon application.

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

## Michigan Fire and Marine INSURANCE CO.

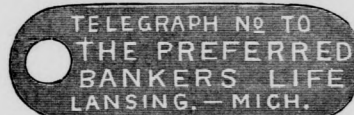
Organized 1881

Detroit, Mich.

## Columbian Transfer Company

CARRIAGES  
BAGGAGE and  
FREIGHT WAGONS

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



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

## Country Merchants

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

## State Bank of Michigan

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

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

## Detroit Rubber Stamp Co.

99 Griswold St.

## Association Matters

### Michigan Hardware Association

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

### Northern Mich. Retail Grocers' Association

President, J. F. TATMAN, Clare; Secretary, E. A. STOWE, Grand Rapids; Treasurer, J. WISLER, Mancelona.

Next Meeting—At Big Rapids, Feb. 4 and 5, 1896.

### Traverse City Business Men's Association

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

### Grand Rapids Retail Grocers' Association

President, C. WINCHESTER; Secretary, HOMER KLAIP; Treasurer, J. GEO. LEHMAN.

### Owosso Business Men's Association

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

### Jackson Retail Grocers' Association

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

### Alpena Business Men's Association

President, F. W. GILCHRIST; Secretary, C. L. PARTRIDGE.

### Lansing Retail Grocers' Association

President, F. B. JOHNSON; Secretary, A. M. DARLING; Treasurer, L. A. GILKEY.

### Grand Rapids Fruit Growers' Association

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

## Annual Supper of the Jackson Grocers' Association.

Jackson, Feb. 1.—The fifth annual social meeting of the Jackson Retail Grocers' Association was held on the evening of Jan. 30 at A. O. U. W. hall. The occasion proved a gratifying success and one of the most enjoyable ever held by the Association. About 250 grocers and guests were present and everyone seemed to enjoy himself to the full limit. The hall was beautifully decorated by the wholesale grocers with bunting, flags, lace curtains at the windows, and tropical plants in profusion around the room and on the tables. Tables were laid along the sides and ends of the hall and in the shape of a maltese cross across the hall. The Association provided the supper from their choicest stock and supplemented it with an abundance of ice cream, oranges, cake and other delicacies.

After supper President B. C. Hill called to order, extending a hearty welcome to our fifth annual social, assuring our guests that the many smiling faces before him were all that he needed to prove the success of the occasion. He then announced as the first on the program a selection by the Delphia mandolin club, consisting of seven young ladies. The next in order was a solo by one of our best local talent, J. B. Foote. The President then introduced State Senator Chas. H. Smith as the speaker for the evening. Mr. Smith, on rising, was greeted with hearty applause. The Senator expressed the pleasure he felt at being requested to address the Jackson grocers at their annual banquet, which he declared was second to none of the kind he had ever witnessed. His remarks, in opening, were full of witty sayings and were heartily applauded. He referred to the time when each individual depended upon his own exertions for his subsistence, touching upon the branching out of the various kinds of business. He believed that the classification of labor and production had much to do with the growth of civilization, that men have attained greater results by con-

fining themselves to one line of business, though one line was dependent upon the others. He said that the prosperity of all people was necessary for best results in all lines of trade, and especially the grocers, because when all the people have remunerative employment they are able to buy more groceries, therefore live better and feel better than poorly paid workers. The speaker spoke pointedly of our city, its facilities and its resources; of its railroads leading to every point of the compass; of the opportunity to purchase right in our own city everything that may be necessary for health, comfort, culture or ornament, and hoped that the citizens of Jackson would make it a point to buy all their goods from reliable Jackson tradesmen, thereby keeping the money where it will help our own people, and encourage the dealers to better efforts for the good of the city. Mr. Smith said that he firmly believed in organizations like that of the grocers; that everything under our Government, from the head down to the smallest organization, had some sort of government or organization, and he thought that of the grocers should be as important as any. He believed that people in trade should get together and exchange ideas; consider methods to protect themselves against many evils that come into all branches through unscrupulous and dishonest people; that the man that locks himself up in his own business is not a benefit to a town, but will, in time, become a lunatic or a bankrupt if he does not keep in the line of progress in this fast age. Every one has an influence for good or evil. The influence for evil comes by ways that are dark, but good intentions and right ways will all come into the light. All organizations have an influence and he believed that the influence of the Grocers' Association could not help but be for good and be far reaching.

Following Mr. Smith's address came a song by the male quartette, which was so well rendered that they had to respond to an encore by singing "Little Alabama Coon." This concluded the regular program, whereupon D. S. Fleming made a few brief remarks and moved that a hearty vote of thanks be tendered to the wholesale grocers for their splendid decorations, to the speaker and to the musicians for their kindly assistance in making the fifth annual supper such a gratifying success as it had proved to be. The motion was carried.

Much of the success of the occasion was due to the untiring energy of Chairman Geo. E. Lewis and to Messrs. Hill Bros., D. S. Fleming, J. F. Helmer, M. M. Whitney, M. F. Murray and others of the committees, who devoted a great deal of time in arranging details. W. H. PORTER, Sec'y.

### Fifteen New Members.

Owosso, Feb. 1.—The Owosso Business Men's Association, at its meeting Friday evening, voted, with only one exception, in favor of the single assessor's making the assessment in this city. The following persons were unanimously elected new members: Dr. J. D. Patterson, J. B. Glasco, A. J. Patterson, C. W. Aiken, G. B. Symes, I. H. Keeler, D. J. Gerow, B. S. Stratton, J. H. Laverock, Arthur Whelan, J. N. McBride, A. H. Northway, J. E. Clark, Charles J. Shaw and J. B. Castree.

### Alpena's Business Men's Association.

Alpena, Jan. 20.—The annual meeting of the Business Men's Association was held this afternoon, and F. W. Gilchrist was elected President and C. L. Partridge Secretary.

## Program for the Hardware Convention.

The following program has been arranged for the semi-annual convention of the Michigan Hardware Association, which will be held at Saginaw next Wednesday and Thursday:

### WEDNESDAY MORNING.

1. Roll Call.
2. Selecting Committee on Credentials.
3. Recess of thirty minutes.
4. Reading of minutes.
5. President's address.
6. Report of the Secretary and Treasurer.
7. Adjournment.

### WEDNESDAY EVENING.

1. Paper—"The Best Method of Creating and Maintaining Harmony between Local Dealers."—Henry C. Webber, Detroit.
2. Discussion.

### THURSDAY MORNING.

1. Paper—"Present Method of Making Net Profits Now, as Compared with Twenty Years Ago."—T. A. Harvey, Saginaw.
2. Discussion.
3. Paper—"How to Overcome Competition in the Sale of Inferior Goods by Irresponsible Dealers."—T. Frank Ireland, Belding.
4. Discussion.

### THURSDAY AFTERNOON.

1. Paper—"The Retailer, the Jobber and the Traveling Man."—Edward A. Moye, Marquette.
2. Paper—"The Traveling Man's View of It."—Albion F. Wixon, Marquette.
3. Discussion.

Thursday evening a complimentary banquet will be tendered the members of the Association.

## Lansing Grocers Organize for Self-Protection.

Lansing, Feb. 1.—The grocers of this city have organized the Lansing Retail Grocers' Association for the purpose of mutual protection against hawkers and peddlers who seriously interfere with their business. They will endeavor to have the city construct a market building and then attempt to keep the hawkers off the street. Hon. F. B. Johnson was elected President; A. M. Darling, Secretary, and L. A. Gilkey Treasurer.

### "Full of Interest."

From the Owosso Press.

In the last issue of the Michigan Tradesman, published at Grand Rapids, appeared the first of a series of articles on "Grand Rapids in 1850," from the pen of W. S. H. Welton, of this city. Mr. Welton moved to Grand Rapids in 1850 and, judging from the first number, the series will be full of interest.

The cotton industry of India is somewhat concerned over the project of a steamship line connecting Yokohama and Mexico, for the purpose of importing the Gulf States cotton into Japan via the Mexican railway system. It is said that the enterprise is promised a subsidy by the Japanese government.

Sprague, Warner & Co., the most prominent wholesale grocery house of Chicago, have merged their business into a stock company under the same style, with a capitalization of \$1,000,000.

Do you ever stop to think? Every wholesale dealer in Grand Rapids handles the S. C. W. 5c cigar.

# CORL, KNOTT & CO.,

Importers and Jobbers  
.....of Millinery.....

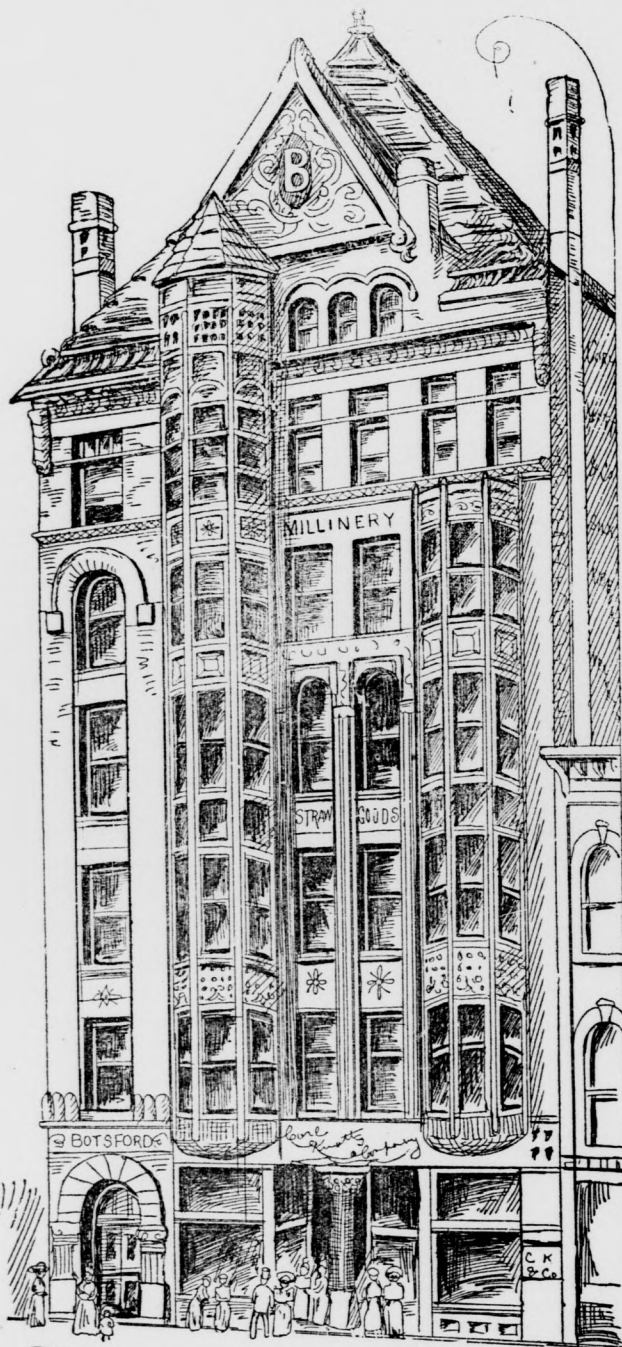
OUR NEW  
Spring  
Stock  
of  
**Straw  
Goods**

Is now ready  
for the trade.....

Including the latest  
and most desirable  
novelties in....

**Ladies'  
Misses and  
Children**

**Straw  
Hats..**



We are now showing

**1896**

Spring Styles of

## RIBBONS

Plain and Fancy,

Laces, Veilings,

Silks, Chiffon Trimmings

## Straw Hats,

Baby Bonnets,

Straw Braids....

## Flowers....

Jet Piquets,

Ornaments,

Aigietts,

and the newest Spring Novelties  
for millinery trimmings.

Drop Postal for special attention  
for samples or new catalogue.

*Corl, Knott & Co.*  
IMPORTERS OF MILLINERY

20 and 22 N. Division, Grand Rapids.

Our Millinery Openings will occur

March 3, 4 and 5,

23, 24, 25 and 26.



## NINE HUSTLERS

## Who Carry the Banner of Corl, Knott &amp; Co.

FRED J. WRIGHT.  
If he could have had his say about it, Fred J. Wright's birthday would have doubtless been put down five days earlier or two days later. As it was, it stands on the calendar Dec. 30, 1861—too late for the newcomer to be a Christmas present and too early for a New Year's gift. The event took place at Port Huron, as fine a town to be born in as there is in the State—outside of Grand Rapids. There was no need of being in a hurry about getting him off to school and the beginning of school life was deferred a year. Then the boy went at it in good earnest and pegged away at his books until he was 13. That was long enough, he thought, and, sharpening his lead pencil one day, he took upon himself the duties of a marine reporter, and proved so much of a success, boy as he was, that he remained in that position until the advanced age of 15. The telegraph office was the next attraction, which lasted for a year, and which brought him to his 16th birthday.

The time had now come to go to work, and he secured a place with the wholesale notion firm of Barrett & Golding, of Port Huron. The next sentence tells the whole story: He stayed with that firm for sixteen years. Boys cut out for chumps never stay in one place that length of time. Then Mr. Golding came to Grand Rapids to enter the firm of Corl, Knott & Co., and Mr. Wright came along with him, making, with the three years here, a continued service with Mr. Golding of nineteen years. Comment is unnecessary.

Mr. Wright's road experience began during the last five years with Barrett & Golding, an experience which has continued ever since. His territory is Eastern Michigan. April 15, 1885, he was married to Miss Minnie E. Foster, and their home in Port Huron is gladdened by two children. As a club man Mr. Wright does not figure largely. He is a member of the Methodist church and goes on the theory that these two—the home and the church—are all he needs or cares for.

R. E. TYROLER.

The name indicates an inhabitant of the Tyrol, but its owner was born in the capital of the German Empire, Nov. 6, 1874. After a residence of five years in that beautiful city, he was brought to Grand Rapids, arriving here Christmas, 1879. In due time the schoolroom took him in hand and for eight years did what it could in bringing him up in the way he should go. When the eight years were over, he found an opening for a boy of his age and attainments, stepped into it, and began to study that part of the milliner business which came to him in the establishment of J. C. Kendall. For a year and a half he lived and learned and did both so well that, when Mr. Kendall sold out to Corl, Knott & Co., the latter wanted the boy and he kept right along with the new firm, and is with them now. About three years ago a man was wanted to go out on the road. He was sent. His territory was north to the Straits. Making a success of it, he was afterwards given territory to the south as far as Indianapolis. Successful? Well, there seems to be a difference of opinion about that. The young fellow himself says he has always been "pretty lucky;" but when others who ought to know assert that Tyroler is a clipper for selling goods, it

looks very much as if there is something besides luck at the bottom of his success as a salesman; and the matter had better be left right there.

Mr. Tyroler is not at present ready to furnish statistics in regard to housekeeping and things of that sort. One of these days—but that is another story, which the Tradesman will record later. In the meantime, it may be well enough to state that the prospects are from fair to middling and, with his usual "luck," he will doubtless come off winner.

HARVEY B. HOLMES.

All the boys born in town do not find it necessary, or even desirable, to go somewhere else to grow up with the country. Mr. Holmes is one of these. There is just as good a chance to get a good living right here at home as there is anywhere else—better, because you don't have the trouble to get acquaint-

a grave undertaking for a boy of 16 to begin that business with the idea of keeping at it, but, for all that, nine long years went by before a change came. Then, as if passing "from grave to gay," he left his position for another with Corl, Knott & Co. After a year of service, he decided to go to Detroit for a little outside experience and for a year and a half was engaged with the wholesale millinery house of Macauley & Co., of that city. He found, long before the end of the year, that he wasn't "to the manor born," and was soon home again, carrying the trunks of Corl, Knott & Co., where, if the future can be judged at all by the past, he will remain as long as the house is interested in the latest styles in hats and ribbons.

Mr. Holmes is a member of the K. of G., is an attendant of the Lutheran church and resides at 98 Livingston

firm until 1890, when he concluded to strike for a position in a larger field. That meant, almost necessarily, Grand Rapids, and he was shortly after enrolled among the traveling men of Corl, Knott & Co.

That change was made in 1890, and Mr. Wood has remained with the firm ever since. His territory covers Central Michigan, and on that account his home is located at Lansing.

O. L. HYDE.

While the great State of Ohio has something of a reputation as a mother of Presidents, an occasional Buckeye reaches manhood without becoming infected with the Presidential fever, preferring to serve himself and the State in the quieter circles of business, at home or abroad. The subject of this sketch is a native of Logan, Ohio, where he was born in 1868, on Christmas day, a distinction which makes him a "man of mark" to begin with. The inevitable schoolhouse absorbed him when he was young and tender, but the work begun at Logan was transferred to Lancaster, where his father, a physician, moved with his family when the boy was 11 years old.

In due time the school work was over, and the boy started for Columbus, the State Capital, for a job. He presented his credentials at the wholesale dry goods house of Green, Joyce & Co. at the age of 14. They were found satisfactory and the boy went to work. After two years he decided to emigrate and started for the North. Reaching Detroit, he found a vacancy in the retail dry goods house of James Lowrie & Sons, one of the earliest business houses in the City of the Straits, and for two years served them with his best. At that time the wholesale fancy goods store of Herman Weiss wanted a man. Young Hyde went over, applied for the place and got it. He stayed there five years, and then took his experience and his talents to the men's furnishings establishment of Kuttner, Rosenfield & Co., of Detroit, where he labored for two years. Macauley & Co., of the same city, then received him, when, after a tarry of two years, he came to Grand Rapids, Dec. 1, 1895. He then took the position he now holds with Corl, Knott & Co.

Mr. Hyde was married about four years ago to Miss Charlotte G. Baringer. He is a Knight of the Grip, and, when he goes to church, attends the Episcopal service.

J. E. POST.

There is a large farm in Belding, or near there, where J. E. Post, of Grand Rapids, was born Nov. 30, 1869. The farm and the schoolhouse kept him on the move—and only those who have had the farm experience know exactly what that means—until 1889. Then he went to Greenville—the Greenville High School was one of the best in the State—and for two good years was under its wholesome influence. That done, he entered a business college in Detroit and, with one year more of study, broadened his usefulness in the business world.

So prepared for the fight, he threw down the gauntlet and "went in." He entered the lists for Corl, Knott & Co., and for the first six months did considerable skirmishing as an entry clerk. Then he lowered his lance and went full tilt at the wholesale ribbon department, including window decoration, and at the end of three and a half years came out a victor. Then other duties were added.

[CONTINUED ON PAGE SIX]



W. N. Cutler O. L. Hyde A. L. Stevens Fred J. Wright  
R. E. Tyroler Harvey B. Holmes W. N. Corl  
J. E. Post

ed. This boy started in early. He was born July 29, 1865, started for school as soon as the law allowed, left home at 10 and at that early age began the manly art of looking out for himself.

A grocery store was his first indulgence. He soon found that that kind of work was a capital thing for those who like it; that he didn't, and that the best thing he could do was to get back into school and stay there just as long as he could. Of course, it couldn't be long at a time; and so, off and on, for the next five or six years he worked a while and went to school a while, as opportunity offered, until he was 16 years old. Then, with the old couplet, possibly, upon his lips, "Good bye, scholars, good bye, school," etc., he went to work for the Powers & Walker Casket Co., of this city.

It looks a little at first too much like

street, where he will usually be found when off duty.

FRED H. WOOD

Found the world waiting for him some twenty-eight years ago at Muir, Ionia county. After the usual preliminary years of school training, he turned his attention to the profession of the druggist in a drug store of his native town; but, after some little experience in that vocation, he became convinced that other lines of commercial life would please him better and he obtained a position in the dry goods house of Cooper & Putney, at Ionia.

This was better than the drug store; and, after sufficient service in this field of trade, he was sent to Belding to manage a branch store for the firm of Cooper & Putney. When that task was done, he returned to his old position in the establishment and continued with the



## Around the State

### Movements of Merchants.

Flint—Frank Dullam succeeds Dullam Bros. in the drug business.

Manistee—Peter Baum has purchased the meat business of C. E. Schwe.

Shepherd—Walter & Scott have purchased the drug stock of E. G. Patch.

Stanwood—C. H. Smith succeeds Barnard & Smith in the hardware business.

Alpena—Jas. T. Malloy & Co. succeed Jas. T. Malloy in the grocery business.

Brooklyn—Palmer, Coulson & Co. are succeeded by E. J. Ennis in general trade.

Pottersville—W. H. VanAuken succeeds VanAuken & Espie in general trade.

Ludington—W. W. Reed has purchased the wholesale cigar business of N. Joseph.

Pontiac—Waite Bros. & Co. have purchased the dry goods stock of Joseph F. Stockwell.

Buchanan—Treat & Marble, hardware and agricultural implement dealers, have sold out to H. R. Adams.

Wexford—J. R. Connine succeeds Geo. Cook & Son in the hardware and agricultural implement business.

Adrian—J. D. Kinney & Co., house furnishing goods dealers, have dissolved, J. D. Kinney succeeding.

Owosso—Thompson & Mann, hardware dealers, have dissolved, Josiah Thompson continuing the business.

Clyde—Davison & Hastings, dry goods and boot and shoe dealers, are closing out their stock and will retire from trade.

Kalamazoo—Hartman & Ackley have purchased the grocery business of Dailey & Walsh and will continue the business.

Hudson—L. Barkman & Co. have leased a store building here and will remove their grocery stock from Pittsford to this place.

Bellevue—W. A. Young is adding a line of groceries to his department store. The stock was sold by Frank H. Clay (W. J. Quan & Co.)

Ypsilanti—Clayton, Lambert & Co., dealers in hardware, iron, etc., have merged their business into a stock company under the same style.

Athens—Wisener Bros. have embarked in the hardware business here. The stock was purchased of F. A. Fuller (Freeman, Delamater & Co.)

Lapeer—G. W. Durkee alleges that the boot and shoe business here is overdone, and on that account announces that he will shortly go out of business.

Coleman—The style of the Coleman Hardware Co., dealers in hardware, harnesses and furniture, has been changed to the Coleman Hardware & Furniture Co.

Ceresco—Milton Reed has retired from the firm of Reed Brothers, general dealers at this place. The business will be continued by the remaining partner, Frank Reed.

Kalkaska—Lehner & Phelps, hardware dealers, have uttered a trust mortgage for about \$6,000 to H. E. Stover, to secure creditors. The stock will invoice about \$3,500, besides notes and accounts.

Detroit—Harry J. Paxton, who was one of the organizers and original stockholders of the C. E. Smith Shoe Co., has withdrawn from that concern and, in company with others, has organized a new shoe house, which will be known as the Paxton-Laton-Williams Co., Ltd. Fred H. Williams, Fred C. Andrew,

Minor R. Layton and Harry J. Paxton have paid in \$5,000 each and Charles L. Warren \$1,000. The company is capitalized at \$50,000, of which \$41,000 has been subscribed. The place of business has not yet been determined.

Ann Arbor—H. P. Merritt, who has been manager of the Goodspeed shoe store here for several months, has been called home on account of the death of his father, at Toledo, Ohio. Herbert Newman succeeds Mr. Merritt here.

Clarence Bunton, of the firm of C. B. Bunton & Son, Bear Lake, died a few days ago of Bright's disease. The young man was well known and rising in business and his death will be mourned by a large circle of acquaintances.

Albion—Nathan Davis, who for sixteen years conducted a grocery store at this place, selling his stock two years ago to his son and embarking in the soap business, has purchased the Claude Goodrich grocery stock and will continue the business.

Detroit—B. Howard Lawson has been admitted to a special partnership in the wholesale dry goods house of Strong, Lee & Co., contributing \$40,000 to the capital stock, this arrangement to continue until Dec. 31, 1898. The firm name remains unchanged.

Fremont—Fred E. Holt succeeds the grocery firm of Holt & Tanner, instead of Wm. W. Tanner as erroneously stated last week. Mr. Tanner has not yet fully determined on his future, but will probably connect himself with the furniture business in some capacity.

Hastings—Ira Van Valkenburgh has filed a trust mortgage on his hardware stock, naming P. T. Colgrove as trustee. The amount of secured indebtedness is \$11,700, \$6,000 of which is alleged to be due to Mrs. Van Valkenburgh and \$5,600 to the City Bank. In addition, there are unsecured creditors to the amount of between \$2,000 and \$4,000. The trustee has instructed Mr. Van Valkenburgh to close out the stock.

### Manufacturing Matters.

North Adams—C. H. Rose, who was engaged in the flouring mill business at Girard, has removed to this place.

Lowell—E. B. Faud, of Ionia, has rented the corner store in Train's block and will move his cigar factory here.

Ionia—The Imperial Knitting Co. succeeds the Ionia Knitting Mills in the manufacture of knit goods at the House of Correction.

Negaunee—The Johnson Lumber Co. has purchased 3,500,000 feet of standing timber, near Clowry, from the Lake Superior Iron Company.

St. Johns—The Cooper Boiler & Engine Co. and Cross & Weller, founders, have merged their business under the style of the St. Johns Iron Works.

Evart—The last of the green pine in Evart township, Osceola county, about 60,000 feet, has been cut and put into the Muskegon River at this place.

Marshall—W. R. Simonds has taken a position with the Marshall Furnace Co. to travel on the road. Bert Smith will succeed Mr. Simonds at C. T. Cook's grocery.

Zutphen—The Jamestown Creamery Association paid a dividend of 18 per cent. on the business of 1895—the first record of this kind ever made by a Michigan creamery.

Au Sable—The H. M. Loud & Son's Lumber Co.'s bicycle rim factory is running a force of twenty hands. The rims are of superior quality and the product is all contracted for.

Crooked Lake—Lewis Russell, who operates a sawmill near this place, will finish cutting the timber in that locality this winter, and is looking for another location for his mill.

Detroit—Articles of association of the Daly Stamping & Manufacturing Co. were filed and suppressed in the county clerk's office on January 30. The capital stock is \$10,000, all paid in.

Saginaw—E. A. Gyde, who operated a stove mill here several years, has picked up the plant bodily and it is being shipped to Aitkin, Minn., where he has 3,000 acres of timbered land, enough for a four years' run.

Fremont—Frank Bunker, of Casnovia, has bought an interest in the Darling Milling Co. flouring mill and will make this town his home. He is a practical miller and will, doubtless, prove a valuable accession to the business.

Ashley—Salliotte & Chittenden, who have been engaged in the stove and lumber business here since the town started, have dissolved partnership. C. E. Chittenden takes the plant and mill stock and will run it to its full capacity.

Reed City—Reed City is to have a robe tannery. W. R. Dougherty and Henry Outwater are the proprietors. Reed City has given them a bonus of \$500. Mr. Dougherty has for several years been connected with the tannery at Factoryville, Mich.

Bay City—The situation in lumbering is brightening up. More enquiry and more sales are being reported. It is also believed that the end of financial embarrassments among lumber firms, which have recently caused some lack of confidence, has been reached.

Whitehall—The Eagle tannery recently engaged in the manufacture of furniture leather and is shipping the bulk of it to New York. A large contract has been made with the Waldorf Hotel proprietors, who are upholstering all their furniture in brown leather.

Coldwater—A company has been organized to carry on the manufacture of staves and heading and the cooperage works now operated by C. W. Johnson. Capital stock is \$15,000. Z. G. Osborn is President, John Starr Vice-President, and Harry Saunders Secretary and Treasurer.

Traverse City—The Traverse City Lumber Co. is rapidly filling its banks on the Boardman River with hemlock, of which it will get in about 10,000,000 feet. It expects to begin buying hardwood in a few days but it is not yet known how much they will cut. The mill will not start for some time.

Newaygo—Negotiations are pending for the sale of the Kritzer milling property to Chris Pfeifle, formerly of Ashland. Mr. Pfeifle has been successful in business and has made a success of everything he has undertaken. It is hoped he will get hold of the property and again put it in a flourishing condition.

Traverse City—It is seldom that the Grand Traverse region has been favored with such fine conditions for logging as at this time. There is just enough snow in the woods to facilitate the work and mill men are taking advantage of it. Several mills have practically finished getting in their supply for the season, and with one exception all of them are running full time and with large crews. Hon. Perry Hannah speaks very favorably of the improved conditions and asserts that the amount of money paid out for timber and labor within a radius of 100 miles of

this city will exceed \$2,000,000. The Traverse City State Bank has paid out during the past month an average of \$5,000 a day. The First National Bank has averaged about \$2,000 a day in the same period. This amount of money placed in circulation about here cannot but cause much improvement in every line of business in this section.

Manistee—There has not been at any time for years such a continuous period of favorable conditions for logging as has prevailed for the past few weeks, or, indeed, since the year began. In the vicinity of Freesoil logging operations are especially active this winter. Besides the local mill of Mandigold & Stevens, which is buying a full stock, the Union Salt & Lumber Co., of Stronach, is running camps in that vicinity, and is loading at least a train load daily on the Flint & Pere Marquette for transportation to Stronach. At Fountain, Foster Bros. have a smart little mill running at full capacity.

Ishpeming—Work is being pushed on the Lake Superior & Ishpeming Railway, which is owned by two of the Ishpeming mines and which will handle a large amount of ore this year. The new ore dock now building at Marquette will be the largest on Lake Superior, having a width of six tracks and being one-third of a mile in length. The weather is milder than is common during the winter, and progress is being made on the grading of the line. It will be hauling ore at the opening of navigation, or at the latest by June 1. A big cut is being made through a mass of rock in Negaunee, on the property of the Jackson Iron Co., and in this cut at a depth of seven feet a deposit of ore was encountered a few days ago. The size of the ore body and its grade are now being investigated by the Jackson company. This is by no means the first case where a mine has been first found through the building of a railroad, and there are several instances where considerable lenses of ore have been found through the digging of wells. One of the secrets of the success of the Minnesota Iron Co. during the panic period is found in its ownership of a powerful fleet of vessels and its own railroad and docks. The ore is mined and transported by both land and sea to its destination by the company's own forces. This saving of transportation expenses has proved a big item to the Minnesota company. The three large mines here own vessels for transporting the ore by lake, and they now propose having their own rail line from the mines to Lake Superior. The Cleveland-Cliffs Co. is the sponsor of the new road, which is to begin hauling ore in the spring.

### A Start in Life for Four Hundred Dollars.

Only \$400 are necessary to get a start on a good fruit farm in Berrien county. It comprises 60 acres, worth much more, but for which I am willing to accept \$2,000—a payment of \$400 down, the rest on easy terms of time and interest. The place has five acres of apples and cherries, with buildings good enough for a man just starting. It can easily be put into good shape and be made a profitable farm for fruit growing. You know that Berrien county is one of the best places in the world in which to grow fruit, and this farm can be made one of the best tracts in the county. Plenty of water on the place. Several applications have been received, but none accepted as yet. Your chance is still good but you must not wait much longer. Address Geo. W. Barnett, 159 South Water street, Chicago.



## Grand Rapids Gossip

John C. Becker has opened a meat market at 661 South Lafayette street.

Stadt & Glass, grocers at 281 Alpine avenue, have dissolved. The business will be continued by Henry Stadt.

Mrs. D. M. Wood has removed her grocery stock from the corner of Third and Fremont streets to 505 Ottawa street.

A. E. Boardwell has embarked in the grocery business at Montague. The Musselman Grocer Co. furnished the stock.

Grant Bliss has embarked in the grocery business at Howardsville. The stock was furnished by the I. M. Clark Grocery Co.

Henderson & Robertson have embarked in the grocery business at Vicksburg. The Olney & Judson Grocer Co. furnished the stock.

M. A. Tuinstra has sold his grocery stock at 32 West Leonard street to Henry Heesen and H. C. Wendorff, who will continue the business under the style of Wendorff & Heesen.

Daniel Marlatt, formerly engaged in the grocery business at 95 Broadway, has purchased the confectionery, fruit and stationery stock of Samuel Naivin at 115 Broadway and will continue the business at the same location.

Local wholesale dealers, who were formerly opposed to a universal bankruptcy law, owing to the manifest unfairness of the original Lowell bill, have gradually veered around to the support of the Torrey bill, the present measure before Congress, as it is believed that, in its amended form, it is fair to both creditor and debtor classes. The most desirable feature of a universal bankruptcy law is, of course, its abolition of preferences.

### Purely Personal.

E. A. Buckhout, formerly engaged in general trade at Tallman, has taken the management of C. D. Danaher's general store, at Dollarville.

Frank T. Lawrence (Putnam Candy Co.) has gone to Big Rapids to attend the semi-annual convention of the Northern Michigan Retail Grocers' Association.

E. Kraai, buyer for Geo. Fume & Co., of Muskegon, has been taking treatment at Mt. Clemens for the past three weeks for sciatic rheumatism. His case is a very serious one, but recent reports from the seat of war indicate an improvement in his condition.

S. A. Sears (New York Biscuit Co.) has returned from a fortnight's trip through the East, whither he went to inspect the various factories of the corporation of which he is the local representative. He does not say so, but it is within bounds of reason to believe that he failed to find a plant which surpasses the Sears factory for completeness, cleanliness and economy of operation and management.

An Albion correspondent writes: "S. M. Rafter, dealer in drugs and stationery, is a devil on wheels, always trying to get a drive on somebody and just as tickled when others get one on him. Rafter played he was sick a whole week and last Monday told his clerk he could not possibly stay at the store. Folks noticed he was very nervous and really felt sorry for him. Greatly to the sur-

prise of all, he came back to the store about 6 p. m., said he was all right and introduced his new wife. You can wager a hat that, had the fellows on whom he has always played pranks known of the deal, they would have locked him up in the morning or done some other mean thing. You might, also, mention that he did not wear cuffs during the wedding ceremony. In his haste and nervousness he forgot them. The bride is Miss Bessie Russell, one of the leading young ladies of the city. Inasmuch as Rafter is a young Irishman whom everybody likes, I hope you will give him a good send-off."

### The Grain Market.

To say the past week was a surprise to the bears would be putting it mildly. It was a continued advance from start to finish. The advance was not rapid but was steady all the week. The exports were not as large as last week, into about 1,250,000 bushels. The receipts were not heavy, especially in the winter wheat section. It has been reported that the receipts of spring wheat were also falling off very materially at the initial points. The amount afloat for the United Kingdom and the continent also showed a large decrease, being about 2,000,000 bushels for the week. Liverpool also showed a large decrease in the visible, being about 1,250,000 bushels. The Argentine shipments, likewise, are not up to expectations. The importing countries seem to have come to the conclusion that the place to get wheat from is the United States; and the bears were again jumping over each other to even up their short lines. As soon as they have supplied their wants, prices will probably remain about where they are. Later on, prices may advance a little more.

Corn, as well as oats, remains the same as at the commencement of the week.

The receipts during the week were: wheat, 72 cars; corn, 4 cars and 7 cars of oats.

C. G. A. VOIGT.

### Flour and Feed.

Locally, trade has been good, with sales fully up to the average; but, generally speaking, flour buyers have been waiting, and not willing, until within the past day or two, to buy flour at the advanced price asked, in keeping with the sharp upturn of the wheat market. Some good orders were booked Saturday and Monday, however, and buyers are beginning to believe that a higher range of values for breadstuffs will be maintained, at least until another crop is harvested. The advance has been sharp, the market being broad and strong and, with continued good export demand, a still further advance may be expected. Should our markets get above an export basis, a reaction would be in order; but thus far foreigners are buying steadily from this country to supply their needs, and if reports of shortage in foreign crops prove to be true, we may expect exports to increase. Corn and oats are firmer. Feed and meal prices remain unchanged for the week but with a strong upward tendency.

WM. N. ROWE.

The S. C. W. is a long mixed filler, Single Connecticut binder and Sumatra wrapper. If you have no jobber calling on you from Grand Rapids, write to the manufacturer, G. J. Johnson, Grand Rapids.

### The Grocery Market.

Raisins—California raisins are selling well in a small way, but the situation is an interesting one. Three and four-crown stock is inquired for most and really good four-crowns are scarce and are very firmly held.

Rice—The market shows no quotable change, but demand has eased up somewhat within the past few days, and the outlook is certainly less favorable to holders. As prices are now on an extremely low basis, a decline seems improbable, yet at the moment it is difficult to see how prices can improve. There is still a considerable quantity of rice in the South, and recent developments show that a large percentage of it is in the hands of outside millers in Louisiana who, up to the present time, have not been free sellers. Offerings from this source are now quite liberal, and concessions are made to move stock.

Canned Goods—In making purchases buyers are actuated by positive necessity, and in no line are speculative conditions apparent. The changes in values have been of an unimportant character, but, owing to the failure recently of several canners, the feeling appears to be that buyers have the better of the argument, and to make that more pronounced there is considerable pressure to sell shown by holders of one or two articles, more particularly in the vegetable line.

Provisions—The receipts of hogs have not been large, yet they have exceeded expectations and have had more or less weight in the easier tendency. Grain has to some extent helped provisions in preventing more material concessions through the increased speculation at better prices. The most serious feature affecting the hog products has been, however, the materially increased stocks of pork and lard at the West for the month. These have indicated a material falling off in export interest, by reason of the recent advanced prices and the fact that large stocks are held abroad—bought some time ago at favorable rates.

### Jackson Jottings.

D. S. Fleming (Parker & Fleming Co.,) wife and daughter, left for California Feb. 3. They will visit various places in California, Oregon, Washington and Colorado during their absence, which will be about six weeks.

A. C. Ranney has repurchased the stock of groceries and fixtures in his old location, corner of First and Greenwood streets, and, in addition, has bought the building. He expects to continue the business at this location.

O'Meara & Melling have purchased the grocery stock and fixtures formerly owned by Flowers & Horr, at 715 East Main street, and will continue the business.

### CONGRESS WILL NOT PULL TOGETHER.

The situation in Congress on financial and industrial questions is decidedly unfavorable to the business interests of the country. The development of differences between the houses and between each of them and the administration is very discouraging as to completed action on either the currency or revenue questions.

Indeed, if it were not of such serious significance, the manner in which one branch of the Government replies to another with an entirely different proposition would be comical. The contingencies of the treasury depletion prompt the President to send a message urging the retirement of the kinds of currency which he claims are responsible for the continued withdrawal of

gold. The House promptly responds by passing a bill for increase of revenue and another for short time bonds. These come before the Senate, whose committee substitutes a bill for silver for the latter, which, after a month's consideration, is passed, notwithstanding the certainty that it must not only meet defeat in the House, but, if it were possible to pass that body, would receive the veto of the President. It would be difficult to imagine the Government more at sixes and sevens on these matters than it is now, after two months' steady work on them.

It was thought that the consideration of the increase of tariff would have a beneficial effect; but that subject has scarcely received consideration. The passage of the bill in the House was almost without debate and then it was side-tracked for matters of later introduction.

The situation in Congress is ample reason for the continued waiting and uncertainty, and the fact that there is a prospect of revival in spite of it is decidedly encouraging.

A bill has been introduced in the New York Legislature for the encouragement and regulation of the use of the canals of the State for floating elevators, which has received favorable action in the Committee.

Gillies originated 5th Ave. New York Coffees. I. P. Visner, Local Agent.



# MARDI GRAS

at

# NEW ORLEANS

FEBRUARY 18, 1896

In accordance with the following programme:  
 FEB. 17. Arrival of His Majesty "Rex," King of the Carnival, on Royal Yacht from the passes, escorted by the Royal Flotilla. At night, the Krewe of Proteus, about 7 o'clock, in Grand Pageant on the streets, and Ball at the French Opera House.  
 FEB. 18. Mardi Gras Day. Grand Pageant of His Majesty "Rex," King of the Carnival, in Float Tableau; general masking on the streets; parade by the Phunny Phorty Phellows. At night, the "Mistick Krewe of Comus" appears in street Pageant of beautiful Tableau Floats, and Comus Ball at the French Opera House; Grand Reception and Rex Ball at the Imperial Palace. Entertainments and balls throughout the city. Only reached quickly and directly from Chicago by the

**ILLINOIS CENTRAL R. R.**  
 whose

**"CHICAGO AND NEW ORLEANS LIMITED"**  
 Fast vestibule train makes the run between the two cities in 27 hours and 50 minutes, with but one night on the road.

**EXCURSION TICKETS**  
 To New Orleans, account of Mardi Gras, will be on sale from Chicago and principal stations of the Illinois Central Railroad north of Du Quoin, at greatly reduced rates, on February 10 to February 16, good to return until March 14, inclusive. Advantage of this can be taken by those desiring to attend the session of the

**CATHOLIC WINTER SCHOOL**  
 of America, to be held at New Orleans from February 19 to March 14.

Thea tention of parties contemplating a visit to **FLORIDA, MEXICO AND CALIFORNIA** is called to the desirability of making the journey via New Orleans, taking in the Mardi Gras en route.

Tickets, specific rates and further information of agents of the Illinois Central Railroad and connecting lines or by addressing, at Chicago the undersigned.  
 A. H. HANSON,  
 Gen'l Pass'r Agent.

## NINE HUSTLERS.

[CONCLUDED FROM PAGE THREE]

The city trade in his lines of work came, naturally, to him and he was requested to look after the embroidery silks. There is where he stands to-day. With an artistic idea of color, and a lively sense of what beautiful effects can be produced by their pleasing combination, Mr. Post is doing much in making the city attractive by his pleasing designs. His work speaks for him, and it tells, in no uncertain way, that good taste lies in the simple, rather than in the complex, either in color or combination.

Mr. Post is a member of the Division street M. E. church; and, while he has not yet walked down the aisle of that edifice with Mendelssohn's famous march ringing in his ears, it was made evident by a tell-tale question that "Her bright smile haunts him still."

W. N. CORL.

When it was suggested to Mr. Corl that he ought to have put off the day of his birth—Dec. 31, 1867—for twenty-four hours, and not come poking along at the tail end of the year, if he ever expected to be a traveling man, he made the timely and pertinent reply that the traveling man who doesn't expect to get left January 1 will have to take time by the forelock by getting ready to start out the day before. Being born is no trifling matter, and nobody can do anything in this world until that job is over with. Coming to town on the 31st made him one day ahead—an advantage he has managed to maintain so far in his career.

The town referred to was Leesburg, Pa., and in that State 6 years is the age for going to school. For two years and a half he encouraged the Pennsylvania teacher all he could, and when the family moved to Akron, Ohio, he gave the same attention to matters educational as he had in the old Keystone State, until he was 11. Sickness then stepped in and made living, for the next five or six years, a rather painful business. It about swamped his school life, and when health made study again a possibility, he went to Cleveland and became a student at the high school there.

Two years, at that age, soon even things up in a good school; and, better than that, it made the boy acquainted with the city and the business houses thriving there, so that when study was over, it was a comparatively easy matter to pass from the school to the warehouse. An opening was found in a wholesale millinery house in Cleveland and the young man went to work. For three years, he remained with the same house. He became familiar with his work and liked it and, when an opportunity came to better himself by coming to Grand Rapids, he improved it by joining his fortunes with the house of Corl, Knott & Co.

Something like a year ago, there was a wedding in which Mr. Corl was particularly interested, the other party especially concerned being Miss Helen E. Osgood, of Grand Rapids, and the happy home set up at 17 Logan street is a convincing proof that marriage is not a failure.

A. L. STEVENS.

Every first-class business house in the Tri-State country feels that it must have a representative from each of the states included in the combine, and when the time came for Indiana to be admitted into the corps of Corl, Knott & Co., it

began to be on the lookout for a good likely Hoosier. The man wanted was found at South Bend. His name is Stevens—A. L. Stevens—born in that lively city of Hoosierdom, Oct. 21, 1872.

There was no particular hurry about this boy's starting out in life—certainly no need of beginning early and of jumping in without getting ready—so the boy began and went through the usual troubles attendant upon keeping the teachers in an amiable frame of mind, with an occasional period of anxiety in the home circle. It is a long time to keep at one thing—from the 6th to the senior year of school life—and at the beginning of that last year he wanted to try something else.

All right—what? Then the young man sat down to think the matter over; and, after he had a good look at his attainments and another at his inclinations, he rose from that interview with himself with the candid belief that there was a first-class physician hidden away somewhere and that it was his duty to bring him out. He wasn't the only one who thought the same thing, and he



FRED H. WOOD.

Of Lansing, who was ill when the group portrait of Corl, Knott & Co.'s hustlers was taken.

began his post-academic career by beginning the study of medicine. For six months he proceeded on Pope's idea that "The noblest study of mankind is man," and then, while admitting the general truth so concisely stated, he concluded that he would pursue the study from a commercial, rather than from a physiological, standpoint. That decision reached, he left the doctor's office to look the ground over for something else to do, and about that time he heard of the want of the Wolverines and came up with the hope of supplying it. He was successful. He came a stranger and they took him in! He has been in that condition for three years, with a fair prospect of remaining as long as he pleases.

Mr. Stevens is an attendant of the Methodist church. His home is still in South Bend, and, while he does not pretend to know all there is to be known about a beautiful bonnet, he believes he can bring out something in that line one of these days which will win for him the congratulations of even those who know him best.

W. N. CUTLER.

North Adams, Hillsdale county, claims the subject of this sketch as one of her children, where he was born October 26, 1868. Having made the

most of what the schools could do for him, he rounded out his school life by taking a commercial college training for nine months. Then he was ready for business.

He began it by going into the dry goods store of W. B. Childs, of his native town, and made a good thing for himself by staying with the house for four years. These first years are almost always fate-fixers. They show pretty clearly the bent of the boy and are sure to develop any liking he may have for the chosen calling; and four years in one place, especially the first four, are about sure to tell the story.

With this as a preparation, young Cutler turned his back on the home chimney and went to Charlotte, where he entered the dry goods house of A. I. Baughman. Three years at Charlotte paved the way for the next move, which brought him to Lansing. Here he filled a position with Burnham & Co., a dry-goods firm, which he retained for five years. Then he made up his mind to

come to Grand Rapids. Spring & Company were his first employers, and then, after some service, on the first day of the present year he was enrolled on the traveling list of Corl, Knott & Co. Mr. Cutler is not a benedict and hopes he never will be; but time makes great changes. "In the spring a young man's fancy lightly turns to thoughts of love," and the prospects are still bright for a coming anxiety on his part in regard to the price of anise paregoric, and peppermint!

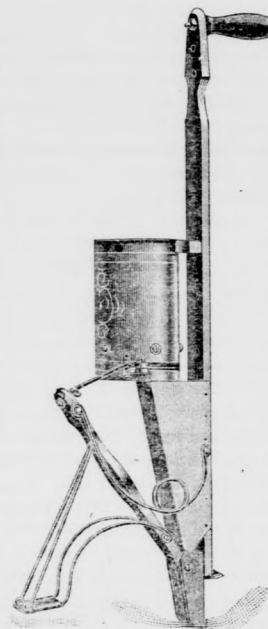
A case is now before the courts of Bavaria which has been in litigation for 301 years. It is the suit of the town of Burginn against the lords of Thungen for 2,000,000 marks, value of a certain forest of oaks.

If your wife could buy a 10c article for 5c, do you think she would? Well, I guess so! Why don't you buy S. C. W. 5c cigar?

We are Selling Agents  
for the

## American Standard Corn Planter.

ONE HAND, AUTOMATIC.



These Planters are fitted with Sheffield's famous patent adjustable seed disc, and spring brass cut-off. The disc revolves similar to the disc used in horse planters, and is the best finished and most accurate dropping disc ever used in corn planters of any description.

### The American Standard No. 4

Is the general favorite. Fitted with the medium dropping disc. The sales of the No. 4 exceed those of all other planters now in use, combined.

**Foster, Stevens & Co.,**  
GRAND RAPIDS.



## Hardware

### The Art of Advertising.

From the New York Sun.

The development of the art of advertising during the last four or five years has been very remarkable. The newspaper advertisement has changed radically both in form and character. It is no longer a bald and dry announcement of a private business, to which a great part of newspaper readers gave no particular attention, but has become an interesting feature of the journal that compels everybody's observation.

This is because the advertisements of all extensive advertisers are now prepared more carefully and skillfully with regard to both their literary construction and their typographical display. They are better written and they are more artistic in appearance. They present more attractively and strikingly the peculiar features and advantages of the business or articles advertised. They give information valuable to the public in a form and a manner that make it readable also. Advertising space is costly in all newspapers in which it is worth while to advertise, and consequently such business announcements contain only the words necessary to produce the desired impression. There is no redundancy in them. Every word is made to tell; and therein is the secret of the most effective writing. The expression of many of these advertisements nowadays is so far picturesque that they attract the reader simply by their literary art. In typographical form, too, they are made to command attention. No reader of a newspaper can pass them by. They force themselves on his notice, and he is as likely to read them as any other of the contents of the paper.

The result is that the names and situation of New York business houses which are large and regular advertisers in the leading journals are better known to the people than many of the most important of the public buildings, and their fame extends throughout the Union and even reaches to foreign countries. So far as mere publicity goes, they are the equals of the statesmen and generals of the widest distinction. Everybody knows of them and of the departments of trade and manufacture in which they are engaged. Strangers in town visit their establishments from curiosity, if not also with the original purpose of making purchases. Residents here who formerly gave little or no heed to business advertisements are now guided almost wholly by those announcements in buying supplies.

At present there is much complaint among small dealers with a merely neighborhood trade that these great establishments are drawing away their business. Of course, it is so; but the reason why such concerns are monopolizing trade is not that they are using any unfair means to absorb the patronage of their petty rivals. They have no monopoly of the method by which they draw to themselves the trade formerly distributed among great numbers of little shops. There is no secret about the cause of their vastly larger volume of business. The way to it is open to everybody else. The profitable distinction they enjoy was secured by advertising. Except for it, every one of them would now be doing a comparatively and even an actually petty trade. Their names would be unknown beyond a limited neighborhood and by a small number of customers. Their gain, also, thus obtained, has been for the public advantage, for the concentration of business, brought about because of the distinction secured by advertising, has tended directly to the lowering of prices. They are able to conduct their vastly increased business with a much smaller percentage of cost. Buying in great quantities, they can buy cheaper.

It is useless, therefore, and it is contrary to the public interest, to attempt to resist this tendency to concentration and absorption. The houses that secure fame for their business by conspicuous and persistent advertising will go on absorbing the trade of their competi-

tors who do not use that means of obtaining publicity and distinction. That is inevitable and it is irresistible.

The present very interesting and striking revolution in advertising methods is, therefore, only the beginning of a development which will produce radical changes in the business world. The advantages offered by the widely circulated and influential newspaper as a means of securing publicity for all business enterprises are only beginning to be appreciated, and the art of advertising has only lately begun to receive the careful cultivation its importance demands.

### The Hardware Market.

General Trade—Continues only fair, as dealers are not disposed to buy beyond their wants. In some lines, such as wire cloth, poultry netting, corn planters, potato planters and steel goods, dealers are placing their orders for early spring shipment, as they will soon need them, and it is believed prices on them have reached the bottom. We note, also, in Eastern exchanges that there is a tendency to higher prices in many lines, as steel billets and pig iron have advanced from \$1@2 per ton.

Wire Nails—The Wire Nail Association has reaffirmed the present price for February, but has given notice that for March wire nails will be advanced 15c per keg. As the Association has complete control of the market, it is evident it can do as it pleases; and it is believed there will be no decline during the spring months. Dealers who buy for this month's shipment will save 15c per keg.

Barbed Wire—Is firm and some mills have advanced their price \$1 per ton. We believe this a good time to buy.

Window Glass—Is firm, although no advance has taken place.

Miscellaneous—Screws are firm at the present discount. Carriage bolts seem to be a little weak. Carpenters' chalk and school crayons have taken a jump of at least 50 per cent., owing to the control of that line of goods by the American Chalk Co.

### The Telephone Situation.

At Alpena the Bell people offer to put in 500 Bell telephones free for one year, the object evidently being to knock out all opposition.

The last issue of the Cheboygan Tribune contains the following: The Michigan Bell Telephone Co. is getting quite liberal where it is brought in competition with opposing companies. Here in Cheboygan, when it had the monopoly, it charged exorbitant rates and gave very poor service, until a charter was granted Mr. Dewey, when it knocked off 25 per cent. of its rates. Prior to that it claimed it could not afford to give any lower rates. This rate continued until W. H. Blake was granted a charter and had his system nearly ready for operation when the monopoly gave another slump in prices and offered to furnish service for one-fourth what it charged when it had things its own way. Does any person believe if there was no opposition it would have been so liberal? Not much.

At Defiance, Ohio, Bell telephones can be had for three months for nothing. Twenty contracts of that kind have already been signed and more are being signed daily. The agent of the company recently sent there announces that every house in town that wants a telephone can have one free. The cut is due to the organization of a local company, which has secured 210 subscribers on a basis of \$2 a month for residences and \$3 a month for stores.

## Hardware Price Current.

### AUGURS AND BITS

Snell's.....	70
Jennings', genuine.....	25&10
Jennings', imitation.....	60&10

### AXES

First Quality, S. B. Bronze.....	5 50
First Quality, D. B. Bronze.....	9 50
First Quality, S. B. S. Steel.....	6 25
First Quality, D. B. Steel.....	10 25

### BARROWS

Railroad.....	\$12 00 14 00
Garden.....	net 30 00

### BOLTS

Stove.....	60
Carriage new list.....	65
Plow.....	40&10

### BUCKETS

Well, plain.....	\$ 3 25
------------------	---------

### BUTTS, CAST

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

### BLOCKS

Ordinary Tackle.....	70
----------------------	----

### CROW BARS

Cast Steel.....	per lb 4
-----------------	----------

### CAPS

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

### CARTRIDGES

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

### CHISELS

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

### DRILLS

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

### ELBOWS

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

### EXPANSIVE BITS

Clark's small, \$18; large, \$26.....	70&10
Ives', 1, \$18; 2, \$24; 3, \$30.....	25

### FILES—New List

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

### GALVANIZED IRON

Nos. 16 to 20; 22 and 24; 26 and 28; 27.....	28
List 12 13 14 15 16.....	1
Discount, 70.....	

### GAUGES

Stanley Rule and Level Co.'s.....	60&16
-----------------------------------	-------

### KNOBBS—New List

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

### MATTOCKS

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

### MILLS

Coffee, Parkers Co.'s.....	40
Coffee, P. S. & W. Mfg. Co.'s Malleables.....	40
Coffee, Landers, Ferry & Clark's.....	40
Coffee, Enterprise.....	30

### MOLASSES GATES

Stebbin's Pattern.....	60&10
Stebbin's Genuine.....	60&10
Enterprise, self-measuring.....	30

### NAILS

Advance over base, on both Steel and Wire.....	2 50
Steel nails, base.....	2 55
Wire nails, base.....	50
10 to 60 advance.....	50
8.....	60
7 and 6.....	75
4.....	70
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 3/4.....	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 20  
"B" Wood's patent planished, Nos. 25 to 27 9 20  
Broken packages 1/2c per pound extra.

### HAMMERS

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

### HOUSE FURNISHING GOODS

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

### HOLLOW WARE

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

### HINGES

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

### WIRE GOODS

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

### LEVELS

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

### ROPES

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

### SQUARES

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

### SHEET IRON

Nos. 10 to 14.....	com. smooth. com. \$3 50 \$2 60
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
-------------------------	--------

### SASH WEIGHTS

Solid Eyes.....	per ton 20 00
-----------------	---------------

### TRAPS

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

### WIRE

Bright Market.....	75
Annular Market.....	75
Coppered Market.....	70&10
Tinned Market.....	62 1/2
Coppered Spring Steel.....	50
Barbed Fence, galvanized.....	2 25
Barbed Fence, painted.....	1 90

### HORSE NAILS

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

### WRENCHES

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

### MISCELLANEOUS

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

### METALS—Zinc

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

### SOLDER

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
20x14 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.....	9
14x56 IX, for No. 9 Boilers.....	per pound...

## COIN! COIN! COIN!!

Should be neatly and accurately wrapped before banking. We make the only device for doing it properly.

SUCCESSFUL BANKERS give these to their depositors. If you prefer to buy, ask any stationer for them or send to us for prices and free samples.

ALVORD-BOLTON CO., MFRS.

29 GRAND RIVER AVE., DETROIT, MICH. U.S.A.

**PERKINS & HESS, DEALERS IN Hides, Furs, Wool and Tallow**

WE CARRY A STOCK OF CAKE TALLOW FOR MILL USE.

Nos. 122 and 124 Louis 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, - - - FEBRUARY 5, 1896.

### THE FUTURE TRADE CENTER.

From the time of Edward III., who so encouraged trade that he has been called the "Father of English commerce," the English nation has been willing to consider itself the commercial center of the globe. Her merchants, like those of the ancient cities of the Mediterranean, have whitened every sea with British sails, and there is no country and no climate to which the English flag is a stranger. Hemmed in by the ocean, she has turned her isolation to practical account, until the roadways of the earth, whether of land or water, find a common converging point at Liverpool or Southampton. Her energy knows no bounds. Wherever there is air to breathe it is sure to reach English lungs, and the rich red blood so strengthened and so sustained is ready, to the last drop, to defend the honor of the English crown.

Strong, however, as England is today, it may well be questioned whether her importance as the commercial center of the earth is a lasting one. The world has moved since the wool sack took its permanent place on the English bench, and none faster than that part which pertains to business. Westward the star of empire has taken its way and while, so far, the journey has only lengthened the converging trade lines, the time will come, if it has not come already, when these lengthening lines will snap, if they are not shortened, an event to be averted only by a movement westward of the commercial center of the world.

It is not reasonable to expect that commercial supremacy will remain in England. The star-led empire will take with it its own capital, and the commercial metropolis will not remain upon the banks of the Thames. It has been there too long already for the benefit of all concerned. Once considered beautiful for situation, it is so no longer; and the trading center which satisfied the needs of business in the time of the Plantagenets, when only one hemisphere was dreamed of, cannot remain the trading center with America discovered and populated, and with Asia and Africa, then almost unknown, teaming with uncounted millions. The stormy Atlantic is only the cradle which has rocked the infancy of a mighty commerce yet to be, whose keels, coming from the four corners of the earth, will find no harbor for their treasures in the English isles. Even now, the future ocean basin of

commerce is preparing for the coming metropolis of trade—a metropolis, let it be noted, to be founded somewhere on the Pacific.

The contour of that vast ocean has long foretold its own magnificent destiny. Bounded on the east by a hemisphere of republics, the last phase of Christian civilization and the best, bordered on the west by the continents of Asia and Australia and the East India Islands, with glimpses between them of Hindustan and far-off Africa, the Pacific, sure of its future, waits with patience for its Golden Age to begin. Above the Bosphorus, even now, there are signs of dawn. Japan and China are already astir. India and Africa are conscious of the coming day, and Siberia, where the Russian Bear has dreamed, is rousing herself from sleep. To meet the needs of this increasing activity, the commercial center of the world is taking its westward way. It anchored its fleets for a while at New York, but only for a while. Like Balboa, it has looked from the rocky heights upon the Pacific and is hammering upon the portals of the isthmus to make way for her burdened ships. The land of the sunset has caught the sound of its coming and has thrown wide open her Golden Gate and there, upon the eastern shore of that almost boundless ocean, the continents and the isles will bring tribute; the capital of one hemisphere on the Golden Horn will send greetings to the other at the Golden Gate, the commercial center of the world, while England, for years the acknowledged center of trade, will, with her prime meridian, serve only to mark the distance that center has traversed in passing from the old home to the new.

The rapid increase of immigration is operating to bring the question of restriction to the attention of Congress and its committees. A bill introduced by a Massachusetts member to require that all immigrants between 14 and 60 shall be required to read English or some other language is receiving serious consideration in the House Committee on Immigration. A number of representative citizens came before the Committee in behalf of the bill, who made an effective showing in its favor, claiming that the Government had a right to make such restrictions, and that it would tend to raise the quality of American citizenship and would also benefit the labor market and help to maintain wages. It would also be an important factor in the solution of the slum question in the great cities. It is to be hoped that the movement will result in completed action by the Government.

The meeting of the National Board of Trade at Washington last week paid special attention to questions of improving the channels of the Great Lakes, and of opening deep draft connections between the Great Lakes and the Mississippi and Ohio Rivers and the Atlantic, and the building of an interior coastwise canal. The result of their deliberations was the recommendation that the Government give immediate attention to these enterprises and carry them forward as rapidly as the financial conditions warrant. As a means of revenue, a tonnage tax on all vessels of foreign register was recommended, as was also the policy of encouraging private corporations for the improvement of tributary channels. The Board also urged the Government prosecution of the Nicaragua Canal enterprise.

### CHANGE PROBABLE IN CUBAN SITUATION.

The story of the Cuban war, as it has appeared in the press, has been decidedly monotonous. Shut in by Spanish occupation of the seaports, the news from the battlefields has had to pass the censorship of the Spanish authorities. Actuated by the dread of the insurrection's assuming sufficient magnitude, or appearing to do so, to warrant recognition, the utmost care has been exercised to prevent Cuban successes from becoming known. Thus, the first news of movements has almost invariably indicated Spanish victories, generally to be corrected by rumor and news through private channels.

During the past two years, Spain has sent her most eminent war officers and armies, numbering no less than 115,000 men, to subdue the handful of insurrectionists, as she would have the world believe, which has been defying her authority. Despite the efforts of these vast armies, the country under the control of the rebels has steadily increased in area, so that now they control a greater part of the territory of the island than ever. That Spain could keep up this fiction of an insurrection so long, involving armies of such magnitude, with every precedent and with the sympathies of the American people in favor of recognition, is a matter hard to explain.

The purpose to be served in thus putting off such action as far as possible is, first, to prevent the moral prestige that such recognition would give the Cubans, and, second, to enable the Spaniards to prosecute the war according to their own peculiar methods. As matters now stand, every Cuban captured by the royal forces is a traitor and may be tried and shot, or shot without trial, with impunity. The leniency of the retiring commander, Campos, in such matters is probably one reason, among others, for his recall.

Recent events, however, indicate that there may be some variety introduced to break the monotony. Just as the new commander makes his promises of severer measures, to the consternation of those sympathizing with the insurgents, the question of recognition finally engages the attention of Congress. While the resolution of the Committee on Foreign Relations does not express formal recognition, it does call upon Spain to accord belligerent rights, in terms which will commit the Government to see that the new commander does not go too far in his repressive measures.

In view of the fact that the Government has accorded to Spain every assistance she has asked in restraining unlawful expeditions, and that this congressional interest in the matter comes so slowly on the heels of popular sympathy, there can be no reasonable cause of complaint on her part, and the expression of wishes for humane treatment of the rebels will have a strong moral force.

Taken altogether, it begins to look as though something is likely to happen in Cuba. Either the recent reverses which seem to have overtaken the rebels will continue to an extent which will discourage the sympathizers and enable the new administration to quickly put down the rebellion before aggressive measures are stopped by summer heat and malaria, or, what is more probable, the rebels will keep out of the way long enough to enable the new commander to exercise his promised barbarity to an extent that will arouse the half-hearted Cubans at home and the sympathizers

in this country, and that will compel our Government to act upon the line of policy indicated by the recent Committee report.

This is a question of immediate significance to the business interests of this country. The Cuban trade, now paralyzed by the state of siege to which the island is subjected, had become of great importance and was rapidly increasing. Not only are the tobacco and sugar interests nearly ruined, but the fleet of fruit vessels, which was rapidly growing, has had to look elsewhere for employment. Cuba is the natural producer of tropical luxuries and necessities, for the Atlantic seaboard especially; and, when it is remembered that it is American capital and enterprise which were carrying on both the production and the trade, it will be seen how important are her interests in the matter.

### INDUSTRIES WAIT, STAPLES ADVANCE.

The unsatisfactory condition of industries and general trade still continues, attributed largely to the uncertainties of congressional action. At the same time, the advance in staples, especially wheat, still continues without any indication of a reaction. There seems to be a general feeling that industries are on the point of a turn for the better, as soon, at least, as there is some indication of what is to be done by Congress.

The operations of the combinations in the iron industries have served to strengthen prices in some lines. Pig iron has declined, however, and the competition of Southern works gives some trouble. Prices are 11.4 per cent. below the highest last year. Minor metals are slightly strengthened by speculation.

Cotton goods continue weak and the mills are discussing the curtailment of production. The latest outlook is a little more favorable for spring demand. Woollens are less favorable, on account of open weather and the danger of large stocks of heavy goods being left over. Foreign competition in the woolen industry is still the most unfavorable factor.

The improvement in demand for staples has been especially noticeable in the South and on the Pacific coast. The export of corn and wheat has been especially active from Southern ports, and the newly developed South African demand for flour accounts for the activity at Pacific points.

There is a decided improvement, with a bullish tendency in the Wall Street markets. Now that the success of the new loan is assured, and the price of exchange at a point to cause a return of gold to this country, there is a better feeling and an improvement in speculative demand. The greatest advance has taken place in the coal stocks, on account of the agreement apportioning production.

Business failures for the week were large, 393 against 341 for the preceding week.

The prediction made that the settlement of the war claims of Japan would result in an increase in the price of silver was not realized and the speculation instituted on that basis proved a failure, yet since February of last year the price has advanced in London from 27½d. to 30½d., at which figure it is now firm. While some are inclined to attribute the rise to the favorable outlook of silver legislation in this country, the more conservative, considering that the rise took place largely while there was a decided reaction on the subject, attribute it to the continued increase of gold production throughout the world.



**POLITICS AS A CAREER.**

The problem of honest city government is one of the most important in the whole range of American politics, and it is engrossing the attention of the best intelligence in the country.

The San Francisco Examiner, treating the subject, expresses astonishment that American young men of wealth, instead of devoting themselves to politics, and thereby putting themselves in a position to render some worthy service to their country, give themselves up to society, club life or sporting. In presenting this view of the matter it is not contended that men who are born rich are more honest or able than men who are born poor; but, other conditions being equal, the rich man can sometimes give better service. The able poor man cannot afford to spend his life in politics, provided he wants to be honest. From a money point of view, politics is the last place in which an honest man of good ability should look for a livelihood.

It is true there are a few public positions in which salaries are considerable; but in the present state of politics, it becomes necessary to spend the greater part of the money before it is earned, in order to gain any sort of political prominence or favors. In most of the offices in the administrative service, where ability and learning are required, the salaries are commonly inferior to those in private business. Private corporations pay from \$10,000 to \$50,000 a year for the kind of talent that the city and state expect to get for \$1,200 to \$4,000. It is plain that, if the city or state gets an able and honest poor man, it cannot keep him, unless he puts ambition before money.

It is not, however, in administrative offices that the state loses most by the exclusion of rich men of ability from the conduct of affairs. The public is fairly, if extravagantly, served in these. It is in legislative offices that it fares the worst for want of them. It is in the legislature and the city councils that the greatest temptations to dishonesty are found. The acts of a legislator or an alderman are acts of discretion. A legislator cannot be called to account before a court for an exercise of judgment.

The Examiner aptly argues that a fiscal officer who should pay money to B when a warrant was drawn in favor of A would be taken to jail and his bondsmen sued; but a member of the city council who votes money for a contract to C, when, as a matter of right or of public policy, it should be given to D, cannot be called to account for his act, unless it can be proved on legal evidence that he was bribed. It is thus that the opportunity is afforded for those jobs and steals that are the shame of successive legislatures and councils, and cause good citizens to despair of honesty in government. The members can barter away the public interests without being punished for it, and many of them yield to the temptations of opportunity.

It is argued that a man who had an abundance of money would be less likely to enter into this kind of rascality than a man who had no money. An alderman who is ready to turn thief can make several thousand dollars during his term of office by selling his vote when street car franchises are being granted, by dickering with street and sewer contractors and by "standing in" with attorneys who are interested in getting steals and jobs through the council.

The Tradesman does not wholly agree

to this, because, if a man be, a rascal, he will be one regardless of his condition. Rich thieves are just as ready to steal as are poor ones, and a poor man can be just as honest as any other. Some of the honestest men in this city or country, or in the world, are poor, and yet they have resisted all temptation to dishonesty; but when a poor man is found seeking a public position which has no salary attached to it, the fact is highly suspicious, and there is no question that political careers ought to be sought by young men who can give to them time and study. In England the best men go into politics as a profession, because there most important service can be given to the country. There young men are taught to look to politics as the most desirable career the empire affords. In the United States the people who consider themselves the "upper classes" affect to regard office-seeking as low, and, if voting is permitted, it is only as a disagreeable duty.

This is all wrong. In a government of the people and by the people political duties are as high and as important as the defense of the country.

**DEBS AND TEMPERANCE.**

The Tradesman has been criticised in certain quarters for its strictures on the recent idol offered for worship by the walking delegates, on the score of his predilection for the associations and indulgences of the bar-room and worse places. In view of this fact it may be excusable to refer to the matter once more.

Mr. Debs came to Grand Rapids as the guest of the central labor union. He was in the city about thirty-six hours and was entertained gratis by the New Livingston Hotel. The receipts of the committee from the lecture and from subscriptions and other sources amounted to the respectable sum of \$331.15. The expenditure exceeded this amount by \$47. In the discussion of the entertainment committee's report it transpired that the amount paid for the lecturer's services was less than the "services" of some of the members of the committee. One item of "incidentals" was reluctantly accounted for as "beer, sardines and crackers," amounting to \$38. In view of the fact that the "sardines and crackers" furnished by his generous landlord would, probably, be sufficient for a considerable part of his requirements, it is fair to infer that the proportion of this item devoted to "beer" would preponderate.

As a matter of fact, Debs came to Grand Rapids as the guest of the worst element of the association of "delegates." The proceeds of the undertaking were employed largely for a grand "blow-out" for that crowd of which he was a congenial member. His "position on temperance" in his lecture, for which he received congratulatory letters from the Central W. C. T. U., and his acknowledgment in return, thus assume a humorous phase.

It is probable that Mr. Debs' lecture career is effectually ended. The uncongenial position of an exponent of morality is one that he cannot maintain, in view of his actual moral status and qualifications. The fame of such episodes as the visit here and at Detroit has already put an end to his mission on the platform. It is said that he will now engage in editorial work. His career in that field will be about as short as the other, for in the sphere of his qualifications literary work is not a factor and there are no vacancies on the editorial staffs of the brewery and whisky journals of the country.

**MONOPOLY AND CONSISTENCY.**

In the changes of economic conditions there always results hardship to individuals. The advent of machinery and the operation of combinations called monopolies make individual interests suffer, and work hardship to many before they can adapt themselves to the new conditions. Yet there are few who would abrogate machinery, and if the "monopolies," with all that they have done in providing cheap transportation, cheap illumination, and the cheap conveniences of modern life and business, were to be abolished, the resulting changes would convince the most radical anti-monopolist that monopolies are not wholly bad.

But there is an aggressive class which is loud in its denunciation of monopolies and monopolists. This antagonism is urged on the ground of the oppression of the working man by these monopolies, not only on account of the displacement of labor by modern methods, but for the more immediate grievance of going into the free markets for their purchase of labor. The grounds of the criticisms, however, are not so very clearly defined and seem to rest on the fact that the objects of criticism are "monopolies." The ones thus loud in their criticisms are the members of the trades unions. The theoretical basis and reason for the existence of trades unions are the improvement of the condition of the laboring classes. The practical results striven for by modern unionism, however, are the monopoly of labor and dictation of its price. If it were contemplated to form a monopoly of the labor of the whole country, it would be an undertaking of some magnitude and would put all other monopolies far in the shade.

To the logical mind there is suggested an inconsistency on the part of organized labor in its critical attitude toward monopolies. In its practical operation in those localities where it obtains an ascendancy it constitutes a monopoly as unscrupulous and ruthless as any other ever devised, and one which has caused far more suffering among the laboring classes and those dependent on them than any other monopoly or than resulted from the introduction of the use of machinery.

There is a difference in the methods and pretensions of modern unionism and the other monopolies which are favorable to the latter. These are resulting conditions of competition in trade which, at least, are honest in that they do not pretend to be actuated by philanthropy. The theoretical idea of such monopolies is that they are combinations to make the price of the commodity they control as great as possible. In practical operation they are subject to the economic rules of trade and competition and an undue enhancement of prices brings disaster. The only successful monopolies are those that by economy of production and distribution furnish the article or convenience cheaper than could be done by general competition. These, on the other hand, are urged on the plea of philanthropy, to better the conditions of working men. But in the practical operation of unionism the arbitrary principle of monopoly has full swing. Prices are fixed without regard to economic conditions, and frequently the particular line of work is driven from the locality to others subject to the normal conditions of trade. Ordinary monopolies sell their wares in the open market. Unionism demands that its wares shall

be purchased to the exclusion of all competition, on penalty of all the moral and physical forces it can command. The former sell their wares because they can sell them cheaper than others; the latter because where it has the ascendancy, through the power of organization, it can prevent others from selling in the same market, even if it result in starvation. There is no monopoly so arbitrary, so ruthless, so infamous, so entirely controlled by unbridled selfishness, as the monopoly of union labor.

**A HAPPY MEDIUM.**

No question of national importance is more firmly settled in America than the separation of Church and State. Other times and other peoples have shown the danger of such connection, and America itself is not without its instances. All these, however, have passed away. For years the public thought has been rushing to the other extreme. Distrust of sectarian tendencies has hastened the movement, and New England, where the minister was sure to have a place in the school board, has scarcely an instance where that dignity is now so recognized. The separation is complete.

One result not expected, or, at best, looked upon as a matter of little moment, is the introduction of the worst elements of civil life into these positions of trust on the retirement of the clergy. When the minister went out the word "politician" went in and the change has not been for the best. The movement, once begun, did not stop. More and more have the lines been drawn, until saints and sinners alike have come to the conclusion that the pulpit is the only place in modern life for the minister except at the altar and the bier. Politics detests him, society coddles or ignores him, business tolerates and pities him.

It seems now that the limit has been reached. It is beginning to be discovered that a mistake—and a great one—has been made. It has been found that, in severing the relations between Church and State, the essential idea which the Church embodies has been weakened, and that the State is the sufferer; and an attempt has been made to restore something of the old relations and influences.

Philadelphia—the effort was worthy of the City of Brotherly Love—found that there were elements in the strike in that city which common means and methods could not reach. The contest between the car companies waxed warm, and, finally, to avert a general strike, the differences were submitted to a commission made up of Bishop Whittaker, of the Episcopal Church; Archbishop Ryan, of the Roman Catholic Church; Bishop Foss, of the Methodist Church, and three laymen. The result has proved the wisdom of the course adopted, and it remains to be seen whether "a happy medium" cannot be found where Church and State can meet on common ground and, without detriment to either, consider and settle for the public good many of those questions of policy which are vexing the common life to-day.

Trees and plants grow, thrive and produce best when the earth is most often stirred up about their roots, and the best results can only be obtained by such stirring. This movement itself is sometimes brought about by competition in business, for it causes the traveling man who imagines he has a "cinch" on his trade to make some exertion with the hope of keeping his trade, when he sees such a course is a necessity and no longer a theory.

## Getting the People

### SOME RANDOM THOUGHTS ON WINDOWS.

Written for the TRADESMAN.

The management of store windows is a matter of serious consideration in cities where location is an important factor and rents correspondingly high. The advertising value of the window is coming more and more to be realized, and the "window dresser," whose duties were formerly relegated to the most tasty of the clerks—if, indeed, the work was not trusted to "the boy"—is an artist whose services are in demand. The country store window does not receive as much consideration as it deserves.

In the management of the city window there is, of course, a great variety in the degree of excellence, and especially in the degree in which the advertising value is made paramount. In frequent instances the ambition of the artist to create a picture which shall be a "dream of beauty" is indulged at the expense of the advertising idea. For certain temporary purposes this may be admissible, but, as a rule, the window should be made to suggest that there are goods in the store to be sold. To do this it is well to show some of the articles in the display in such a way that they will attract the attention of purchasers and lead them to enter the store. The mistake is frequently made of displaying only the finest articles of a class, or of showing even finer goods than are kept on sale, or than would be in demand. An instance will illustrate: A window in this city had been carefully dressed to show corsets. The "center piece," so to speak, a more or less charming dummy, was fitted out with a very handsome satin corset. A would-be purchaser entered the store and, to the inquiry for such goods, received reply that "they had none in stock—did not carry them—the one in the window being a sample for show only." Remarking upon it, the lady said that "the others looked so cheap by comparison that she didn't want any of them."

It is coming to be more and more appreciated that articles attractively displayed, with prices attached, are the most effective for the purpose of Getting the People. A novel, interesting or attractive display has an indirect benefit in making the front of the store the lodestone for an idle crowd; but in the most valuable locations this use of the window cannot be afforded all the time. A few of the most salable articles arranged in such a manner as to fix the attention, made the salient points of the picture, with an apparently reasonable price suggested, will conserve the advertising value of a location the most effectually.

There are also show windows in country stores, but in too many instances the fact that they are of any use for purposes of show seems never to have occurred to the proprietor. If the glass is kept sufficiently clear of dust and cobwebs to serve the primary object of admitting daylight fairly well, its purpose is amply served. There is no location where the show window is not of value for advertising purposes. If there were such, the consideration of attractiveness of appearance would be sufficient to warrant the utmost care that the window should not present a repulsive picture of dirt and rubbish, dust and flyspecks. Possibly excepting the sugar barrel, there is no place about a

store so dear to flies as the front window. It is not the purpose of this paper to tell how to keep them out; but no business can prosper to the degree of its privilege unless they are kept out.

The picture presented by the windows of every store should be a matter of serious consideration. If the arrangement is such that they can be used for the display of merchandise, they should be utilized to the utmost advantage for that purpose; and in every location the prime object of selling goods should be kept in view in the use of the windows. If it is better to use them to give a view of the stock displayed in the center of the store, that display should, of course, be arranged to show to the best advantage from the outside.

The great enemy to the usefulness of the window of the country store is neglect. Deterioration through the operation of dirt is so gradual that the need of care too frequently exists for a long time before it is suggested to the caretaker. Much has been said—and properly, too—in regard to care of back rooms, out-of-the-way corners and cellars; but the front windows are as frequent places of neglect as any part of the store; and the effect on the customer is first, in the order of time at least.

W. N. FULLER.

### A REMARKABLE RECORD.

The formal opening of the new quarters or home for the New York clearing house was a subject for much attention and comment by the papers of the metropolis. This great institution, a financial middleman between the banks, is aptly termed one of the most powerful, most remarkable and most honorable in the United States.

Its purpose, of course, as is that of all similar institutions throughout the country, is to secure an economy of labor and time and the use of money in effecting exchanges between the different financial establishments of the city. It is the greatest medium of exchange in the country, transacting a business ranging from five to ten hundred millions dollars a week. During the past forty-three years it is said to have handled a business, in its peculiar line, of eleven hundred billions of dollars in extent, or an average of over twenty-five billions per year. The most remarkable statement, however, in this connection is that in all these years not a cent has ever been lost through misconduct or mischance.

That such a thing is possible demonstrates to what a nicety, what an exact science almost, banking and financial operations have been reduced. The men at the head of such an institution and in its directory are the kings of finance in this country by reason of right and ability as well as by good fortune. It is not astonishing that they know how to manipulate, and do manipulate almost at their will, the finances of the Nation. The crossroads politicians who set their views and judgment and plans, in financial matters, against the experience, ability, technical acumen and power of men who handle twenty-five billions of dollars annually without misconduct or mischance are, to say the least, somewhat at a disadvantage. The New York clearing house, representing the associated banks of New York City, is about the biggest thing in America.

**Rubber Stamps.** Detroit Rubber Stamp Company.

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

### BOOK OF BOOKLETS—Chap. II.

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

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

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

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

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

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

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

---Selah.

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

**Tradesman Company**  
GRAND RAPIDS.



# Major's Cement

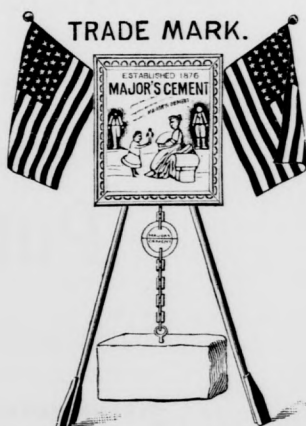
ESTABLISHED 1876. REGISTERED TRADE MARK No. 17,570.

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



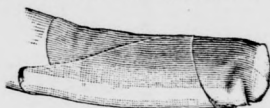
A. MAJOR.

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

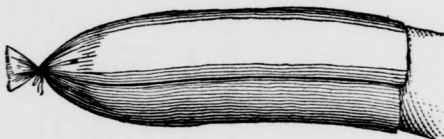


An ordinary plate broken in two and mended with MAJOR'S CEMENT held a stone weighing 300 pounds during the World's Columbian Exhibition at Chicago, 1893.

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



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



## PRICE LIST.

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

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

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

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

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



Price 15c. and 25c. per Bottle.



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

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

## JANE CRAGIN.

## How Cy Turned the Tables on a Petty Pilferer.

Every community has its scum and Milltown was no exception. Deacon White, who could give a quarter in charity if he must, but who much preferred to contribute that amount in prayer, had been heard frequently to remark that he "never could understand how it was that them there Pelseys could live, year in and year out, right in plain sight of the sanctuary and be the lazy, shiftless, good-for-nothing pack they had been ever since he could remember, and that's nigh onto fifty years. Take old Zibe. Him and his old harness was just alike—all tied up with ropes. You couldn't put your finger on him anywheres without tackling a string."

While the Deacon's opinion of "Old Zibe" had, without doubt, been much twisted by certain transactions in the way of barter in which the deacon, who prided himself on his shrewdness, had come off second best, it must be admitted that the family were a bad lot. The only one among them—and they were "thicker'n freckles"—was Hile, who seemed to be a little different from the rest. He and Cy had grown up together. They went to school together and, when nobody else would "set with him," Cy showed his humanity by taking the outcast in. It was no Damon and Pythias attachment, that; but, after the schooldays were over, and especially after the store was opened under Cy's management, it made a good lounging place as long as the store was located at the old place. Then Jane's quiet regime began and a good deal of the lounging dropped off. After the new store was opened, the rest of it went; but once in a while, after the store was shut up, and a light showed that Cy was inside, Hile would rattle the latch and Cy would let him in, and the two would while away what little of the evening was left. Hile liked to talk and Cy liked to listen, and the two managed in that way to pass many pleasant evenings together.

It happened, one evening, that Deacon White had brought in some of his gilt-edged butter to fill an order which old lady Walker had left who insisted that "even Mrs. White's butter wa'n't fit to eat, if it 'twa'n't put up in moulds with a straw'ry and a straw'ry leaf on top." Mrs. White knew her customer and sent a dozen as handsome quarter-pound moulds of butter as human eye ever looked at. For the finishing touch she wrapped each mould in oiled tissue paper, another attraction in the eye of the customer. The deacon reached the store about dark. After he went out Jane and Dolly were looking at the butter and admiring it, when who should come in but Hile Pelsey. It was evident that the dairy art, in his opinion, had reached its culmination in that butter. He looked at it long after Jane had got tired of holding the cover and, after the golden balls were shut from his sight, he could think and talk of nothing else.

That night after supper, Cy went back to the store. There was the familiar rattle of the knob, followed shortly by the throwing back of the bolt, and Hile Pelsey "was going by and thought he'd jest drop in." At first, he came into the office; but Cy was figuring over something and gave short answers to the few questions put, so, at last, to give Cy a chance to work without in-

terruption, Hile wandered out into the storeroom and helped himself to the crackers. That suggested a slice of cheese, and he had some. That may or may not have recalled the butter, but the box still stood on the end of the counter and, remembering the pleasing sight, with something of an effort he removed the cover for another look at the tempting product of the Deacon's dairy.

The taking off the cover of the butter-box attracted Cy's attention and, peering through the office window, he saw what, taken in connection with Hile's late admiration of the strawberry and leaf, awakened suspicion. If the fellow wanted a chance to help himself to the butter, Cy concluded there wasn't anything he could part with easier. Tossing his pencil on the desk, he said with a yawn, "There! I believe I've worked enough for one day. I guess I'll go out and put up the shutters and spend the evening with you. This is the second time Jim's gone off and left me to do his work and I guess, after he's done that a few more times, he'll hear from me;" and Cy stepped outside to put up the blinds.

That was Hile's opportunity and he improved it; and Cy had hardly got the first shutter in place before he saw Hile hastily wrap one of the butter-balls in some brown paper and snugly stow it in his hat. His first impulse was to sing out to the thief; but on second thought, he hastily finished his task outside and came in, blustering about the increasing cold, shut the door with a bang, locked it and slipped the key into his pocket.

"Wind's getting 'round into the north and it's going to be colder'n thunder before morning. That means a good big fire for those potatoes in the back store. Here! give me that poker; and I guess, Hile, if you don't want to freeze to death, you'd better slip into that seat there in the corner behind the stove, for, if I get there first, you'll have to say 'Good bye, chair,' for this evening. Now I'll swing open this back door—you needn't move—there's just one place where the draft won't touch me—and give the potatoes a chance and then I'll haul up my chair and we'll have some cigars and make ourselves comfortable. I tell you what, I don't know anything that'll make a feller hug the stove quicker and closer than the north wind when it starts out on a tear. There ain't anything that'll keep it out; and, if there's anything I can't stand, it's having the cold boring into my marrer."

"Here, Hile, take a cigar. 'Got one?' Keep it in your pocket and take one of these. An agent come around here t'other day and, after I'd give him an order, he says to me, 'What kind of cigar do you like?' 'The kind you hain't got,' says I, 'and wouldn't know it, if you did have—a real, genuine Havana, that you couldn't get a whiff of gray smoke out of if your life depended on it!' That sort of nettled him, and, after he'd got tired of swearing, says he, 'The next time I came, I'll bring you a box of cigars and make you a present of 'em—' 'Don't,' says I, 'my stomach ain't over and above strong and I don't like to fool with it'—and, if you don't say they're the best cigar you ever got hold of, I'll give you a good \$5 bill.' 'M—hm,' says I 'that's the kind they make over to Light and Puffum's; and, when you get ready to make the present, just go over there and get a box of their Royal Acorns

## Do You Want

A NEAT, ACCURATE, HANDSOME,  
NICKEL PLATED . . .

CANDY AND TOBACCO **Scale.**

We offer a "dandy" called the . . .

## INVINCIBLE

For \$3.00.

Capacity,  $\frac{1}{4}$  oz. to 4 lb.

Each Scale securely packed in wooden box  
and guaranteed to please.

A smaller one, called the . . .

## Columbian Postal

For \$2.00.

A fine Counter Ornament, besides being practical and useful.

## Putnam Candy Co.

## Good Resolutions

Are now in order.

Look over your stock and see if you are  
carrying the best Crackers in the market.

## Sears' Seymour Butter Crackers

Are acknowledged,

throughout the country, to be the best.  
Every one is stamped "S" and they cost  
no more than inferior brands, which are  
claimed to be "just as good."

A New and  
Attractive Package

Is always sought for and  
99 per cent. of your trade will want our

## One Pound Saltine wafers

When they see them in their new and handsome dress.

## REMEMBER!

We excel in the Manufacture of  
choice Crackers and Cakes.

## New York Biscuit Co.,

Grand Rapids, Mich.



and let me have something that's worth smoking!"

He was mad, and off he went without saying a word. The next time he came, he banged this box down on my desk, and says he, "If you say you ever smoked a better cigar than that, you're a liar!" I've smoked just three of 'em, and I guess the feller's right. Take such a night's this, and it's just the time for just such a cigar, and so I thought we'd better try 'em."

So the cigars were lighted, the story and the Havana and the cold outside lent their aid to increase the comfort within, and Hile's tongue, easily set going, began and kept up a round of the jolliest stories, without a sign of the discomfort eagerly looked forward to by the avenging Cy.

"This is a mighty good cigar, Cy—blamed if 'tain't; and I don't know of a better way to spend the evening than to get down into a warm corner and whack away at one. It comes as near comfort as anything I know on."

"That's right; but, if you whack away at that one much longer, you'll burn your nose. Throw it away and take a fresh one while I stir up the fire—I wonder if there's any hot water in this kettle. One of Jane's hobbies is having a kettle of water steaming all the time on the stove, and, if there's any" (looking in) "there is—any quantity of it. You just wait a minute and, if Jane hain't hid my brandy, we'll have a jolly old time here, all by ourselves. Here she is! Just see that color, Hile! Now, with some hot water and loaf sugar and a lemon—" the sentence was finished by Cy's drawing in his breath through his teeth. "If this was common brandy, Hile, I'd ask you if you liked it; but, you can take \$20 brandy—and that's what this cost—and there ain't anything on two legs that doesn't like it! There! Now, you don't want to open your mouth and gulp that down as if 'twas so much common cider. It'll make you drunker'n a fool, if you do; but, if you take a little sip of it now and then—so-fashion—by the time you get ready to go, you'll be good and warm, and you'll keep warm all the way home."

So, with each a new cigar from the wonderful box, they sat puffing and chatting and telling the funniest kind of stories, and it was difficult to tell who told the better. As the brandy grew low in Hile's tumbler, it was plain to be seen that things were working. Little trickles of perspiration began to appear at his earlocks, and Hile's apology of a handkerchief was called into active service. After awhile, the same manifestations appeared upon his forehead, and then the handkerchief began to travel to the back of his neck.

"Ain't it getting a leetle warm here?" he asked once, when he had called a halt on a stream that had started down his back. "I hope so," was the answer. "I wouldn't have those potatoes bit for the world. Got 'em from up country and they're the likeliest lot o' potatoes in the state. Why in thunder don't you take your hat off, if you're so awful hot? Here! let me have it;" and Cy made a lunge for it.

Hile jumped out of his reach as if he had been shot. "You let my hat alone!" and, with both hands on the crown, he pressed it down hard, almost over his ears, imagining that would help matters; but the melted—and melting—butter had to go somewhere and it spirted all over him. And such a sight! "Whew!" he gasped, mopping his

face and neck. "Let me get out o' this hot box! Talk about freezing your pertaters! You'll roast 'em if you keep that fire up much longer!"

Once he was out of that "cosy corner," the fun was over, and Cy, certain that little could be left of the butter, began to fix the fire for the night. That done, he put out the lights and unlocked the door, and the two men passed out into the night.

Conversation languished, but, when Hile left the storekeeper at his gate, Cy opened up:

"Well, Hile, good-night. We've had a pleasant evening together. I don't know when I've enjoyed myself more. The cigars and the brandy suffered some—but your hair won't need greasing for some time to come; and I calculate I've had so much fun out of this that I shan't charge you a cent for the butter!"

Cy laughed. Hile swore, a verbal exercise he kept up until he was out of hearing, and all the way home.

Needless to say, there was no more visiting after "shutting-up-time" in one Milltown store; and Hile Pelsey had no more taste, so to speak, for Mrs. Walker's butter.

RICHARD MALCOLM STRONG.

The weakest play for fame is shown when a couple of once respectable young men make bets with themselves that they can travel from one end of the Union to the other without spending a cent. Hundreds of dead-beat tramps have been working this racket ever since the close of the war. If they wished to be grandly great and unique, they might try being perfect gentlemen, paying for every service accepted, never acting like hogs in cars or hotels, never making kicks, never using bad language or in any way annoying fellow-travelers during any part of their long journeys. The world would then talk about them as wonders.

The Cornell Brain Association calls for "educated and moral persons" to bequeath their brains to that organization. It is not that the C. B. A. thinks it needs any more brains than it has of its own self at present, but it desires that autopsies of said cranial contents be made by experts in brains, so that the world may know what the brains of educated and moral persons are really like. It is doubtful if anything is to be gained by this. People who have first-class brains in their heads will not will them to a college club, and the crazy or bad quality brain is not worth studying.

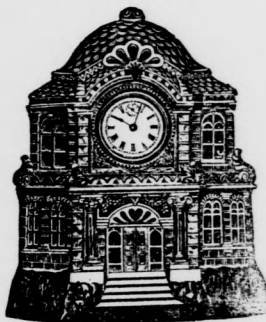
*Pingree & Smith*  
*Detroit*

**ARLOW** **LOOK**  
**ROTHERS** **INDERS**  
**LANCK** **OOKS**  
5 AND 7 PEARL STREET.

## The Best Known Man In Your Town

Is the merchant who reaches out for trade in a liberal way. We can give you the names of hundreds of successful merchants who use our bronze clocks the year round as trade winners---because they pay. Consult us---we claim to be experts in this line---we can assist any merchant to make money.

Our bronze clocks are richly designed and warranted for one year. We furnish coupons to be given with every purchase, advertising matter, ink, stamp, pad, etc., free.



Daisy Clock, size 6 x 8	.....\$1 00
Dog Clock, size 7 x 9	.....1 10
Cupid Clock, size 8 x 11	.....1 25
Newsboy Dog, size 7 x 9	.....1 25
America Clock, size 8 x 10 1/2	.....1 25
Mascott Clock, size 7 x 9 1/2	.....1 25
Castle Clock, size 8 x 12	.....1 50
Liberty Clock, size 9 x 14	.....1 50
Winner Clock, size 9 x 12	.....1 50
Cottage, alarm, size 9 1/2 x 12 1/2	.....1 50
Club, alarm, size 10 1/2 x 13	.....1 50

Terms: 30 days net, or 2 per cent. cash ten days.

## The Regent Manufacturing Co.,

163 State street,  
CHICAGO.

Send for Illustrated Catalogue.

JUST RIDDEN THE GOAT.

# VESTA

Was the Candidate.

She is the only one that is "in it."

Admitted because she is Queen.

An entirely new scouring article put up in 10 oz. silvered boxes 36 in a case. Costs you \$2.20.

Free samples supplied.

Ask your jobber for it or write to

## La Besta Manufacturing Co.

TECUMSEH, MICH.

We make the famous LA BESTA Washing Powder.

## Shoes and Leather

### How a Box of Shoes Brought Luck All Around.

When Capt. Hardy heard that his young sister was engaged to the junior partner in a shoe house, his indignation, perhaps, came as near getting the start of him as it ever had done in his somewhat easy-going life.

"The idea of her marrying a tradesman anyway, and worst of all one in a business never known to particularly distinguish one or make any one rich. A dry goods house may have a Stewart or a Wanamaker. Even the hardware dealers sometimes see the need of certain mechanical improvements, and by a little clever thinking get up an invention of some value. But what opportunity does the shoe trade give? None. The whole business is all done on one level. I thought the girl had better sense."

"And yet," suggested his wife, "you must admit that they are not all alike. There are certainly good shoes and poor ones."

"As to that, this grate is nothing like as handsome as the one down in the parlor, nor did it cost as much; but the same man made both. It's all a matter of the purchaser's pocketbook, not of the maker's standing. Just show me, if you can, a living shoeman with any standing socially. Or, show me a dead one of any importance in history. I tell you, that girl is a fool, and if father allows—but, of course, if it suits the rest of them I am not expected to complain. I did hope, though, that Belle would marry a man of some value to the community."

"Why, Thomas! As if the community could get along without shoes! How could you get along? You might tie a handkerchief over your head for a hat or use your dressing gown in lieu of more appropriate clothing. But how you could ever get to the bank in the morning without shoes is more than I can say."

"Oh, pshaw, Kate! You know very well what I mean. Of course, the shoemen are a necessity when we need them, just as the street peddler may be a convenience when he happens along with some trifle you are just wanting in a hurry. At other times they are a confounded nuisance. What I mean is that the shoeman, like the peddler, is of no earthly value beyond the actual production of the goods he receives pay for. In other words, his influence may be measured in dollars and cents, and not in neighborhood, financial and social benefit. But I see you are all against me, so like a dutiful son and brother I will ship the wedding gift and wish them joy. Only I do hope if that clodhopper comes here to pay us a visit, he won't bring his bench and his lasts with him."

It may have been a revelation to Mr. Hardy that anyone but a banker could be too busy to indulge in a wedding tour, though he affected no surprise on hearing that the young couple had settled quietly down at home without the usual preliminary wandering.

"I suppose," growled Mr. Hardy in the fiercest voice he could muster, "that he feed the preacher with his last pair of shoes and has to hurry out another pair for a possible customer."

Of course, Mr. Hardy supposed nothing of the sort. A reference to the Mercantile Agencies had greatly mollified him and reports agreed that his new brother-in-law was connected with a finely-stocked modern establishment. But, inasmuch as he had been so outspoken against the match at the start, the took a grim delight in giving voice to such ridiculous inferences. To tell the truth, he was just beginning to feel the pressure of the recent panic to an uncomfortable degree and was willing to divert his mind from his own business at the expense of the young man who had incurred his displeasure by marrying his favorite sister.

Indulgences of this sort may for a time divert the mind but they will not divert the minds of clamorous creditors.

Things went from bad to worse until the prosperous banker suddenly found himself casting about as desperately for financial makeshifts as the most wretched dead-beat.

Like many an older banker he had plenty of good securities to meet every obligation, but on the greater part of his investments he could not realize in a moment. He had too much capital tied up in investments for panicky times like these.

At first he was not greatly worried, expecting, if necessary, to be able to dispose of his better-class securities at a reasonable discount. This failing him, he offered those of a more dubious nature at a genuine sacrifice, but there were no takers. Then he made out a list of his very best papers and offered them at prices that he thought would insure their instant sale. Still they were not taken. Capital was either tied up by the panic or shut up by fear of it.

At last a day arrived when he was notified that his heaviest obligation must be met promptly when due, at the end of thirty days. Desperately he seized a bundle of his gilt-edged securities and, calling in person on a capitalist of his acquaintance, offered them at a price that in better times would have marked him as a candidate for a lunatic asylum.

"You can see these things are perfectly safe," he explained, "and worth their face in gold to anyone who can carry them to maturity. But the fact is, I can't. If I could, you would not get a chance at them for less than face."

To all of which the capitalist assented, but shook his head. He did not dare to take the risk; was practically retired from business, but still had a few outstanding speculations that might in a moment call into service every available resource.

"Then must I be disgraced?" shouted Hardy, half frantic with the worry. "For no one will be ready to believe in these times that a banker can be honest though unfortunate. I must either pay up every dollar on demand or be bandied about the street as a common thief."

"If you will let me, I believe I can dispose of those things for you," said the old capitalist finally. "I have a young friend who desired me to keep an eye open for a good investment for ready cash. If that will suit you I will communicate with him at once and let you know in a day or two."

A few days later when Mr. Hardy received payment for his securities he found himself making them over to his brother-in-law, the shoeman.

"How does it come," he asked the old man, finally, "that this young fellow has cash when none of these great dry goods houses have it? Is his business so much more profitable?"

"Well, hardly, but you see the hard times cut their business down a good deal, for so much of their stock goes to luxuries, while people have to have shoes whether they can afford them or not."

"Ah, I see. And so these hard times make no difference with the shoe trade?"

"On the contrary they make a good deal of difference. And it is just because this young fellow was quick to recognize the difference that he is unusually successful. He tells me that by closely watching the columns of his trade paper he made up his mind some time ago how things were going so, instead of loading up with the usual line of new goods as so many of his rivals did, he persuaded his senior partner to lay in a large proportion of cheap goods, pay cash for the same, and secure all the discount there was in it. Other houses contracted the usual supply on the usual terms. Now this concern is quoting prices that suit the hard times and getting most of the trade."

"I see," again said the banker, and retired shortly. That evening he surprised his wife by remarking:

"I heard from that what's-his-name that Belle married, and they do say he is doing well."

"Ah!" exclaimed the lady quietly. "Then he has probably sold that pair of



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"

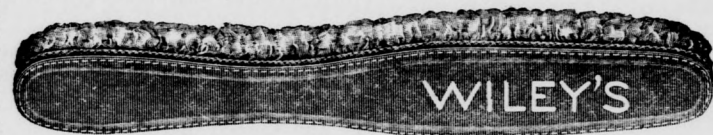
## IS A GOOD ONE

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.



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.**

We are To-day Showing  
The Most Complete Line of

"Infants" Little Soft Soles, **School Shoes.**

"Our Boss Line."

Misses' and Women's in Polish, Congress and Button, the very newest lasts.

Men's Oil Grains, "Our Black Bottom Line," our name on the sole of every pair—it's there for a purpose—always the standard of EXCELLENCE. Low Shoes in Men's, Women's, Misses' and Children's, all kinds of styles, black or tan, in great profusion. Men's, Boys' and Youths' in Balmorals, the latest conceits, from Gems to Brogans, etc., at prices guaranteed, quality and workmanship considered.

**Herold=Bertsch Shoe Co.,**

State Agents for Wales-Goodyear Rubbers.

5 and 7 Pearl Street  
GRAND RAPIDS



shoes and is hard at work on the next pair."

There was just a shade of something in her voice that Hardy did not relish, something that made him regard her sharply for a minute and then bury himself in a man's domestic tomb, the newspaper.

Who, at the beginning of the late depression, realized how serious and persistent it was likely to be? Certainly not banker Hardy, though in its very beginning it had given him a lesson that cost him days of worry and the sacrifice of his best stocks. That he had further cause to worry did not seriously occur to his easy-going nature, until the substance of the shadow was at hand. One of the bank's heaviest debtors failed on the eve of the maturity of the obligation, thus effectually tying up for a time even the percentage likely to be realized in due process.

Hardy was aghast, as he had been depending on this claim, considered as safe as government bonds, to cancel one against the bank, soon due. Again he tried the usual methods for raising funds or obtaining an extension of time. Those were days when only ready cash talked and when those who did not have it found it very hard to get. This has been called the age of paper, but there are many instances on record when paper was not allowed to figure largely in the business of 1894. Still, by hard work and liberal sacrifice, Capt. Hardy finally succeeded in floating his bank over the new difficulty. But a serious thing had happened.

In some way it was noised abroad that he was in deep water and liable to fail at any time. A banker will know what that report means in such times. One morning it occurred to the teller that more than usual of the bank's funds were being called out by the small depositors. By noon the run was pronounced. By night the evening papers declared it phenomenal. Hardy chafed at this publicity and exerted himself in keeping the news from his wife, and in building up false hopes to keep up his own spirits. That night he went to bed inwardly cursing the journalistic enterprise that would bring in the depositors faster than ever.

That night a young business man rushed into the station at a certain town and, boarding the evening train, started for New York as fast as the railroad company saw fit to carry him. He was plainly dressed and carried in one hand the evening paper and under his other arm a box of shoes. It would have been evident to a close observer that he would like to have had the speed greatly increased but, the representatives of the railroad company not being observing, this was not done.

The next morning was seen the unique spectacle of a prominent banker—our old friend, Hardy—going to his place of business in his slippers. Do not jump to the conclusion that he had manfully pawned every pair of boots and shoes in his possession, to piece out the meager funds with which he must probably meet a serious run—by no means. He had simply been so absorbed in the business uppermost in his mind that he had forgotten to make a change of footgear—in fact never thought of it until within the bank building.

"Perhaps it is just as well," he mused after his first shock of mortification had passed off. "Before two hours are passed, unless a miracle interposes, I shall have to make a greater sacrifice of my pride than this; so I may as well be getting used to it." But he sent a messenger out, none the less, for a pair of shoes and then, turning to his desk, was wholly absorbed in balance sheets, etc., before the man had closed the door behind him.

The subject before him was not a pleasant one, though it was highly interesting. Less than \$500 left in the till; not a dollar coming in from depositors or collectors and the prospect of an immediate presentation of claims amounting to several thousands. The few heavy creditors had at last been secured to their satisfaction and were not clamorous. His fears were now

wholly from the small depositors and they were well grounded. Almost a crowd was gathering at the front awaiting the opening of the great doors. Soon they would fill the place and empty the till and then—

Even the fact that he had previously secured the heavier creditors would go against him when the crash came, though had he not done so he must have gone down days before and the small creditors still been in the lurch. Like many another business man he had done everything he could to gain time in which the miracle that alone could save him might happen. He looked up at the clock. Just fourteen minutes of opening time. The messenger came up from behind and placed a box of shoes upon the desk before him. Hardy opened it listlessly, stared in amazement, turned it around, looked at it again and then wheeled suddenly about to face—not the messenger he had expected to see, but an entire stranger.

"Am I in time?" the latter inquired, holding out his hand. "You see I only knew of your difficulty by last evening's paper (why didn't you call on me?) and came by next train with what loose funds I could muster on so short notice: the joint production of father's industry, a prosperous business, and royalties on a patent shoe fastener I had the good fortune to originate; \$25,000 in all. Will it help you out? I gathered it into that shoe box in my hurry at first and then concluded that was just as safe a place to carry it as any I could think of in the few minutes I could spare. No one dreamed on the route, I venture, that that box was full of greenbacks. I started off so sudden last night, I had not time to go home: sent Belle a telegram that important business called me here in haste. I'm Belle's husband, by the way. Shake!"

Hardy shook. When the messenger came in with his shoes he was still shaking, and only relinquished his grasp to shake with the messenger, much to that individual's astonishment. Then he rushed to the front doors, unbolted them and swung them back himself, six minutes before time, and actually for the next ten minutes stood there shaking hands with those frightened depositors who were coming in to get their money or "bust the bank and mob him." Then he went back to his private office and put on his shoes.

By 11 o'clock the run was practically over and the bank in the end more than \$400 ahead on interest sacrificed by people whose deposits had run less than a year. The next day some of these same deposits were being returned, the owners mentally kicking themselves for having in a moment of senseless panic lost from three months, to nearly a year's interest. But that has nothing to do with our story.

At 11:30 Capt. Hardy went to dinner and his brother-in-law went with him. The banker's wife was not told just how the two men were brought together, but probably she guessed enough. Most wives and perverse women do. At any rate she found an early opportunity to ask her husband whether his guest had brought his bench and lasts with him and where they were to be set. To which Hardy replied rather shortly:

"He may set them in the parlor if he wants to. And now let us have peace—and dinner."—Wilder Grahame in Boot and Shoe Recorder.

A farmer of Wabash, Ind., attracted considerable attention in that city just previous to the holiday season by offering for sale a quantity of watermelons. It appears that last summer he raised about 300 melons, but when he came to market them the price was so low that he refused to sell, and determined to try the experiment of keeping them for the Christmas trade. Accordingly he placed his melons in a cellar from which the light and air were as nearly as possible excluded. It is said that but thirty melons of the lot proved unmerchantable, and the balance were disposed of at a handsome profit. The grocers rapidly disposed of them at 2 and 3 cents per pound.

## 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.

## Michigan Bark & Lumber Co.

Grand Rapids, Mich.

508, 509 and 510  
Widdicombe Bld.

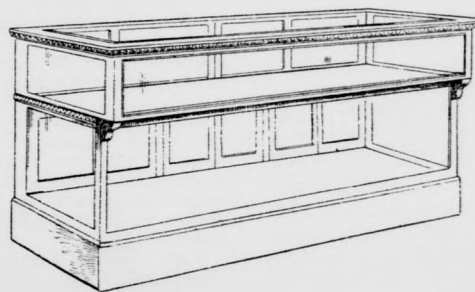
N. B. CLARK,  
Pres.  
W. D. WADE,  
Vice Pres.  
C. U. CLARK,  
Sec'y and Treas.

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

Correspondence Solicited.



## HEYMAN COMPANY



Write for Prices on Any Showcase Needed.

55, 57, 59, 61 Canal St.,  
GRAND RAPIDS, MICH.

## SUCCESSFUL SALESMEN.

## Miss Emma Brown, the Baking Powder Champion.

It has never been proven, beyond all doubt, that the air we breathe and our surroundings have much to do with the future life calling. It has been claimed, in accounting for the ideal work of genius, that the work of later life shows traces of earlier influences and that, possibly, this is as far as theory and fact agree. It may be so, and the fact that the farm boy climbs to the responsible places in city life tends to confirm it; but, after all, it has yet to be proven that early surroundings do not thus influence the life in daily contact with them; and, therefore, it is asserted, that when Emma Brown found that hers were the hands to provide for her own wants and the wants of others, the hustling, bustling atmosphere of Chicago, where she was born, told her in no unmistakable terms, that she could do better for herself by finding a way through the fields of business and so win the better returns which come from following the unusual course.

In America the child—boy or girl—is early brought into the companionship of books. The home life often anticipates the work of the schoolroom, so that, when the school begins its task, the drudgery of learning to read is over with and the progress of the child is as pleasing as it is rapid. This was the course followed in the Brown family, so that when, at the age of 6 years, she began life in one of the Roman Catholic schools of her native city, she was soon found forging ahead and easily put down among the best in the class.

Here is the marked difference between the sexes in the schoolroom: the girl always makes it the business of her life; the boy, a pastime. She goes to study; he, to get out of it. She learns her lessons; he, never, unless he is compelled to. She uses her memory; he, his wits; so that, when the school-days are over, the girl is better prepared mentally for the future than the boy. She can write a better hand, and a better letter; she can spell better; she knows how to express herself better than he; and while he is hampered by his ignorance for years after going to work, she is still forging ahead and showing him by precept and by example that the best student life is the best foundation for a business life that a candidate for business honors can have.

For eight years the school life went on. Then the father died, and the child—she was scarcely more—found that she must do something for her own support as well as for the family. She applied for a position in the dry goods house of Root & Co., Chicago, and went to work. It is commoner now than it was then for girls to be found in the working force of the store and so calls for no comment; but, for all that, it was no easy thing for the young girl to be on her feet day after day to do the exacting work required of her, and its commonness now does not prevent the thought that it is hardly right for the girl to take up quite so early the burden of life.

These are thoughts, however, which never came to Emma Brown. She went into the store to work. She found out what was required of her and did it. She had good health, a clear head and quick hands, and with these she made a lively day of it; and when the work was done, went home to rest in the pleasant home she was helping to keep

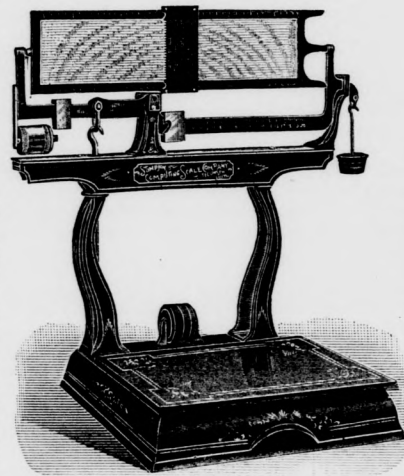
up and to get ready for the morrow. She had glad days when the work was as easy as the laugh was hearty. There were dreary ones when the lagging hours went slowly by; but, light or dark, the work was never delayed, and for eight years—from childhood to womanhood the house of Root & Co. always had one woman clerk to rely on who was always at her post.

Eight years was a long time; and the thought often came to her to take a rest—a good, long rest—and she took it. She gave up her place in the store and went home. She became a person of leisure. She read some, and she rested more. She traveled a little, and so took a practical course in geography, illustrating every lesson with practical experience. She grew vigorous in mind and in body; and, finally, when four years of this sort of existence had been enjoyed, the time for action came and she was ready to go to work. At what? The old life behind the counter, with its long days and its confinement? Never. She had been away from it too long to think of returning to it. There were other roads in mercantile life and she would find one or make one. She hated the confinement of a store; but why could not she pursue her calling as an agent, a traveling woman, on the road? The art of selling, which she knew she possessed, she could practice as well by going from place to place as she could behind the counter. She would do it—that is, she would try it—which, in this instance, amounted to the same thing. The thought had no sooner taken shape in Emma Brown's brain than she proceeded to carry it out. She went to Vouwie Bros., Chicago, afterwards the Forest City Baking Powder Co., made known her desires, and, after they had gotten over the novelty of the idea, they thought that as an experiment, it wouldn't be a bad idea to let her see what she could do. They couldn't, of course, sign any contract—they never did with beginners—but she could take a route and they'd pay her what she proved to be worth.

A chance was all she asked for and in due time there was another saleswoman on the road. New Buffalo was the scene of her first endeavor. There was a man there whom the house had been trying to sell goods to for a long time. She probably couldn't do anything with him, but it would be no harm to try; and with this for a send-off, away she went. It would be easy to write down that interview—the first in her new experience—but the end is already guessed. She came, she saw, she conquered, and, with a delight which cheered her in many a subsequent failure, she sent a generous order to the house to be filled.

That was in 1889, and from that date to this, in season and out of season, Miss Brown has been a successful saleswoman in all that the term implies. For two years she covered the trade of Western Michigan, when she was transferred to Wisconsin and the Upper Peninsula, which territory she has traversed for five years, without interruption, starting out a week ago on her sixth year over the same territory and her eighth year with the same house. The name, "E. Brown," has come to be a familiar one on the hotel registers and the face and figure of Emma Brown are known to the grocery trade over a territory nearly 500 miles in length.

Stout in figure, attractive in appearance, resolute in manner, positive in her likes and dislikes, persistent in effort, loyal to home ties and the associations of her youth, Miss Brown has no cause for complaint over the record she has made and no misgivings over the future in store for her.

STIMPSON  
COMPUTING SCALES

The constantly increasing demand for the Stimpson Computing Scales speaks louder than words.

The workmanship and material are unsurpassed, all bearings of tool steel or agate and all pivoted.

It is a well-known fact that bank cashiers in figuring discounts rely wholly upon their printed interest tables. Is not the average grocer's clerk, who in busy hours is trying to wait upon several customers at once, as liable to error as a bank cashier?

Grand Rapids, Mich., Dec. 20th, 1895  
Stimpson Computing Scale Co., Tecumseh, Mich.  
Gentlemen: The scale I purchased from your Mr. J. M. Hayden, of this city five months ago, gives perfect satisfaction. So easy to operate that a small boy that I had in my employ bought and sold butter from farmers without a mistake.  
Respectfully, (Signed) M. A. Cole & Co.,  
469 & 471 East street.

## COMPUTING SCALES

MORE THAN 19,000 IN USE,

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

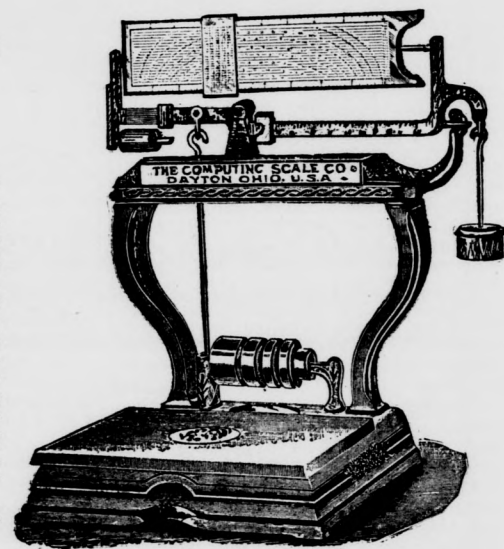
\$30.00

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.



**Don't Be Cute.**

Don't be too cute. Don't advertise yourself as a brilliant fellow. If you do, people will expect bright things of you; maybe too bright.

Don't strive to promote the opinion that you are the brainiest man in your line, or common people may be afraid of your "amazing smartness." Again, it leads your competitors to polish up their think tanks and sharpen their lances and try to take a fall out of you.

So far as your contact with the public is concerned, it is best to be as honest as the fresh egg. If you are, you are as palatable. Be as frank as you can afford to be. If you are, people will trust you. A cute man they may trust, but with reservations always. The spontaneous confidence of a willing heart goes out to such men never.

Don't know it all, for if you do you deny yourself frequent opportunities of learning something, and a know-it-all is an abomination among men. Seek a reputation of being a well-posted man in your business, a judge of goods, a judge of values, a close buyer, and all that; avoid, if possible, the imputation of being a shrewd seller. Deny as emphatically as you can the delicate insinuation that you are perpetually looking for the best of it. Deal with your trade as openly as you dare. Don't be a scyphophant. Don't toady, but be on the lookout all the time.

Better to have your competitors understand you, rather than otherwise. Let them foster the fancy that you are not in it, if they will, for that's their fault. Appear indifferent to them and their opinion, but watch 'em. Tickle them with the feather of their own conceit, but force their hand when they least expect it. Don't mistake this for a recommendation of trickery or duplicity; far from it. But if competitors are bent on hanging themselves, give them all the rope they need.

**Grand Rapids Retail Grocers' Association.**

At the regular meeting of the Grand Rapids Retail Grocers' Association, held at Sweet's Hotel, last Tuesday evening, the Committee on Hall made a supplementary report, which was accepted and the Committee given further time, with power to act.

President Winchester, J. Geo. Lehman and E. A. Stowe were appointed a committee to attend the meeting of the fruit growers on Friday of last week to discuss the question of uniform fruit packages for the ensuing season.

The resignation of A. J. Elliott was accepted and Homer Klap was elected Secretary pro tem.

There being no further business, the meeting adjourned.

**Only a Policeman.**

A liquor case was on trial, and one of the officers who had made the raid testified that a number of bottles were found on the premises.

"What was in the bottles?" asked the judge of the witness.

"Liquor, your honor."

"What kind of liquor?"

"I don't know, sir."

"Didn't you taste it or smell it?"

"Both, your honor."

"What! Do you mean to say that you are not a judge of liquor?"

"No, sir; I'm not a judge. I'm only a policeman."

The witness was excused from answering any further questions.

A spirit from another world is said to be coming to Chicago and working on a typewriter through the mediumship of Miss Lizzie Bangs. If this is actually accomplished, spirits have made wonderful progress since the days when they tried to communicate with friends by rappings and table tipplings. The unfortunate part of the affair for the unbelieving world is the fact that the typewriting is done in a dark room; but judges who have held the hands of the medium while the sounds of the moving keys were heard are satisfied that it is not she who Bangs the machine.

# Millar'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.



Nothing but a comparison will demonstrate the true merits of these goods. Merchants are kindly requested to send for samples and compare them with any line of spices in the market. Quality considered, prices are the lowest.

**E. B. Millar & Co.,**

Importers and Grinders,  
**CHICAGO.**

Send for Housekeeper's List of Fine Spices

Good Goods Create Trade.  
Poor Goods Kill Trade.

We Manufacture

**Absolute  
Butcher Spices**

But do not neglect our trade in

**Absolute Spices for  
Grocers and Bakers**

We still roast Absolute Coffees and Peanuts and import our Absolute Tea. Mail orders solicited.

**Michigan Spice Co.,**  
**GRAND RAPIDS.**

OF COURSE YOU HANDLE

**LION COFFEE**

For Sale by All Jobbers.

SEE PRICE LIST ELSEWHERE.

**EVERY PACKAGE 16 OZ. NET**

WITHOUT GLAZING.

**Perfectly Pure Coffee.**



**WOOLSON SPICE CO.**

TOLEDO, OHIO, and KANSAS CITY, MO.

**Chas. A. Morrill & Co.**

Importers and

Jobbers of

**TEAS**

21 Lake St., CHICAGO, Ill.

**Travelers' Time Tables.****CHICAGO** Feb. 2, 1896  
and West Michigan R'y**Going to Chicago.**

Lv. G'd Rapids..... 8:30am 1:25pm \*11:30pm  
Ar. Chicago..... 2:55pm 6:50pm \* 6:40am

**Returning from Chicago.**

Lv. Chicago..... 7:20am 5:00pm \*11:45pm  
Ar. G'd Rapids..... 1:25pm 10:25pm \*6:25am

**Muskegon and Pentwater.**

Lv. G'd Rapids..... 8:30am 1:25pm 6:25pm  
Ar. G'd Rapids..... 10:15am .....

**Manistee, Traverse City and Petoskey.**

Lv. G'd Rapids..... 7:30am 5:30pm  
Ar. Big Rapids..... 10:15am .....

Ar. Manistee..... 12:05pm 10:25pm  
Ar. Traverse City..... 12:40pm 11:10pm

Ar. Charlevoix..... 3:15pm .....

Ar. Petoskey..... 3:45pm .....

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

PARLOR AND SLEEPING CARS.  
Parlor Cars leave Grand Rapids 1:25 p.m.;  
leave Chicago 5:00 p.m. Sleeping Cars leave  
Grand Rapids 11:30 p.m.; leave Chicago 11:45  
p.m. Parlor cars leave Grand Rapids 7:30 a.m.;  
leave Traverse City 4:20 p.m.

\*Every day. Others week days only.

**DETROIT** Nov. 24, 1895  
Lansing & Northern R'y**Going to Detroit.**

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

**Returning from Detroit.**

Lv. Detroit..... 7:40am 1:10pm 6:00pm  
Ar. Grand Rapids..... 12:30pm 5:20pm 10:45pm

**Saginaw, Alma and St. Louis.**

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

**To and from Lowell.**

Lv. Grand Rapids..... 7:00am 1:30pm 5:25pm  
Ar. from Lowell..... 12:30pm 5:20pm .....

**THROUGH CAR SERVICE.**

Parlor cars on all trains between Grand Rapids and Detroit. Parlor car to Saginaw on morning train. Trains run week days only.

GEO. DEHAVEN, General Pass. Agent.

**DETROIT** Grand Haven & Milwaukee Railway**Eastward.**

+No. 14 +No. 16 +No. 18 +No. 82  
Lv. G'd Rapids 6:45am 10:20am 3:25pm 11:00pm

Ar. Ionia..... 7:40am 11:25am 4:27pm 12:35am

Ar. St. Johns..... 8:25am 12:17pm 5:20pm 1:25am

Ar. Owosso..... 9:00am 1:20pm 6:05pm 3:10am

Ar. E. Saginaw 10:50am 3:45pm 8:00pm 6:40am

Ar. Bay City..... 11:30am 4:35pm 8:37pm 7:15am

Ar. Flint..... 10:05am 3:45pm 7:05pm 5:40am

Ar. Pt. Huron 12:05pm 5:50pm 8:50pm 7:30am

Ar. Pontiac..... 10:53am 3:05pm 8:25pm 5:37am

Ar. Detroit..... 11:50am 4:05pm 9:25pm 7:70am

**Westward.**

For G'd Haven and Intermediate Pts..... 7:00am  
For G'd Haven and Muskegon..... 11:00pm

For G'd Haven, Milwaukee and Chi..... 11:35pm  
\*Daily except Sunday. \*Daily. Trains arrive

from the east, 6:35a.m., 12:50p.m., 5:30p.m., 10:00  
p.m. Trains arrive from the west, 10:10a.m.,

3:15p.m., 9:55p.m.

Eastward—No. 14 has Wagner Parlor Buffet  
car. No. 8 Parlor car. No. 92 Wagner sleeper.

Westward—No. 11 Parlor car. No. 15 Wagner  
Parlor Buffet car. No. 81 Wagner sleeper.

JAS. CAMPBELL, City Ticket Agent.

**GRAND** Nov. 24, 1895  
Rapids & Indiana Railroad**Northern Div.**

Trav. Cy., Petoskey & Mack..... 7:35am + 5:15pm  
Cadillac..... 7:55pm + 11:35am

Saginaw..... 15:00pm + 11:00pm

Petoskey and Mackinaw..... 12:05pm + 6:45am

7:35a.m. train has through cars to Saginaw,  
and parlor car to Petoskey and Mackinaw. 2:05  
p.m. train has sleeping for Petoskey and Mackinaw.

**Southern Div.**

Cin., Ft. Wayne & Kalamazoo..... 7:25am + 9:15pm  
Ft. Wayne & Kalamazoo..... 2:00pm + 12:00pm

Cin., Ft. Wayne & Kalamazoo..... 6:00pm + 6:50am  
Kalamazoo..... 11:40pm + 9:20am

7:25a.m. train has parlor car to Cincinnati.  
6:00p.m. train has sleeping car to Cincinnati.

**Chicago Trains.**

Lv. G'd Rapids..... 7:25am + 2:00pm + 11:40pm  
Ar. Chicago..... 2:40pm 9:05pm 7:10am

2:00p.m. train has coach. 11:40p.m. train has  
through coach and sleeping car.

Lv. Chicago..... 7:50am + 3:00pm + 11:30pm  
Ar. G'd Rapids..... 2:00pm 9:15pm 6:50am

3:00 p.m. train has through coach and 11:30  
p.m. has through coach and sleeping car.

**Muskegon Trains.**

Lv. G'd Rapids..... 7:25am + 1:00pm + 5:40pm  
Ar. Muskegon..... 8:50am 2:10pm 7:05pm

Lv. Muskegon..... 8:00am + 12:05pm + 4:00pm  
Ar. G'd Rapids..... 9:20am 1:15pm 5:20pm

+Except Sunday. \*Daily.

A. ALMQUIST, C. L. LOCKWOOD,  
Ticket Agt. Un. Sta. Gen Pass. & Tkt. Agt.

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

**A-HIMES**  
211 CANAL ST. GRAND RAPIDS MICH.

## BRIGHTER DAYS AHEAD.

## The Electric Light as a Factor in the Small Town.

In a recent issue of the Forum a writer bewails and dwells upon the "Doom of the Small Town," picturing the silent tragedy that is being enacted in many towns and villages, whence the young, the hopeful, the more ambitious, depart to seek more suitable abiding places, leaving the dullard, the ne'er-do-weel, the rich-in-purse-but-poverty-struck-in-soul to rust on in unhelpful existence.

In a recent address before the Northwestern Electric Association, Fred De Land discussed this topic from a different point of view. Mr. De Land has studied the subject deeply and in his address cited statistics to prove his assertion that the electric light had been the forerunner of prosperity in almost every small town in which it had been adopted, and gave, as an example, the case of a certain village, as told by a local merchant, who said:

"Our village was always blessed with natural advantages far superior to those possessed by neighboring towns, but we lacked that impulse so essential in starting any good movement. Following the building of a railroad through our town, much business of a certain kind was transacted, but there was no healthy growth. The construction forces passed on, the undesirable characters who always flock along the line of a new railway moved on to greener pastures and the town resumed its normal dullness. Thirty miles away a village having progressive merchants, who tactfully sought the trade of outlying districts, rapidly increased in population and in wealth; and there our own townspeople would go and make all but the smaller purchases.

"So our business houses decreased in number until we had but one dry goods store, a few shops, three groceries, a saloon or two and three churches, while the weather-stained fronts of buildings, large and small, told in plainer terms than any language could express that ours was a town of gray-haired toilers eking out only a semi-decent existence and longing for the days to come when their children should be safely settled in one of the larger cities.

"And then came the crisis. A shrewd old man of wide experience and broad views, searching for the right climate where his last days could be passed free from the pain and distress of a periodical ailment, made his home in our town. Energetic, full of resources, tactful, he gradually won the good-will of the village authorities and secured a franchise for an electric lighting plant and an order for six street lamps for a long term of years.

"Now, six arc lamps are a very small number; yet, as they were all hung within sight of the depot, 30 days had not passed before it appeared as if all the world had learned of our progressiveness and had come to visit us.

"And with this influx of visitors came the desire to spruce up our belongings. Houses dingy from neglect were washed and repainted, lawns were placed in order, trees were trimmed, sidewalks repaired. And as the smallest happening in a village is duly chronicled and commented on, soon it was heralded throughout the State that an abundant prosperity was being showered upon our town. And then the prosperity actually came.

"Quickly others came to enjoy the overflowing riches that rumor accredited to us, and since that time we have experienced a regular healthy growth, while our young people are brought in contact with and are in position to enjoy every advantage afforded the children in any but the very largest of cities. Now the streets are paved, parks abound, schoolhouses contain every modern convenience, taxes are low, there is no debt and the average value

of real estate is five times what it was seven years ago."

This is a homely illustration, but thoroughly sensible and practical, and one that many a village resident might profitably ponder.

## Bad Breaks in the Hurry of Speech.

It is well known that, in the hurry of speech and anxiety to be polite, one is very often liable to slips of the tongue which may put an entirely different construction upon the sentence than was intended. For example, upon arriving at your entertainer's house, you say, "I beg a thousand pardons for coming so late," and are met by your hostess with the words, "My dear sir, no pardons are needed; you can never come too late." At an evening party a lady said to her partner, "Can you tell me who that exceedingly plain man is sitting opposite to us?" "That is my brother." "Oh, I beg your pardon," she replied, much confused; "I did not notice the resemblance." That was putting one's foot in it, and yet was, perhaps, not so awkward as it might have been. After a certain concert a well-known German cantatrice asked a gentleman to whom she had been introduced how he liked her duet. "You sang charming, madame. But why did you select such a horrid piece of music?"

"Sir, that was written by my late husband!" "Ah, yes, of course. I did not mean— But why did you select such an ass to sing with you?" "Ach, himmel, that is my present husband!" A lady said something the other day at a friend's dinner that found a mark the archer little meant. There were several strangers present, and in response to a remark made about a certain lady of a certain age, the fair guest in question exclaimed, "Why, good gracious! she is as old as the hills!" and could not imagine in the least what had caused the general consternation. She did a little later, however, when it was explained to her that two maiden sisters at the table, whose names she did not catch in the introduction, were called Hill, and were extremely sensitive on the subject of age. Much better unsaid would have been part of the address of a collector for charities, who, raising his hat to a lady at the front door, began, "Madame, I am soliciting for home charities. We have hundreds of poor, ragged, vicious children like those at your gate, and our object is—" "Sir, those children are mine!" and the slamming of the door finished the sentence. "Here, my dear husband," said a loving wife, "I have brought you a little silver pig for luck. It's a charm, you know, dear, to bring happiness to a house." "Ah, how kind of you, darling! But why should I need a little pig to bring me luck when I have you still?" An awkward compliment once rather disturbed the harmony of a wedding breakfast given by a substantial farmer blessed with five daughters, the eldest being the bride. A neighboring young farmer, who was honored with an invitation, thinking, no doubt, he ought to say something smart and complimentary upon the event, addressing the bridegroom, said, "Well, you have got the pick of the batch." The unmarried sisters should have appreciated the intended compliment to their married sister, but the speech was risky. It only goes to show that one who can think to say the right thing at the right time is one to be envied, and that one who cannot open his mouth in conversation without putting his foot in it should try and keep it shut.

How much will you pay for imagination this year? Take a 10c cigar and a S. C. W. 5c cigar and see if you can tell the difference in the smoke! Try it!

Friday is said to be an unlucky day, and England should take notice that Friday is the business day of the Venezuelan commission.

Short of change—the commercial traveler with no clean shirt in his grip.

## This is the Season of the Year...

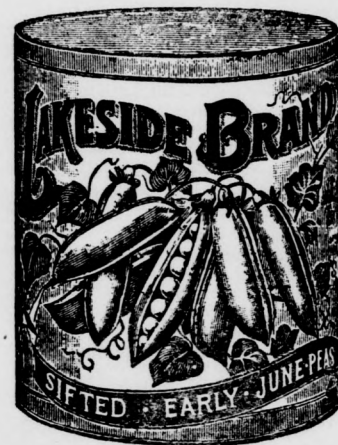
When you need "something warm" to drink, and there is no drink more wholesome and warming, and less harmful than a good cup of Tea or Coffee. We can supply you with the very best material for both of these drinks. Our Quakeress Japan Teas and Quaker Toko, State House Blend and Golden Santos Coffees are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

## Worden Grocer Co.

Grand Rapids, Mich.

== Nothing Like ==

# Manitowoc Peas



## Green Peas all the Year.

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

Nothing to compare with them in the market.

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

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

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



## Clerks' Corner

### A Little Sermon on a Big Subject.

"They tell me, you're on the Tradesman?" (There was an immediate adjusting of eye-glasses and coat collar and a perceptible stiffening of the dorsal vertebrae.)

"Yes, sir."

"My boys tell me you're the 'Uncle Bob' who is training them up in the way they should go. Is that so?"

"Well, I wouldn't like to answer that, but I can say this—that occasionally I've noticed that an idea of mine has managed to slip from that writer's pen. Why?"

"Oh, nothing in particular, only I've noticed that, in paring the boys' fingernails, you've got down to the quick now and then; but that's all right. The young folks have an idea that it's one of the easiest things in the world to pull the wool over the 'old man's' eyes, and I'd like to give you a hint or two to work up when you feel like it.

"Of course, there ain't any of us perfect, but, after a man has got his start and worked himself up into a prosperous business, and has men working for him, he's been all through the mill and knows what's going on without locking out at the corners of his eyes. I used to think that I was pretty sharp about having fun and covering it up; but, when I see the boys going through the same old performances and lying about it in the same old way, I about make up my mind that the Bible's right when it says, 'There's nothing new under the sun.'

"I've got a boy now who is 'going it' for all he's worth playing cards. How do I know? Humph! He's been at it for over a year. I'm watching him with a good deal of interest, because he's getting pretty near the end of his rope—that is, my rope. Talk to him? You don't know young men between 18 and 25 if you think it would do for the 'old man' to say anything! They fly all to pieces in a minute, get 'sassy' and off they go. I don't want this boy to do that. I like the little scamp. He's been with us, now, some seven or eight years and I sort o' like to have him 'round. I've had an idea that he was going to get over this and that then he'd be all right. You see, a boy has to have a tilt at all these things, just as he had to have the measles and the mumps and the whooping cough. So I says, 'All right, let him have 'em and get over 'em just as soon as he can. Then when he gets all over 'em, I'll take him in hand and make something out of him; but there ain't any use to begin until he gets through his nonsense.' But to tell the honest truth it begins to look as if 'twas all up with him.

"There are three of us that get together once in a while and compare notes. My Tom has come down with card-playing; Horton's Dick is all broke out with billiards and Higley's Harry is all bunged up with intermittent champagne. A good many boys will have a little touch of these things, get right over it and that's all there is to it; but these fellers 'ain't built that way.' They can't be satisfied with going to see the parade, but they've got to go into the big tent and then into every side-show on the grounds! Horton says that 'his boy's coming out all right—Dick's getting so that he knows where he's at; but I don't know about the other one—looks dark.'

"Do you mean to say that you em-

ployers keep track of the men in your employ?"

"Well, we manage to get together and talk things over once in a while. When I get tired, I like to saunter over to 'the Morton' and see a good game of billiards, and that sort o' lets Horton out. Everybody knows that Horton likes to drop in at 'the Livingston' once in a while, and that keeps Higley posted; but the card business can't be followed up like the rest and I'm all at sea. I'm afraid I shall have to let Tom go—I hate to. Brightest, level-headedest feller in the world—good family and all that sort o' thing; but, there 'tis! he's letting cards run away with him. Well, I thought I'd just give you a hint and maybe you could work it up some way and let the feller read it—I know he reads your stuff—and, like enough, you could say something that'd set him to thinking."

"All right, I will. Good day."

"Good day."

Now, Tom, see here! You're no fool; and, if you've read this article down to here, you've had enough to 'think of' without my saying a single word. For the sake of the clerk in general I would like to add that firms can't afford to have men work for them without knowing something about them; that, when they find a man to suit them, they cling to him, and that a man weighed in their balance and not found wanting is the man whose future will be a prosperous one, if he will have it so.

UNCLE BOB.

### Church Donations Denounced as Blackmail.

Rev. Sydney Strong, a Cincinnati clergyman, recently took occasion to denounce the sort of oppression to which merchants are subjected in great part by churches, as follows:

The duty of the pulpit to point out injustice is almost imperative when the church practices an injustice on those who through good humor or fear make no protest. The churches and benevolent societies are in the habit of raising money on subscriptions, solicitations of practically valueless advertisements on programs, tickets for entertainments and articles given for fairs or luncheons. The burden of these taxes falls most heavily on our merchants.

A merchant is likely to lose patronage if he refuses to buy tickets to entertainments, and thousands of dollars are drawn from individual merchants annually by this means.

It is too much like obtaining money under false pretenses. An unjust pressure is brought to bear on the merchant that is little short of blackmail.

Luncheons are an unwise and expensive method of raising money. They pay no taxes and compete with restaurants in the good season and cut the profits of the regular business men into halves.

The church, for its own sake, cannot afford to enter business and bring loss and disorder to the business world.

A church should never permit itself to come into the attitude of a pauper, but if you listen to the solicitations for money made to merchants you will find that the churches are the chief beggars.

At the meeting of Western drug jobbers in Chicago a few days ago it was decided to maintain box and cartage charges, and to adopt such measures as will best secure their maintenance.

**BADGES.**

Detroit  
Rubber Stamp  
Company.

99 Griswold St.

## Straw Hats

Are Ready for Delivery.

All Prices.

Also a line of FUR and WOOL STAPLE HATS to \$9 per dozen.

**P. STEKETEE & SONS,**  
Grand Rapids.

**Voigt,  
Herpolsheimer  
& Co.**

Wholesale  
Dry Goods.....

GRAND RAPIDS, MICH.

Wash Goods  
Dress Goods

One Hundred Cases

of Prints, Toile du  
Nord, 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.

**SPRING & COMPANY**  
Importers and Jobbers.

Show Largest Line of  
**GENTS' FURNISHING GOODS**  
Ever Offered by Them

Their new Spring Goods, including White  
Goods, Prints, Ginghams, Embroidery, etc.,  
are very inviting.

GRAND RAPIDS.

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

**Wm. Brummeler & Sons, 260 S. Ionia St.,**  
Grand Rapids, Mich.

Business Established 1877.

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

MANUFACTURERS OF

**BRUSHES**

Our Goods are sold by all Michigan Jobbing Houses.

GRAND RAPIDS, MICH.

## Transportation

### BICYCLE SALES FOR 1896.

Written for the TRADESMAN.

The bicycle business, this season, will be on quite a different basis from that of last year. The result of a demand then so far in excess of the supply that anything could be sold almost without effort has been that the manufacture this year commenced early, the new patterns being sooner decided upon, and the factories have made an output almost fabulous in quantity.

Last year, very little attention was paid to attractive display in retail stores. The demand was such that stocks disappeared so promptly there was little to display. Locally, there was comparatively little extension of agencies and retail stores.

It is estimated that the output, this year, will be more than double that of last. It would seem as though this fact would provide for any possibilities of demand, and probably it will; but the preparations for the season are so early and so elaborate it indicates that a tremendous rush is expected.

Many causes have combined to create demand this season. The economic value of the wheel for purposes of transportation was not fully appreciated until last year. Then its sanitary value was still a matter of dispute. This may now be said to be fairly settled. The craze—the demand for the wheel on the score of pleasure and profit—is still growing apace. Also, financial and economic conditions have so far improved and confidence is so far restored that many will venture to buy who did not feel able to do so last year. All these factors, taken in connection with the early preparation and the evident determination to advertise and push sales, give fair promise of placing the product, if they do not even create another scarcity. While the prices are generally about the same as last year, there will be much more effort to sell and more favorable opportunities will be given to buyers. Last year, sales on installments were not pushed, because there were not wheels enough. This year, the stores are opened much earlier, for the purpose, among other reasons, of affording installment buyers an opportunity of commencing payments, so that they may have their wheels as soon as the season opens. This fact will have considerable influence on the number of wheels sold.

Prejudice against the wheel is rapidly breaking down. Many ladies and many professional men have been deterred from buying, for the reason that it was thought extremely undignified to ride one. So many of these classes—even old gentlemen who are the personification of dignity—have entered the ranks of the wheelmen that its dignity is fairly vindicated.

The number of retail stores being opened is far beyond precedent. Not only are a great number of exclusive stores being opened, but wheels are being added again as lines in connection with others. Hardware stores, for instance, after having tried wheels some years ago, fought shy of them last season. Many hardware dealers are going into the business again. There is also quite a movement in that direction on the part of furniture dealers, and they are being taken up by many others.

Prices will probably remain about as last year, but, as stated, much more

"hustling" will be done to effect sales. More salesmen will be employed, both locally and as travelers, and much more will be spent in advertising. The catalogues for this season are works of art, in which no expense has been spared, and every available medium of reaching dealers and wheelmen will be employed.

The next six months will be lively times in the bicycle world. It is interesting to speculate on the amount of money that will be turned over in this industry, and especially as it is considered that, in its magnitude, it is almost the creation of a year or two.

NATE.

### Tom Reed's Advantage as a Candidate.

From the New York Sun.

Hon. Thomas B. Reed and the Hon. Joseph H. Manley are not dismayed, although the Morton missionaries and the McKinley missionaries and colporteurs travel far and Gen. Harrison is wreathed with roses and romance and Mr. Allison smiles winningly and shuts up. The men from Maine have a tremendous card up the sleeve. The number of bicycles is as the sands of the seashore, and every boulder thereon is more or less, and more often more than less, a bicycle crank of the first degree. Mr. Reed on a wheel is a sylph, a fairy, a vision of grace and fleetness, a lightning, a wind on wheels. He is positively the only candidate who can ride the rubber-legged charger. He is the one and only absolutely modern and contemporary candidate, carefully revised and improved up to the modern standard. Governor Morton is a stately figure in a carriage and Gen. Harrison on the platform of a parlor car and Major McKinley on the stump, and Mr. Allison's mature and sturdy charm would be well set off on an elephant or a camel; but not a mother's son in the collection can spin on the noiseless steed. Wherefore, Mr. Reed and Mr. Manley chuckle internally and wait in the assurance of an invincible ally.

The rapid increase in the number of wheels in use is likely to complicate the difficulty of finding those which may be stolen. Every one should be careful not to leave a wheel in a place where it could be carried off easily. Stealing of wheels in the large cities has been particularly noticeable in the last season, many thefts having been made while the machine stood against the side of a house, and only for a moment, while the owner was inside. Again and again this thing has happened, and the owner has come out in perhaps a minute or two to find his wheel gone, or to catch a view of the thief flying down the street at a speed defying pursuit. Using care to be provided with a strong

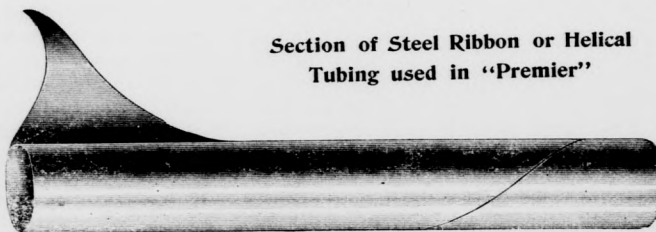
locking chain is of some value against petty thieves, but there is no device in general use which will guard against the professional. Eternal vigilance is the price of the "safety."

In the matter of handle bars the eccentricities of curves and shapes for 1896 are more pronounced than ever. The position of the handle bars on the new bicycles promises to turn out an even more dyspeptic-looking wheelman than has yet been seen. A very large percentage of the wheels have handle bars adjusted extremely low and curved both downward and forward, compelling a rider to assume more the position of a frog than of a man. For the sake of preserving human gracefulness and identity, cyclists are earnestly requested not to encourage the scorcher's pose by using this sort of handle bars.

A good time is coming for the over-worked mothers of small boys. A beneficent genius has invented paper clothes, which are said to be durable, comfortable and warm. An experiment in dressing the Japanese army in these paper garments is now being tried, and proving highly satisfactory. The shirts and trousers are of yellowish paper, bound with linen, and partly pasted and partly sewed together. When worn out they are thrown away and new paper garments donned. This will be a great scheme for mothers with small boys. The paste pot will supersede the sewing machine, and when poor tired mamma comes home from the club and finds Willie with a hole in his trousers, and Johnny out at the knees, she will just call for the paste and a sheet of paper and apply them where they will do the most good, covering rents and hiding holes, and making the patch match with the original garment.

## "Helical Tube Premiers"

Section of Steel Ribbon or Helical Tubing used in "Premier"



The Agent who sells "Premiers" has something to TALK ABOUT, something different from all other wheels. No other wheel uses Helical Tubing. It is much stronger, also lighter than drawn tube.

### "Premiers" Weigh 19 to 20 lbs.

And will carry the heavy riders, too. They sell readily for \$100. Write for circulars. We also have a splendid line of wheels—"THE WOLVERINE," at \$75.00 list.

We want a few more good agents in territory not already taken. Write us about it.

**ADAMS & HART,** State Distributing Agents, Grand Rapids, Mich.

Mention MICHIGAN TRADESMAN.

## A Fine Wagon is Your Best Advertisement



Spring,  
Freight,  
Express and  
Lumber Wagons.

Sole manufacturers  
of Belknap's Patent  
Sleighs.

Send for 1896 Catalogue to  
**Grand Rapids.**



**Woman's Industrial Freedom.**

The growing importance of woman's labor, her general equipment through technical education, her more positive dedication to the life work she chooses, the growing sentiment that an educated and skillful woman is a better and truer life companion than an ignorant and unskillful one, her appreciation of combination, and the general uplifting of the sentiment of integrity in business circles, her gradual approach to man's powers in mental work alone, her possible and probable political influence—all these combined, working along general avenues of progress and of evolution, will bring to her industrial emancipation, by which she will stand, in those callings in life for which she may be fitted, on an equality with man. As she approaches this equality her remuneration will be increased and her economic importance acknowledged.

I believe that the industrial freedom of woman will tend temporarily to a decrease in the marriage rate and an increase in the divorce rate; but I am perfectly free to assert that this does not frighten me in the least. As woman has the power given her to support herself she will be less inclined to seek the marriage relation simply for the purpose of securing what may seem to be a home and protection. The necessity under which many young women live, of looking to marriage as a freedom from the bondage of some kinds of labor, tends, in my mind, to the worst form of prostitution that exists. I cannot see much difference, except in degree, between a woman who sells her whole freedom and her soul to a man for life because he furnishes her with certain conveniences, and one who sells her temporary freedom and her soul for a temporary remuneration.

But a happier prophecy, based on logical reasoning and the inevitable teachings of sociological data, leads us to believe that woman will secure the extension of her opportunities for intellectual work. She may know now everything that a man may learn if she so desire; she may reach any intellectual height; she may place her name as high as that of any man.

To my own mind, one of the greatest boons, and one of the surest prophecies which I can offer as a result of the industrial emancipation of woman, will be the frank admission on the part of the true and chivalric man that she is the sole rightful owner of her own being in every respect, and that whatever companionship may exist between her and man shall be as thoroughly honorable to her as to him. The inevitable trend is hastened by industrial processes, first from the lowest point and then from a higher plane. It is a sad law, perhaps, but it is an invariable law, that industry, in its march, takes no account of the positions that it overturns, nor of the destinies that it modifies. We must keep step with its progress, or be left upon the road. It always accomplishes its work, which is to make better goods at a lower price, to supply more wants and also those of a better order, or to secure for men and women greater comforts and conveniences, not with regard for any class, but having in view the whole human race. Industry is this or it is not industry. True to its instincts, it has no sentiment in it, unless it is for its own interest; and yet such is the harmony of things, when they are abandoned to their natural course, notwithstanding the selfishness of industry, directed to its own good, it turns finally

to secure the good of all, and, while requiring service for itself, it serves others at the same time by virtue of its resources and its power.

CARROLL D. WRIGHT,  
U. S. Commissioner of Labor.

**A Case of Thrift.**

Robert Downing, recently from the Pacific coast, brings back a characteristic story, which has done duty before, but which is still good. It seems that in San Francisco there were four men of different beliefs who had conceived peculiar and strong affections for each other. They were bachelors and brothers almost. They dined together daily, and spent their evenings together, in friendly games of cards, or in congenial amusements. They were very chummy. One was a good Catholic; another was a square Hebrew; another was a pronounced Baptist, in religion; and the fourth was an agnostic, not knowing or caring what the others believed, and not worrying himself about his own future existence. In the course of time the unbeliever fell seriously ill. The doctor said he could not recover, and his friends skirmished for spiritual advisers. A priest came to him, and offered the offices of his church; a rabbi called to see if anything could be done for his future welfare; a minister appeared to talk over his plan of salvation with the dying man. The invalid was kind to them all, but assured them and his friends that he had a few more days to live, and would enjoy himself, promising to pray during the whole of the last day he had to spend on earth. Then he set about making his will. He had some means, and remembered his friends properly and liberally; but as a test of friendship, or to gratify an eccentric notion, he provided that his three surviving friends should be executors of his estate, without bonds, and requested that each one of them should put \$200 in his coffin, to be buried with him. All agreed to serve as executors, and to abide by any conditions imposed upon them in the will. After the funeral the member of the bar charged with probating the will assembled the three friends and executors. To the Baptist he said: "Did you put the \$200 in the coffin of your friend?" "I certainly did," he said. "I think it was a waste of money; but I thought it was my duty and I put the sum promised at the feet of my poor friend." To the Catholic the member of the bar said, "Did you fulfill the conditions of your friend's will?" "Indeed I did," said the party addressed. "I gave my sacred promise to a dying man, and put \$200 in gold in his coffin." Turning to the Hebrew friend, the member of the bar said, "Mr. Marks, did you put \$200 in the coffin of your friend?" "So helup me gracious, Mr. Lawyer, I did! I put in a check for \$600 and took out the change!"

**Deserved Rebuke for Rudeness.**

From the Roxbury (Mass.) Advertiser.

A quiet rebuke was administered to an impolite clerk in a little back street butcher shop in Roxbury a few days ago. A lady had purchased some meat and stood waiting for him to wrap it in paper for her. He did so, but, instead of handing her the package, he threw it carelessly upon the counter beside her, not taking any notice whatever of her outstretched hand. Not a word did the customer say, but instead, ignoring the hand which the clerk held out for the money, she threw the coins into a basket of vegetables and, in a most composed manner, left the store. It was a deserved lesson in politeness, for the clerk and his sheepish look plainly indicated that he regretted that he had not placed the meat in the customer's hand.

A Paris advertising agent, who recently painted the front of his establishment a brilliant red, has been sued for damages by a milliner, a jeweler and a silk merchant, having stores opposite, on the ground that the reflection of color makes it impossible for their customers to distinguish the colors of the goods they wish to buy.

# The Best Starch

In the Market.



The Only Starch with Bluening in It.

Requires No Cooking.

We are Agents for Western Michigan, and until March First will give

**25-50 PACKAGES FREE**  
WITH EACH CASE.

**I. M. Clark Grocery Co.**

GRAND RAPIDS.

## You Are Hard Bitted

Writes a party wishing to buy our cash trades upon 30 days' time. We confess we are hard bitted; with more failures among retail grocers during the past 60 days than we have seen in years, we mean to be hard bitted.

We will sell goods for net cash at prices that will make a retailer feel happy clear to his soles.

We are full of good trades, and will gladly send samples and quote prices upon anything in our line.

We carry as handsome a stock of general groceries as can be found in Michigan.

We are agents for 5th Avenue M. & J. Coffee for the Saginaw Valley. We can sell you a good fair roasted Coffee in 50 lb. sacks for 12c.

We have some elegant trades in Japan Teas at 12½, 14, 15, 16, 17, 18, 19 and 20c.

A splendid line of package Dust at 8c. Bulk Dust at 6 to 7c.

Send for samples, and let us convince you.

**THE JAMES STEWART CO.,**

(LIMITED.)

SAGINAW, MICH.

## GRAND RAPIDS IN 1850.

Written for the TRADESMAN.

## CHAPTER II.

The rural beauty of the Valley City at that early day was the pride of its cultured citizens. They had brought refinement with them from their Eastern homes and all their new surroundings bore evidence of their intention to retain it. The broad river dividing the city rushed down the rapids in twice as large a volume at any time of the year as it now has at its best. The hills that rose abruptly on the east side from Canal street were dotted over with tastily built, handsomely painted cottages. The level plain that spread out on the west side, as seen from the hills, was equally as attractive, with its scattered comfortable homes and beautiful gardens, occupying two blocks in width from the old first—and then only—bridge across the river, up to the old horseshoe dam, that made the best water power in Michigan. I was particularly struck with the well-arranged balconies, latticed porches and delicate outside touches that characterized the residences, no matter how humble. I could not at first account for the contrast, in this respect, with other Michigan cities, but I soon learned that it was largely due to the exquisite taste of my friend, Peter R. L. Peirce, who was the only architect and draughtsman then living in Grand Rapids. Every line he made was a line of beauty and everything he undertook proclaimed him a scholar, a gentleman and a man among men.

It was a favorite amusement, in those good old days, for the citizens, old and young, to gather on the old bridge, when the river broke up in the spring, and watch the ice go out. It was exciting to feel the staunch old structure tremble when the great cakes would crash against the ice-breakers and pass in broken fragments through the arches on their way to Lake Michigan. Another source of amusement was watching the Indians at their sturgeon fishing in the spring. Their skill in managing their canoes on the swollen rapids was wonderful. Balanced with a moccasined foot on either edge of the canoe, watching for the sluggish fish that formed so important a part of his subsistence during the year, a long spear in his hand, his squaw sitting in the stern, paddling or poling the light skiff against the strong current, he made a striking picture. During the fishing season, the plain on the West Side was dotted with their white tepees, where the dressing, drying and smoking processes were going on. You may be sure the odor in that vicinity was anything but agreeable. Dried and smoked, the sturgeon resembles in smell and taste the halibut of commerce. I have no doubt it sometimes is identical.

Much merriment was often caused by the mishaps of our ambitious white boys, who tried to imitate the red man's skill in his method of pursuing his livelihood. I am reminded of an incident of the kind which furnished sport for a whole bridgeful of spectators. The sturgeon were plenty and as many as fifty canoes of Indian fishermen were on the rapids. A couple of boys, who, with their father, kept a candy store on Canal street, started out to imitate their dusky brothers' mode of fishing, which was to paddle up the rapids to a point as near the dam as possible, then turn the canoe crosswise of the river and float down stream, meeting and spearing the fish as they were ascending the rapids. The boys got on

very well in paddling up the stream. It was when they undertook the floating down act that trouble began. They managed to keep in the canoe until nearing the bridge; but they had not taken into account the long ice-breakers. Floating broadside against one of them, they took a plunge into the river, their canoe starting to make the journey to Grand Haven alone. Neither of the former occupants could swim, and, had not several Indian canoes hurried to the rescue, the accident might have been more serious and have cut short the career of one of the most reckless financial scoundrels that ever served time in an English prison.

Twice each year, the merchants reaped a harvest in the Indian trade—in the spring fishing season, when they came out of their lodges at the North with the products of their winter's hunting and trapping, and again at the regular Indian payment time in the fall. The more prudent of them exchanged their hard-earned peltry for the necessities of life; others, less careful for the future, chose shawls and flamboyant calico and gewgaws of various kinds, with which to delight their brunette consorts. The thriftless and half-breeds bartered the results of their toil for "skit-a-wo-bo" (bad whisky) and a plentiful supply of pipes and tobacco. Civilizing and Christianizing the American Indian have generally proved a failure. He takes kindly to all the vices of his white brother, but turns a deaf ear to his moral teachings. The gathering in of some 1,500 Indians in the fall, to receive their annual Government annuities, made a few weeks of lively work for the merchants, and beads, blankets and gaudy fabrics filled the show windows. Generally, the Indians were good judges of what they wanted to purchase and liberal buyers. They were bimetalists naturally and would take nothing but coin in change. They usually received about \$8 in cash per capita, besides their annuity of rations. Some of them, with their plurality of wives and large families, received large sums of money. Cob-mossa, the ruling chief of the Ottawas, was the more or less happy spouse of an even dozen squaws, each with her children dwelling in her own tepee. He was a powerfully built brave, towering "six feet in his stockings"—if he wore hose—and, as he strutted around in his paint and feathers, looked the typical savage blended with the veritable autocrat. You may be sure the merchants used all honorable means to induce the red man to leave most of his money in their keeping and, needless to say, they generally succeeded in their efforts.

In my next chapter I shall talk of Indian traders and the circulating medium in use in those early days.

W. S. H. WELTON.

Owosso, Mich.

It is noticeable that many of the bicycle manufacturers are advertising to furnish one of the several new styles of seats intended to take the place of the old suspended saddle. It looks as though this innovation was likely to make a complete revolution in the matter of support for the rider.

A Pennsylvania court has ruled that any man who writes a risk for a company which it accepts is de facto an agent of the company.

STENCILS.

Detroit  
RUBBER STAMP  
Company.  
99 Griswold Street.

## 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.



## THE BACK OFFICE.

There may be a crumb of comfort in knowing that our misery is somebody's else's, but only a crumb. The headache and the heartache are not relieved by other headaches and heartaches, nor by a knowledge of their existence, and, while sympathy comforts, it does not remove the pain. A stroller in the Grocery World, of Philadelphia, tells about a grocer who dropped into the theater the other night, and was forced to leave before the play was over, because he saw around him so many of his customers from whom for years he had been vainly trying to collect what they owed him. Anger got the better of him, and, with a mental fist-shake at these disturbers of his peace, he left the theater in disgust—and there are others!

A splendid theater has just been finished in Toledo, Ohio. Built with the leading idea that it was to be the best of its kind, expense was made a secondary matter, and the result is simply wonderful. It was not expected that it would be a rival of the Grand Opera House in Paris, but it must be admitted that, judged by the standard of taste, the Toledo theater is not behind that distinguished structure. Of course, the new building has been the talk of the town and for months the grand opening was the leading topic of every circle. It took place on Christmas night. The seats were secured at a premium, the first choice going at \$2.50; and, when the curtain rose, the brilliant building was only surpassed by the brilliant audience.

"Did you go to the opening of the Valentine last night?" asked one business man of another, on the way down town the next morning.

"No, I didn't. I wanted to see Joe Jefferson, but, when I knew that some dozen or two had bought high priced tickets, and those same dozen or two have been owing me for a year or two right along for goods which I can't get 'em to pay for, it made me so mad that I thought I'd better keep away!"

It is evident that the Philadelphia and the Toledo merchants can shake hands.

The same thing occurred, in 1893, in more aggravated forms. Almost everybody went to the World's Fair, and many with the least means were the most determined to go, and did go. The following is one incident of many which took place during that unhappy summer and fall:

"I have a little bill which I would like to collect this morning."

"All right; leave the bill and I'll pay as soon as I can get 'round to it. I ought to have paid that before, but the fact is I went to the Fair and I spent all the money I could get hold of. Tell the old man I'll fix him up pretty soon."

More than one tradesman was unable to go to the Fair on account of just that kind of customer. Provoking as the above reply was, it was civility itself in comparison with another which was called forth by repeated requests to pay up:

"See here, young fellow, there isn't any use in your bringing that bill in here again for quite a while. You say to Smith & Jones that I'm going to leave for the Fair at three o'clock this afternoon, to be gone a couple o' weeks. If they want to know why I can't pay them before I start, you can just tell them that, if I pay every bill that the wind blows in here, I can't go; and

I'm going to the Fair anyhow—that's the long and short of it!"

In the line of pure impudence there could hardly be a better instance; and the reply was one actually given.

Is there any remedy for this financial disease? It seems not. The truthful trader will show with wrath the accounts still unsettled on his books and, when asked if the delinquents are still among his customers, will answer, "Yes, but what's a fellow to do?"

Nothing, of course. In physical ailments common prudence suggests a removal of the cause to which an evil is traced; but this, it seems, cannot be applied to matters of finance. So, if the Browns won't pay their bills, that is simply the end of it. The world owes them a living, and the trading fraternity is the agency to pay the world's indebtedness to them. The grocer groans in spirit—but keeps the Browns' table supplied with the luxuries of the season. The landlord frets about his rent—it remains unpaid just the same. The dry goods merchant, the shoemaker, the tailor, the milliner, "the butcher, the baker, the candlestick maker," also ye washerwoman, grumble and growl over unpaid bills—but keep right on wondering where it will end. It will end when these people get tired of working for nothing for the Browns and stop. Stopping to-day will prevent loss to-morrow; and the only thing which will bring the Browns to terms is a well-delivered "No," straight from the shoulder, as it were. This talk of "What can a fellow do?" is sheer nonsense. There is nothing which will do the Browns more good than to be brought promptly to time, and, until the trading world is willing to do that,

here will always be people at the theater and other places of amusement who are determined to be there at the expense of those tradesmen who so willingly furnish the means.

RICHARD MALCOLM STRONG.

Some of the wheels shown at the New York Exposition eclipsed in finish anything ever attempted in the cycling line before. The opinion seems to be general that the exterior finish for the coming wheel will be something other than enamel. Enamel, no matter how carefully put on, is bound to come off after a certain amount of usage. One cannot handle a wheel, no matter how careful he may be, so as to avoid this. Many seem to think that a gun-barrel finish will be used more in the future, while still others argue that this sort of finish does not fill the bill. There was one wheel at the Exposition finished with a kind of composition, and the effect was beautiful. If appearance is trustworthy, the finish ought to prove to be a lasting one. The frame looked like a compromise between a gun-barrel finish and an enamel. One wheel, which was exhibited in a rather out-of-the-way place in one of the balconies, was a model of beauty and grace, but owing to its situation did not attract as much attention as it would have done, had it been on the main floor of the Garden. It was finished with a kind of onyx, and the makers guarantee that it is more lasting than either the gun-barrel or enamel finishes.

**Detroit Rubber Stamp Co.**

99 Griswold St.



We are Sole Agents for  
**Washburn, Crosby Co.'s**

....Celebrated....



**"PARISIAN" FLOUR**

Correspondence Solicited. See quotations  
in Price Current.

**Lemon & Wheeler Co.**  
Grand Rapids, Mich.



# GRAND RAPIDS Furniture Exposition

Cut  
Rate  
Sample  
Sale.....



Cut  
Rate  
Sample  
Sale.....

Contains 125,000 square feet of floor space, and more furniture is sold in this building than any other in the world. If samples shown in this block attracted such an enormous business, the styles, quality and our **Cut Rate Prices** will make them attractive for the retail trade.

Every article will be sold without reserve, for less than Manufacturers' Prices.

## ...Chamber Suits...

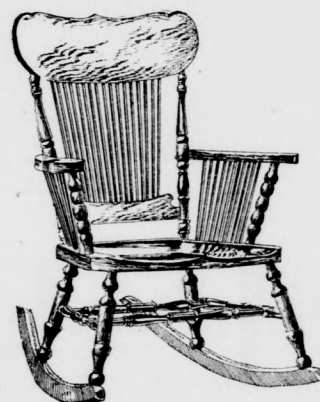
In Ash, Oak, Plain Birch, White Maple, Mahogany finish, Curly Birch, **Solid Mahogany** and Walnut, from \$200 down to the cheapest that are made. Side Boards, in all styles and woods, from \$8.00 to \$100.

## ....Dining Chairs....

In Cane, Leather and Spring Seats, from \$10 per dozen to \$10 apiece. Extension Tables, Library Tables, Lounges, Couches, Parlor Goods, in fact, everything made in the furniture line and all at **Cut Rate Prices**.



No. 2. Oak and Mahogany Finish  
\$5.25 worth \$8.00.



No. 238. Oak and Mahogany Finish,  
\$3.50 worth \$6.25.

## Special Sale of 800 High Grade Fancy Rockers and Chairs

Will be offered this week. No such opportunity was ever offered the citizens of the State to secure Furniture at such low prices.

**Charles P. Limbert & Co.**  
Furniture Brokers  
BLDG. E. Y. BLOCK GRAND RAPIDS



## 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.

### Gripsack Brigade.

Roy Angell, of Belding, has gone on the road for the Belding Shoe Co.

Wm. Logie (Rindge, Kalmbach & Co.) is on his way home from a six weeks' tour of the Pacific coast.

Goods are well sold when the profits are satisfactory to the house and when the customer is satisfied with his purchase.

As a rule every traveling salesman should consider not only the buyer's circumstances, but also his habits and general capacity.

The Belding Cigar Co. is represented on the road by two energetic salesmen—Richard Hale, who covers the trade south of the D., L. & N. Railroad, and G. W. Atwood, who calls on the trade north of that line.

The self-respecting traveling man does not remain long in the service of a firm which is not open and above-board in all its transactions, for he does not feel obliged to extenuate or apologize for every mean action of the house.

The monthly meeting of Post E, Michigan Knights of the Grip, will be held at Sweet's Hotel on Saturday evening of this week. It is hoped that the attendance will be large, as matters of vital interest to the Post are to come up for discussion and action.

John M. Moore has severed his connection with Spring & Company, to take the position of traveling representative for Lyon Bros. & Co., Detroit, in Wisconsin and Minnesota. In consequence of the change, Mr. Moore's territory will be covered by other members of the traveling force of the house, Jos. Finckler taking the larger portion of the territory.

F. M. Witbeck, formerly engaged in general trade at Millburg, is now on the road for the Bucher & Gibbs Plow Co., of Canton, Ohio, and F. E. Myers & Co., of Ashland, Ohio. In conjunction with John A. Hoffman, of Kalamazoo, who also represents the same companies, Mr. Witbeck covers Michigan, Northern Indiana and Northwestern Ohio. Mr. Witbeck is an energetic and aggressive business man and will, undoubtedly, achieve success in his new vocation.

A firm should not too closely circumscribe its traveling representative by tightly-drawn restrictions if it is desirous that perfect confidence should exist between the two. If the firm has enough confidence in the man to send him on the road to represent its interest, he should be given a reasonable latitude which will lift his work above the perfunctory service of the hireling. Being thus trusted, he will exhibit a personal devotion which will produce results far beyond the practice of an ungenerous and mistrustful employer.

The highest type of character is required of the traveling salesman, who is the direct personal representative of the wholesaler or manufacturer to the customer. Hence the representative must be unquestionably honest to deserve the confidence of his employer. Of course, there are exceptions to this

standard of need once in a while, but there are bad Free Masons, unworthy ministers and faithless bank cashiers, and there will be crooks in all positions of trust until the millennium is established. Yet, in view of their vast number, over 300,000 in the United States alone, it is overwhelming testimony of the high character of the commercial traveler that he is so rarely exhibited in impeachment of his character.

### Monthly Report of Secretary Owen.

Grand Rapids, Feb. 1.—Thirty-nine additions to our list of active members and six additions to our list of honorary members were made during the month of January, as follows:

#### ACTIVE.

H. D. Nash, Jackson.  
F. A. Gaddrem, Port Huron.  
W. F. Taylor, Saginaw, E. S.  
W. F. Brown, Detroit.  
F. H. Manchester, Battle Creek.  
F. T. Colver, Lansing.  
J. J. Bush, Lansing.  
G. B. Elliott, Jackson.  
D. J. Dailey, Lansing.  
J. Seibel, Lansing.  
E. P. Tracy, Lansing.  
J. H. Cowley, Lansing.  
J. P. Cumiskey, Detroit.  
F. G. Hooper, Saginaw.  
W. G. Bailey, Lansing.  
L. M. Patterson, Lansing.  
E. S. Holdridge, Lansing.  
J. B. Chapman, Detroit.  
E. B. Wood, Lansing.  
A. Hilborn, Benton Harbor.  
J. J. Ludwick, Lansing.  
F. L. Cook, Lansing.  
S. S. Renshaw, Detroit.  
J. H. Earle, Benton Harbor.  
R. E. Donovan, Ionia.  
N. W. Voorhees, Adrian.  
F. M. Scott, Ithaca.  
S. G. Goodridge, Reed City.  
A. P. McPherson, Jackson.  
Geo. Forrester, Chicago.  
J. B. Paisley, Yale.  
S. L. Harrington, Holly.  
J. C. Ewing, Saginaw.  
L. O. Da Foe, St. Johns.  
M. M. Levy, Jackson.  
C. A. Nesbitt, Cleveland.  
N. Solomon, Chicago.  
Geo. H. Johnson, Chicago.  
Chas. R. Dye, Battle Creek.

#### HONORARY.

E. M. Richards, Battle Creek.  
Chas. A. Patullo, Grayling.  
D. Townsend, Ft. Wayne.  
E. J. Brant, Benton Harbor.  
S. Blackmore, Vassar.  
A. M. Decker, Lakeview.

Up to this date 1,617 members have paid the annual dues for 1896, and 540 members have paid assessment No. 2, which does not expire until February 15. This is the best showing ever made by the Association, and I congratulate the boys over their promptness, as it bespeaks an abiding faith in the solidity and permanence of the Association.

A somewhat remarkable coincidence has occurred in connection with our death benefit fund—Jan. 27, 1895, Fred Sheriff died at Saginaw, and Jan. 27, 1896, Jas. T. Avery died at South Haven. Both were members in good standing and their deaths were the only losses occurring during the months of January of 1895 and 1896.

Our death fund is in very much better shape than it was a year ago, when we carried three death losses, occurring in December, over into 1895. Last year we had but one death in December, that of A. L. Field, whose indemnity was paid promptly in January.

Altogether, I feel that our members are to be congratulated over the condition of the Association and the excellent showing made of its finances. If 1,077 members pay the \$2 death assessment within the next fifteen days, so that we shall have as many members in good standing on Feb. 16 as we had on Jan. 1, I shall be more than pleased.

GEO. F. OWEN, Sec'y.

### MEN OF MARK.

#### Hubert Haftenkamp, Junior Member of W. C. Hopson & Co.

There was a story in the old school reader of the long ago of a boy who, on visiting the Natural Bridge in Virginia and finding that some adventurous youth had clambered to an almost inaccessible height and carved his name high up on the rock, was seized with a burning desire to leave his name the highest on the list. The task done, he found that he could not retrace his steps, and that his only hope of safety was to climb to the top of the cliff by cutting a place in the soft rock for his feet. It was a painful journey. Once when his strength was almost gone and a glance down had set his head a-whirl, a cheering word from below was all that saved him; and then, with the strength which belongs only to despair, a few more strokes from his worn-out knife blade, one final grapple with the passive rock, and the boy, self saved, fell fainting upon the summit.

It may be only a story, but there is much in it to suggest a comparison with many of the records found in the columns of the Tradesman of the lives of earnest men. They all climb easily and thoughtlessly, with, or without, "a boost" at first from some one below; they slip and catch and pull themselves up, and the sun shines and the world is bright as the future is; but, by and by, when the heights are reached and the real struggle begins, there is no helping hand, there is not always a cheering voice, and slowly and painfully the toiler upward makes his way, to fall fainting at last upon the perilous height it was his ambition to reach.

It is among these upward toilers, the determined few, that the name of Hubert Haftenkamp is written. Born in the Netherlands, October 23, 1861, of parents whose hands were their only fortune, his upward climb began without the "boost." The schoolhouse, the American stepping-stone to success, scarcely saw him, for the first six years of his life were spent in the old country, and, when he came to Grand Rapids in April of '67, the schoolroom, at first, could hardly help the little Netherlands lad whose ear and tongue were strangers to English speech; and there is nothing more despairing, even to hopeful childhood, than to be stranded upon the rocks and shoals of a foreign language. The breakers, however, were kind to the tiny Netherlands skiff, and it was not long before he was safely landed and making use of his recent acquirement in the business capacity of carrying and selling papers.

It was his first attempt to climb, a common enough method, and, with this for a starter at 9 years of age, the struggle for life began. For three years he kept at it—in school when he could be there, and with his papers when school for the day was done. Then, at 12, he increased his wages by going to work for the Grand Rapids Brush Co. For two years he worked there, gathering strength and gaining stature for his next rise, and, finding a foothold in the factory of the Michigan Barrel Co., where he made grease boxes, up he went. He stayed there for three seasons, which, to all intents and purposes, means three years. The next climb brought him into the factory of the Berkeley & Gay Furniture Co., but a momentary foothold, it seems, for soon after he secured a place in the working force of De Graff, Vrieling & Co.'s

sash and blind factory. A year there was long enough for him to find a place a little nearer the hope of his heart, and, with a delight words fail to express, he took the place offered him in the G. R. & I. depot.

It may have been a mere fancy, caught he never knew where or when, but the boy had waked up one morning, or gone to bed at night, with the earnest desire to be an engineer. So, as his acquaintance in his new position increased, it was especially towards the neighborhood of the engineer; and, one day, when he believed he was equal to the next place he had been diligently cutting for that upward climb, he asked for a position made vacant in the ranks of the trainmen.

"I can't do it, Hubert, I simply can't. I want you—I'll tell you so much—and I believe you could fill the place better than the man I'm going to put in; but, the fact is, you are too young, and that's the only reason I can't take you."

The knife didn't drop from his grasp, but, in his disappointment, he was tempted to throw it down. One thing was certain—if the engine was denied him, there must be something to take its place, and the sooner he found it the better. He wasn't going to waste any time in chance-work, and the thing for him to do now was to learn a trade. With this thought he went on with his work and then, after a year had passed in the depot, went over to the sheet iron works of Shriver, Weatherly & Co., where he entered as an apprentice. That meant four years, three for the trade and one as a round-up—a tiger, as it were—and then he became a workman in the sheet metal works of W. C. Hopson.

He remained there for a while. Then, believing that the time had come for the life-climb to begin, he located the Galvanized Iron Works, at 12 Huron street, with

#### H. HAFTENKAMP

over the door and went to work. For a year he forged ahead. It was easy climbing now, and when the suggestion came from his former employer that the two houses should join forces and fortunes, there was a hearty assent, and the two thrifty establishments were combined under the firm name of W. C. Hopson & Co., at the corner of Campau and Louis streets, where, to-day the two enterprising men are pushing a thriving business for all they are worth.

Mennonites of Manitoba wear a sandal consisting merely of low vamp and no quarter, but having a low heel. It is made of split or buff.

### 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.

## Bridge Street ...House...

Corner of Bridge and  
Kent Streets,

Grand Rapids, Mich.

Rates \$1 and \$1.50 per day.

Best House in the State  
for the Money.

E. FULLERTON & CO., Props.

## Drugs==Chemicals

### STATE BOARD OF PHARMACY.

One Year—C. A. BUGBEE, Charlevoix  
Two Years—S. E. PARKILL, Owosso  
Three Years—F. W. R. PERRY, Detroit  
Four Years—A. C. SCHUMACHER, Ann Arbor  
Five Years—GEO. GUNDRUM, Ionia  
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. SCHROUDER, Grand Rapids.  
Treasurer, WM. DUPONT, Detroit.  
Executive Committee—F. J. WURZBURG, Grand Rapids;  
F. D. STEVENS, Detroit; H. G. COLMAN, Kalamazoo;  
E. T. WEBB, Jackson; D. M. RUSSELL, Grand Rapids.

### The Drug Market.

Acetanilid—The market continues to develop a stronger undertone and values have been further advanced.

Acids—German benzoic is firm at the recent advance and holders offer sparingly. The position of tartaric is decidedly strong, and a further advance is expected. Carbolic is ruling firm with an upward tendency. Salicylic is unchanged. Oxalic continues in fair demand and is steady.

Alcohol—Grain in moderate quantities is finding a fair consuming outlet at steady prices, but the market is devoid of new features.

Arsenic—The spot market continues in strong position.

Balsams—A continued fairly active jobbing trade in Central American copaiba is reported at steady prices. Tolu is rather quiet and, notwithstanding the small available stock and good sta-

tistical position, offers of limited quantities for resale by out of town holders tend to keep prices down.

Cacao Butter—Bulk has ruled quiet and is nominally steady.

Caffeine—The market continues to reflect an easier tendency and the situation is somewhat unsettled, owing to competition.

Cassia Buds—Continue to move fairly in a jobbing way, with prices ruling steady.

Cocaine—Is without important demand, and the market remains dull, with values unchanged and nominally steady.

Codeine—The consuming demand has been rather slow, and, with stocks accumulating, there is more or less anxiety to sell by both domestic manufacturers and agents of foreign makers.

Cod Liver Oil—Continues in fairly good demand for consumption, and the situation abroad would justify better prices here, but outside lots of inferior quality, which have been pressing for sale some time past, have tended to retard any advance.

Cream Tartar—The market is steadily hardening, with manufacturers' prices firm. Foreign markets for crude material are also stronger and it is reported that argols, in addition to being scarce, are receiving attention from speculators abroad.

Cube Berries—Continued dullness is the leading feature of the market and quotations remain nominal.

Cuttle Fish Bone—All varieties are in active request for consumption with values ruling firm.

Essential Oils—Bergamot is advancing abroad and the tendency here is upward. Citronella is stronger. San-

derson's lemon has been marked up. Orange has been advanced. Pennyroyal is stronger. Peppermint is easier.

Flowers—Considerable interest has been manifest in American saffron and the market continues very unsettled with prices irregular. Arnica, chamomile and other descriptions are without important variation.

Glycerine—Is unchanged, with a fairly steady movement to manufacturing consumers and values continue firm.

Gums—No further change has occurred in Curacao aloes, and the market has ruled quiet. Asafetida has met with a good seasonable demand, but stocks are abundant, with no likelihood of scarcity, as there is a large direct shipment on the way from Calcutta. Camphor is ruling strong at full previous prices, but business is restricted by the limited offerings. The foreign market for crude has been irregular. On Monday last the syndicate suddenly dropped the price to 162s, and immediately entered the primary market, bought up about 2,800 packages, and the quotations were again advanced to the former high figures.

Leaves—All varieties are held at previous prices, but, aside from a continued steady movement in short buchu and senna, the market has a rather tame appearance.

Lycopodium—The market is slightly easier, owing to accumulating stocks, and prices have been reduced.

Menthol—Is slow of sale and barely steady.

Morphine—Manufacturers' prices are unchanged and a moderate business is reported.

Opium—Opinions differ materially regarding the future, some anticipating

lower prices and others sanguine that higher figures will prevail.

Quicksilver—There is no particular activity, and the market has ruled quiet, with jobbing quotations nominally steady.

Quinine—A continued good demand is reported by manufacturers and agents of foreign makers, with prices steady.

Roots—The general market is without particularly new feature and no changes of consequence have occurred in prices of leading descriptions.

Rochelle Salts—Have been advanced 1 cent per lb.

Seeds—There are no changes in canary and the market has ruled quiet. Dutch caraway is very strong for spot, but the outlook for the next crop is very favorable. California brown mustard is firmer and scarce. The improvement is in part due to higher rates from the Pacific Coast. German rape has been advanced, owing to higher prices in the primary market.

Seidlitz Mixture—Is higher, in sympathy with other tartar preparations and manufacturers have advanced quotations.

Sugar of Milk—The spot stock of powdered is almost exhausted.

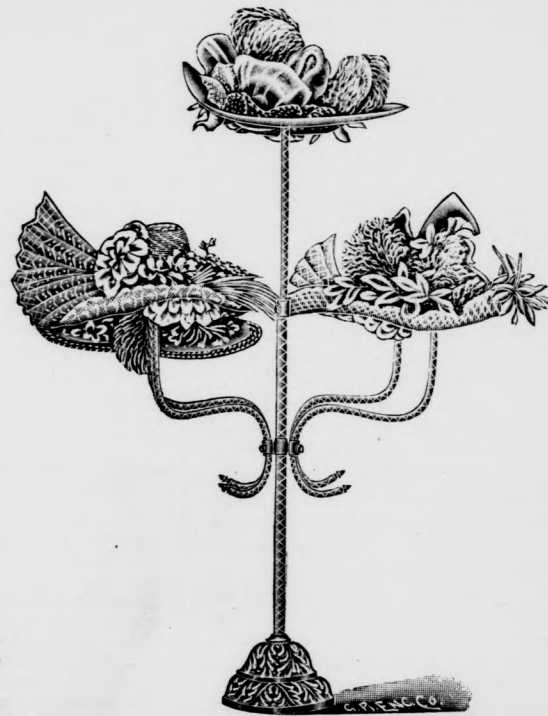
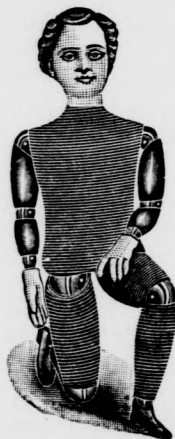
Spermaceti—Is quiet and easier.

An Italian sea captain has found that, by having a number of holes in the bag of sail, the power of the wind is materially increased. He says that it acts to prevent a cushion of dead air gathering in the sail. It is reported that actual experiments with the perforated sails show an increase of 25 per cent. and over in the speed of the vessel.

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

# HUGH LYONS & CO.

MANUFACTURERS OF



WINDOW and STORE  
DISPLAY FIXTURES,

PAPIER MACHE FORMS, WAX FIGURES  
AND LYONS' PATENT HAT CONFORMATOR

SEND FOR CATALOGUE, MENTIONING TRADESMAN.

LANSING, MICH.



## WHOLESALE PRICE CURRENT.

Advanced—Acid Benzoic, Cream Tartar, Rochelle Salts.

Declined—Turpentine.

Acidum		Conium Mac.		Scilla Co.	
Aceticum.....	80¢ 10	Copaiba.....	80¢ 90	Tolutan.....	50
Benzoicum, German	75¢ 80	Cubeba.....	1 50¢ 1 60	Prunus virg.....	50
Boracic.....	26¢ 36	Erigeron.....	1 20¢ 1 30	Tinctures	
Carbolicum.....	44¢ 46	Gaultheria.....	1 50¢ 1 60	Aconitum Napellis R	60
Citricum.....	30¢ 5	Geranium, ounce.	60¢ 70	Aconitum Napellis F	60
Hydrochlor.....	10¢ 12	Gossypii, Sem. gal.	60¢ 70	Aloes and Myrrh.....	60
Nitricum.....	10¢ 12	Hedeoma.....	1 25¢ 1 40	Arnica.....	50
Oxalicum.....	10¢ 12	Juniper.....	1 50¢ 2 00	Assafetida.....	60
Phosphoricum, dil.	21¢	Lavendula.....	90¢ 2 00	Atrope Belladonna.	50
Salicylicum.....	55¢ 65	Limonis.....	1 30¢ 1 50	Aurant Cortex.....	50
Sulphuricum.....	1 40¢ 1 60	Mentha Piper.....	2 65¢ 2 75	Benzoil.....	50
Tannicum.....	38¢ 40	Mentha Virid.....	1 75¢ 1 80	Benzoil Co.....	50
Tartaricum.....		Morhuag, gal.	1 75¢ 1 80	Barosma.....	50
Ammonia		Myrica, ounce.	90¢ 3 00	Cantharides.....	75
Aqua, 16 deg.....	4¢ 6	Olive.....	10¢ 12	Cardamom.....	75
Aqua, 20 deg.....	8¢ 10	Picea Liquida.....	91¢ 95	Cardamom Co.....	75
Carbonas.....	12¢ 14	Picea Liquida, gal.	1 00	Castor.....	1 00
Chloridum.....	12¢ 14	Rosmarini.....	6 50¢ 8 50	Catechu.....	50
Aniline		Rosae, ounce.....	40¢ 45	Cinchona.....	50
Black.....	2 00¢ 2 25	Succini.....	90¢ 1 00	Cinchona Co.....	50
Brown.....	80¢ 1 00	Sabina.....	2 50¢ 7 00	Columba.....	50
Red.....	45¢ 50	Santal.....	2 50¢ 55	Cubeba.....	50
Yellow.....	2 50¢ 3 00	Sassafras.....	40¢ 50	Cassia Acutifol.....	50
Bacca.		Sinapis, ess., ounce.	1 60	Cassia Acutifol Co	50
Cubee.....	20¢ 25	Tiglli.....	40¢ 50	Digitalis.....	50
Juniperus.....	8¢ 10	Thyme.....	1 60	Ergot.....	35
Xanthoxylum.....	25¢ 30	Thyme, opt.....	15¢ 20	Gerri Chloridum.....	50
Balsamum		Theobromas.....		Gentian.....	50
Copaiba.....	45¢ 50	Potassium		Guaiac.....	50
Peru.....	40¢ 45	Bi-Barb.....	15¢ 18	Guaiac ammon.....	50
Terabin, Canada.....	40¢ 45	Bichromate.....	13¢ 15	Hyoscyamus.....	50
Tolutan.....	75¢ 80	Bromide.....	15¢ 18	Iodine.....	75
Cortex		Chlorate, po. 17@19c	12¢ 15	Iodine, colorless.....	75
Abies, Canadian.....	18	Cyanide.....	50¢ 55	Kino.....	50
Cassia.....	12	Iodide.....	2 90¢ 3 00	Lobelia.....	50
Cinchona Flava.....	18	Potassa, Bitart, pure	32¢ 35	Myrrh.....	50
Euonymus atropurp	30	Potassa, Bitart, com	35	Nux Vomica.....	50
Myrica Cerifera, po.	21	Potass Nitras, opt.....	8¢ 10	Opil.....	75
Prunus Virgin.....	12	Potass Nitras.....	7¢ 9	Opil, camphorated.....	50
Quillaia, gr'd.....	10	Prussiate.....	25¢ 28	Opil, deodorized.....	1 50
Sassafras.....	12	Sulphate po.....	15¢ 18	Quassia.....	50
Ulmus.....	15	Radix		Rhatany.....	50
Extractum		Aconitum.....	20¢ 25	Rhei.....	50
Glycyrrhiza Glabra.	24¢ 25	Althea.....	22¢ 25	Sanguinaria.....	50
Glycyrrhiza, po.....	33¢ 35	Anchusa.....	12¢ 15	Serpentaria.....	50
Hematox, 15 lb box.	11¢ 12	Arum po.....	20¢ 25	Stromonium.....	60
Hematox, 15.....	13¢ 14	Calamus.....	20¢ 40	Tolutan.....	60
Hematox, 1/8s.....	14¢ 15	Gentiana.....	8¢ 10	Valerian.....	50
Hematox, 1/4s.....	16¢ 17	Glycyrrhiza.....	16¢ 18	Veratrum Veride.....	50
Ferru		Hydrastis Canad.....	30	Zingiber.....	20
Carbonate Precip.....	3 50	Hydrastis Can., po.....	35	Miscellaneous	
Citrate and Quinia.....	50	Heliolebo, Alba, po.....	15¢ 20	.Ether, Spts. Nit. 3 F	30¢ 35
Citrate Soluble.....	50	Inula, po.....	15¢ 20	.Ether, Spts. Nit. 4 F	31¢ 38
Ferrocyanidum Sol.	50	Ipecac, po.....	1 65¢ 1 75	Alumen.....	21¢ 3
Solut. Chloride.....	15	Iris plox.....	35¢ 40	Alumen, gro'd, po. 7	30¢ 4
Sulphate, com'l, by	2	Jalapra, pr.....	40¢ 45	Annatto.....	40¢ 50
bbl, per cwt.....	50	Maranta.....	15¢ 18	Antimoni.....	40¢ 5
Sulphate, pure.....	7	Podophyllum, po.....	15¢ 18	Antimoni et Potass	55¢ 60
Flora		Rhei.....	75¢ 1 00	Antipyrin.....	1 40
Arnica.....	12¢ 14	Rhei, cut.....	75¢ 1 35	Antifebrin.....	15
Anthemis.....	18¢ 25	Rhei, pv.....	35¢ 38	Argenti Nitras, oz.....	53
Matricaria.....	18¢ 25	Spigelia.....	35¢ 38	Arsenicum.....	8¢ 10
Folia		Sanguinaria.....	20¢ 25	Balm Gilead Bud.....	38¢ 40
Barosma.....	20¢ 30	Serpentaria.....	50¢ 55	Bismuth S. N.....	1 20¢ 1 30
Cassia Acutifol, Tin-	18¢ 25	Senega.....	55¢ 60	Calcium Chlor., ls.....	9
nevelly.....	25¢ 30	Similax, officinalis H	40	Calcium Chlor., 1/2s.....	10
Cassia Acutifol, Aix.	25¢ 30	Similax, M.....	10¢ 12	Calcium Chlor., 1/4s.....	12
Salvia officinalis, 1/4s	42¢ 20	Scilla.....	10¢ 12	Cantharides, Rus. po	1 00
and 1/8s.....	8¢ 10	Symlocarpus, Foetl-	35	Capsel Fructus, af.....	15
Ura Ursi.....	8¢ 10	duc, po.....	35	Capsel Fructus B. po	15
Gummi		Valeriana, Eng. po. 30	15¢ 20	Caryophyllus, po. 15	10¢ 12
Acacia, 1st picked.....	60	Valeriana, German.....	15¢ 20	Carmine, No. 40.....	3 75
Acacia, 2d picked.....	40	Zingiber.....	23¢ 25	Cera Alba, S. & F.....	50¢ 55
Acacia, 3d picked.....	30	Semen		Cera Flava.....	40¢ 42
Acacia, sifted sorts.....	20	Anisum.....	14¢ 16	Cocculus.....	40
Acacia, po.....	60¢ 80	Apium (graveleons)	40¢ 6	Cassia Fructus.....	25
Aloe, Barb. po. 30@28	14¢ 18	Bird, ls.....	10¢ 12	Centraria.....	10
Aloe, Cape.....	12	Cardam.....	1 00¢ 1 25	Cetaceum.....	45
Aloe, Socotri.....	30	Cardamom.....	1 00¢ 1 25	Chloroform.....	60¢ 63
Ammoniac.....	30¢ 35	Coriandrum.....	50¢ 5	Chloroform, squibbs	1 25
Assafetida.....	30¢ 35	Cannabis Sativa.....	75¢ 1 00	Chloral Hyd Crst.....	1 15¢ 1 30
Benzoilum.....	50¢ 55	Cydonium.....	10¢ 12	Chondrus.....	20¢ 25
Catechu, ls.....	14	Dipterix Odorata.....	2 90¢ 3 00	Chonididine, P. & W	15¢ 20
Catechu, 1/2s.....	16	Foeniculum.....	15	Cinchonidine, Germ	3 1/2¢ 12
Catechu, 1/4s.....	63¢ 68	Foenugreek, po.....	6¢ 8	Cocaine.....	5 05¢ 5
Camphore.....	60	Lini.....	3 1/2¢ 4	Corks, list, dis. prect.	35
Euphorbium, po. 35	10	Lini, gr'd.....	3 1/2¢ 4	Crossotum.....	2
Galbanum.....	1 00	Lobelia.....	35¢ 40	Creta.....	5
Gamboge po.....	65¢ 70	Pharlaris Canarian.....	40¢ 5	Creta, prep.....	9¢ 11
Guaiaacum.....	35	Rapa.....	42¢ 5	Creta, Rubra.....	8
Kino.....	2 50	Sinapis Albu.....	7¢ 8	Crocus.....	50¢ 55
Mastic.....	40	Sinapis Nigra.....	11¢ 12	Cudbear.....	24
Myrrh.....	40	Spiritus		Cupri Sulph.....	5¢ 6
Opil.....	2 15¢ 2 20	Frumenti, W. D. Co.	2 00¢ 2 50	Dextrine.....	10¢ 12
Shellac.....	40¢ 45	Frumenti, D. F. R.....	2 00¢ 2 25	Ether Sulph.....	75¢ 90
Shellac, bleached.....	50¢ 50	Frumenti.....	1 25¢ 1 50	Emery, all numbers	8
Herba		Juniperis Co. O. T.....	1 65¢ 2 00	Emery, po.....	6
Absinthium.....	25	Juniperis Co.....	1 75¢ 3 50	Ergota.....	30¢ 35
Eupatorium.....	20	Saacharum N. E.....	1 90¢ 2 10	Flake White.....	12¢ 15
Lobelia.....	25	Spt. Vini Galli.....	1 75¢ 6 50	Galla.....	23
Majorum.....	25	Vini Oporto.....	1 25¢ 2 00	Gambier.....	8¢ 9
Mentha Vir.....	25	Vini Alba.....	1 25¢ 2 00	Gelatin, Cooper.....	60
Rue.....	25	Sponges		Gelatin, French.....	3¢ 50
Tanacetum V.....	22	Florida sheeps' wool	2 50¢ 2 75	Glassware, flint, box	60, 10¢ 10
Thymus, V.....	35	carriage.....	2 50¢ 2 75	Less than box.....	60
Magnesia.		Nassau sheeps' wool	2 50¢ 2 75	Glue, brown.....	9¢ 12
Calcined, Pat.....	55¢ 60	carriage.....	2 50¢ 2 75	Glue, white.....	13¢ 25
Carbonate, Pat.....	20¢ 25	Velvet extra sheeps'	2 50¢ 2 75	Glycerina.....	19¢ 26
Carbonate, K. & M.....	20¢ 25	wool, carriage.....	2 50¢ 2 75	Grana Paradisi.....	22
Carbonate, Jennings	35¢ 36	Extra yellow sheeps'	2 50¢ 2 75	Humulus.....	25¢ 55
Oleum		wool, carriage.....	2 50¢ 2 75	Hydrag Chlor Mite	79
Absinthium.....	3 25¢ 3 50	Grass sheeps' wool,	2 50¢ 2 75	Hydrag Chlor Cor.	79
Amygdala, Dule.....	30¢ 35	carriage.....	2 50¢ 2 75	Hydrag Ox Rub'm.	79
Amygdala, Amara.....	8 00¢ 8 25	Hard, for slate use.....	2 50¢ 2 75	Hydrag Ammoniat	79
Anisi.....	3 00¢ 3 10	Yellow Reef, for	2 50¢ 2 75	Hydrag Unguentum	45¢ 55
Aurant Cortex.....	2 30¢ 2 40	slate use.....	2 50¢ 2 75	Hydragyrum.....	65
Bergamli.....	3 00¢ 3 20	Syrups		Ichthyobolla, Am.....	1 25¢ 1 50
Cajiputi.....	70¢ 75	Acacia.....	50	Indigo.....	75¢ 1 00
Caryophylli.....	60¢ 70	Aurant Cortex.....	50	Iodoform.....	4 70
Cedar.....	35¢ 65	Zingiber.....	50	Lupulin.....	2 25
Chenopadii.....	1 60	Ipecac.....	50	Lycopodium.....	60¢ 65
Cinnamoni.....	3 10¢ 3 20	Ferri Iod.....	50	Macis.....	65¢ 75
Citronella.....	75¢ 80	Rhei Arom.....	50	Liquor Arsen et Hy-	27

Morphia, S. P. & W.....	1 75¢ 2 00	Sinapis.....	18	Lard, No. 1.....	40 43
Morphia, S. N. Y. Q. &		Sinapis, opt.....	30	Linseed, pure raw.....	40 43
C. Co.....	1 65¢ 1 90	Snuff, Maccaboy, De	34	Linseed, boiled.....	42 45
Mosehus Canton.....	40	Voos.....	34	Neatsfoot, winter	65 79
Myristica, No. 1.....	65¢ 80	Snuff, Scotch, DeVo's	34	strained.....	65 79
Nux Vomica.....	10	Soda Boras.....	7 10	Spirits Turpentine.....	36 42
Os Sepia.....	15¢ 18	Soda Boras, po.....	7 10	Paints	
Pepsin Saac, H. & P.		Soda et Potass Tart.	20¢ 28	BBL.	LB.
P. Co.....	1 00	Soda, Carb.....	1 1/4¢ 5	Red Venetian.....	1 1/4 2 68
Picis Liq. N. N. 1/2 gal.		Soda, Bi-Carb.....	3 1/2¢ 4	Ochre, yellow Mars.....	1 1/4 2 64
doz.....	2 00	Soda, Ash.....	3 1/2¢ 4	Ochre, yellow Ber.....	1 1/4 2 63
Picis Liq., quart.....	2 00	Soda, Sulphas.....	2 60	Putty, commercial.....	2 1/4 2 1/2 63
Pil Hydrarg.....	80	Spts. Cologne.....	2 60	Putty, strictly pure.....	2 1/4 2 1/2 63
Piper Nigra.....	30	Spts. Ether Co.....	50¢ 55	Vermilion, Prime	
Piper Alba.....	30	Spts. Myrcia Drm.....	2 00	American.....	13¢ 15
Pilx Burgun.....	7	Spts. Vini Rect. bbl.	2 49	Vermilion, English.....	70¢ 75
Plumbi Acet.....	10¢ 12	Spts. Vini Rect. 1/2 bbl.	2 54	Green, Paris.....	14 20 1/2
Pulvis Ipecac et Opil	1 10¢ 1 20	Spts. Vini Rect. 10gal	2 57	Green, Peninsular.....	13¢ 16
Pyrethrum, boxes H.	50	Spts. Vini Rect. 5gal	2 59	Lead, Red.....	5 1/4¢ 5 1/4
& P. D. Co, doz.....	1 25	Less 5c gal. cash		Lead, white.....	5 1/4¢ 5 1/4
Pyrethrum, pv.....	30¢ 30	10 days.....		Whiting, white Span.....	60 70
Quassia.....	80¢ 10	Strychnia, Crystal.....	1 40¢ 1 45	Whiting, gilders.....	90
Quinia, S. P. & W.....	37¢ 42	Sulphur, Roll.....	2 1/2¢ 2 1/2	White, Paris Amer.....	1 00
Quinia, S. German.....	30¢ 40	Tamarinds.....	8¢ 10	Whiting, Paris Eng.	1 40
Quinia, N. Y.....	32 1/2¢ 37 1/2	Terebenth Venice.....	28¢ 30	Universal Prepared.....	1 00¢ 1 15
Rubia Tinctorem.....	12¢ 14	Theobromae.....	42¢ 45	Varnishes	
Saccharum Lactis pv	24¢ 26	Vanilla.....	9 00¢ 16 00	No. 1 Turp Coach.....	1 10¢ 1 20
Salicin.....	2 50¢ 2 60	Zinci Sulph.....	7¢ 8	Extra Turp.....	1 00¢ 1 00
Sanguis Draconis.....	40¢ 50	Oils		Coach Body.....	2 75¢ 3 70
Sapo, W.....	12¢ 14	Whale, winter.....	BBL. GAL. 70 70	No. 1 Turp Furn.....	1 00¢ 1 10
Sapo, M.....	10¢ 12	Lard, extra.....	53 60	Extra Turk Damar.....	1 55¢ 1 60
Sapo, G.....	15			Jap. Dryer, No. 1 Turp	70¢ 75
Siedlitz Mixture.....	20 22				

HAZELTINE & PERKINS  
DRUG CO.

Importers and Jobbers of

## = DRUGS =

CHEMICALS AND PATENT MEDICINES.

Dealers in

## PAINTS, OILS AND VARNISHES

Full line of staple druggists' sundries.

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

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

We sell Liquors for medicinal purposes only.

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

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








## HAZELTINE &amp; PERKINS DRUG CO.

GRAND RAPIDS, MICH.



# GROCERY PRICE CURRENT.

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

<b>AXLE GREASE.</b> doz. gross Aurora.....55 6 00 Castor Oil.....60 7 00 Diamond.....50 5 50 Frazer's.....75 9 00 IXL Golden, tin boxes 75 9 00 Mica.....70 8 00 Paragon.....55 6 00 <b>BAKING POWDER.</b> <b>Absolute.</b> 1/4 lb cans doz.....45 1/2 lb cans doz.....85 1 lb cans doz.....1 50 <b>Acme.</b> 1/4 lb cans 3 doz.....45 1/2 lb cans 3 doz.....75 1 lb cans 1 doz.....1 00 Bulk.....10 <b>Artic.</b> 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 <b>JaXon.</b> 1/4 lb cans 4 doz case.....45 1/2 lb cans 4 doz case.....85 1 lb cans 2 doz case.....1 60 <b>Our Leader.</b> 1/4 lb cans.....45 1/2 lb cans.....75 1 lb cans.....1 50 <b>Red Star.</b> 1/4 lb cans.....40 1/2 lb cans.....75 1 lb cans.....1 40 <b>BATH BRICK.</b> 2 dozen in case.....70 American.....70 English.....80 <b>BLUING.</b> 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 <b>BROOMS.</b> 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 60 Warehouse.....2 50 <b>CANDLES.</b> Hotel 40 lb boxes.....10 Star 40 lb boxes.....9 Paraffine.....10 <b>CANNED GOODS.</b> <b>Manitowoc Brands.</b> Lakeside Marrowfat.....1 00 Lakeside E. J.....1 30 Lakeside, Champ. of Eng.....1 40 Lakeside, Gem, Ex. Sifted.....1 65 <b>CATSUP.</b> <b>Blue Label Brand.</b> Half pint 25 bottles.....2 60 Pint 25 bottles.....4 25 Quart 1 doz. bottles.....3 00 <b>Triumph Brand.</b> Half pint per doz.....1 35 Pint 25 bottles.....4 50 Quart per doz.....3 75 <b>CEMENT.</b> Major's, per gross. 1/2 oz size.....12 00 1 oz size.....18 00 Liq. Glue, 10z 9 60 <b>Leather Cement.</b> 1 oz size.....12 00 2 oz size.....18 00 <b>Rubber Cement.</b> 2 oz size.....2 00 <b>CHEESE.</b> Amboy.....@ 12 1/2 Acme.....@ 12 Jersey.....@ 12 Lebaue.....@ 12 Riverside.....@ 12 1/2 Gold Medal.....@ 11 Skim.....@ 10 Brick.....@ 11 Edam.....@ 10 Leiden.....@ 20 Limburger.....@ 15 Pineapple.....@ 24 Roquefort.....@ 35 Sap Sago.....@ 18 Schweitzer, Imported.....@ 24 Schweitzer, domestic.....@ 14 <b>Chicory.</b> Bulk.....5 Red.....7	<b>CHOCOLATE.</b> <b>Walter Baker &amp; Co.'s.</b> German Sweet.....23 Premium.....30 Breakfast Cocoa.....41 <b>CLOTHES LINES.</b> Cotton, 40 ft. per doz.....95 Cotton, 50 ft. per doz.....1 15 Cotton, 60 ft. per doz.....1 35 Cotton, 70 ft. per doz.....1 55 Cotton, 80 ft. per doz.....1 95 Jute, 60 ft. per doz.....80 Jute, 72 ft. per doz.....95 <b>CLOTHES PINS.</b> 5 gross boxes.....50 <b>COFFEE.</b> <b>Green.</b> <b>Rio.</b> Fair.....18 Good.....19 Prime.....21 Golden.....21 Peaberry.....23 <b>Santos.</b> Fair.....19 Good.....20 Prime.....22 Peaberry.....23 <b>Mexican and Guatemala.</b> Fair.....21 Good.....22 Fancy.....24 <b>Maracaibo.</b> Prime.....23 Milled.....24 <b>Java.</b> Interior.....25 Private Growth.....27 Mandehling.....28 <b>Mocha.</b> Imitation.....25 Arabian.....28 <b>Roasted.</b> To ascertain cost of roasted coffee, add 1/2c per lb. for roasting and 15 per cent. for shrinkage. <b>Package.</b> Arbuckle.....18 95 Jersey.....18 95 <b>LION COFFEE</b> <b>IN 1 LB. PACKAGES, WITHOUT GLAZING.</b> <b>16 FULL OUNCES NET.</b> <b>CASES 100 LBS. Equality Price</b> <b>60 - less 2c per lb.</b> <b>CABINETS 120 LBS. SAME PRICE.</b> <b>90¢ EXTRA FOR CABINETS.</b> <b>McLaughlin's XXXX.....21 3</b> <b>Extract.</b> Valley City 1/4 gross.....75 Felix 1/4 gross.....1 15 Hummel's foil 1/4 gross.....85 Hummel's tin 1/4 gross.....1 43 <b>COCOA SHELLS.</b> 20 lb bags.....2 1/2 Less quantity.....15 Pound packages.....4 <b>CREAM TARTAR.</b> Strictly pure.....30 Telfer's Absolute.....30 Grocers'.....15@25 <b>CONDENSED MILK.</b> 4 doz. in case.  N. Y. Condensed Milk Co.'s brands. Gail Borden Eagle.....7 40 Crown.....6 25 Daisy.....5 75 Champion.....4 50 Magnolia.....4 25 Dime.....3 35	 Peerless evaporated cream 5 75 <b>COUPON BOOKS.</b>   <b>"Tradesman."</b> \$1 books, per 100.....2 00 \$2 books, per 100.....2 50 \$3 books, per 100.....3 00 \$5 books, per 100.....3 00 \$10 books, per 100.....4 00 \$20 books, per 100.....5 00 <b>"Superior."</b> \$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  <b>"Universal."</b> \$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 <b>Coupon Pass Books.</b> 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 <b>Credit Checks.</b> 500, any one denom'n.....3 00 1000, any one denom'n.....5 00 2000, any one denom'n.....8 00 Steel punch.....75	<b>Raisins.</b> Ondura 29 lb boxes.....7@8 Sultana 20 lb boxes.....@6 1/2 Valencia 30 lb boxes.....@7 1/2 <b>FARINACEOUS GOODS.</b> <b>Farina.</b> Bulk.....3 <b>Grits.</b> Walsh-DeRoo Co.'s.....2 00 <b>Hominy.</b> Barrels.....3 25 Flake, 50 lb. drums.....1 50 <b>Lima Beans.</b> Dried.....4 <b>Macaroni and Vermicelli.</b> Domestic, 10 lb. box.....60 Imported, 25 lb. box.....2 50 <b>Pearl Barley.</b> Empire.....3 Chester.....2 <b>Peas.</b> Green, bu.....90 Split, per lb.....2 1/2 <b>Roller Oats.</b> Schumacher, bbl.....3 25 Schumacher, 1/2 bbl.....1 80 Monarch, bbl.....2 75 Monarch, 1/2 bbl.....1 50 Quaker, cases.....3 20 Oven Baked.....3 25 Lakeside.....2 25 <b>Sago.</b> German.....4 East India.....3 1/2 <b>Wheat.</b> Cracked, bulk.....3 24 2 lb packages.....2 40 <b>Breakfast Food.</b> Pettijohn's Best.....3 10 <b>Buckwheat Flour.</b> Excelsior Self Rising.....1 90 Case of 2 doz.....1 90 Five case lots.....1 75 <b>FISH.</b> <b>Cod.</b> Georges cured.....@ 4 1/2 Georges genuine.....@ 6 Georges selected.....@ 6 1/2 Strips or bricks.....6 @ 9 <b>Halibut.</b> Chunks.....14 Strips.....11 <b>Herring.</b> 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 <b>Flackerel.</b> No. 1 100 lbs.....13 00 No. 1 40 lbs.....5 50 No. 1 10 lbs.....1 45 No. 2 100 lbs.....11 75 No. 2 40 lbs.....5 00 No. 2 10 lbs.....1 32 Family 90 lbs.....13 Family 10 lbs.....13 <b>Sardines.</b> Russian kegs.....55 <b>Stockfish.</b> No. 1, 100 lb. bales.....10 1/2 No. 2, 100 lb. bales.....8 1/2 <b>Trout.</b> No. 1 100 lbs.....5 25 No. 1 40 lbs.....2 35 No. 1 10 lbs.....68 No. 1 8 lbs.....57 <b>Whitefish.</b> No. 1 No. 2 Fam.....@ 1 00 7 00 3 00 100 lbs.....3 50 3 10 1 45 10 lbs.....95 85 45 8 lbs.....79 71 39 <b>FLAVORING EXTRACTS.</b> <b>Souders'.</b> Oval bottle, with corkscrew. Best in the world for the money.  Regular Grade Lemon.....doz 2 oz.....75 4 oz.....1 50 Regular Vanilla.....doz 2 oz.....1 20 4 oz.....2 40 XX Grade Lemon.....doz 2 oz.....1 50 4 oz.....3 00 XX Grade Vanilla.....doz 2 oz.....1 75 4 oz.....3 50	<b>Jennings.</b> Lemon Vanilla 2 oz regular panel.....75 1 20 4 oz regular panel.....1 50 2 00 6 oz regular panel.....2 00 3 00 No. 3 taper.....1 35 2 00 No. 4 taper.....1 50 2 50 <b>FLY PAPER.</b> <b>Tanglefoot.</b> "Regular" Size. Less than one case, per box.....2 52 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 <b>FURNITURE.</b> <b>Cleaner and Polish.</b> <b>Henderson's "Diamond."</b> Half Pint.....1 75 Pint.....3 50 Quart.....5 40 Half Gallon.....7 75 Gallon.....14 40 <b>HERBS.</b> Sage.....15 Hops.....15 <b>GUNPOWDER.</b> <b>Rifle-Dupont's.</b> Kegs.....3 00 Half Kegs.....1 75 Quarter Kegs.....1 00 1 lb cans.....30 1/2 lb cans.....18 <b>Choke Bore-Dupont's.</b> Kegs.....4 00 Half Kegs.....2 25 Quarter Kegs.....1 25 1 lb cans.....34 <b>Eagle Duck-Dupont's.</b> Kegs.....8 00 Half Kegs.....4 25 Quarter Kegs.....2 25 1 lb cans.....45 <b>INDIGO.</b> Madras, 5 lb boxes.....55 S. F., 2, 3 and 5 lb boxes.....50 <b>JELLY.</b> 15 lb pails.....32 17 lb pails.....38 30 lb pails.....58 <b>LYE.</b> Condensed, 2 doz.....1 20 Condensed, 4 doz.....2 25 <b>LICORICE.</b> Pure.....30 Calabria.....25 Sicily.....14 Root.....10 <b>MINCE MEAT.</b>  Mince meat, 3 doz in case.....2 75 Pie Prep. 3 doz in case.....2 75 <b>HATCHES.</b> Diamond Match Co.'s brands. No. 9 sulphur.....1 65 Anchor Parlor.....1 70 No. 2 Home.....1 10 Export Parlor.....4 00 <b>MOLASSES.</b> <b>Blackstrap.</b> Sugar house.....10@12 <b>Cuba Baking.</b> Ordinary.....12@14 <b>Porto Rico.</b> Prime.....20 Fancy.....30 <b>New Orleans.</b> Fair.....18 Good.....22 Extra good.....24 Choice.....27 Fancy.....30 Half-barrels 3c extra. <b>OIL CANS.</b> Crystal valve, per doz.....4 00 Crystal valve, per gross.....36 00 <b>PICKLES.</b> <b>Medium.</b> Barrels, 1,200 count.....3 75 Half bbls, 600 count.....2 00 <b>Small.</b> Barrels, 2,400 count.....4 75 Half bbls, 1,200 count.....2 50 <b>PIPES.</b> Clay, No. 216.....1 70 Clay, T. D. full count.....65 Cob, No. 3.....1 20 <b>POTASH.</b> 48 cans in case. Babbitt's.....4 00 Penna Salt Co.'s.....3 00	<b>RICE.</b> <b>Domestic.</b> Carolina head.....5 1/2 Carolina No. 1.....5 Carolina No. 2.....4 1/2 Broken.....3 <b>Imported.</b> 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 <b>SAL SODA.</b> Granulated, bbls.....1 10 Granulated, 100 lb cases.....1 50 Lump, bbls.....1 Lump, 145 lb kegs.....1 10 <b>SEEDS.</b> Anise.....13 Canary, Smyrna.....6 Caraway.....10 Cardamon, Malabar.....80 Hemp, Russian.....4 Mixed Bird.....4 1/2 Mustard, white.....6 1/2 Poppy.....8 Rape.....4 Cuttle Bone.....20 <b>SYRUPS.</b> <b>Corn.</b> Barrels.....15 Half bbls.....17 <b>Pure Cane.</b> Fair.....16 Good.....20 Choice.....25 <b>SPICES.</b> <b>Whole Sifted.</b> Allspice.....9 1/2 Cassia, China in mats.....10 Cassia, Batavia in bund.....15 Cassia, Saigon in rolls.....32 Cloves, Amboyna.....15 Cloves, Zanzibar.....10 Mace, Batavia.....70 Nutmegs, fancy.....65 Nutmegs, No. 1.....60 Nutmegs, No. 2.....55 Pepper, Singapore, black.....10 Pepper, Singapore, white.....20 Pepper, shot.....16 <b>Pure Ground in Bulk.</b> Allspice.....10@12 Cassia, Batavia.....17 Cassia, Saigon.....35 Cloves, Amboyna.....15 Cloves, Zanzibar.....10 Ginger, African.....15 Ginger, Cochinchina.....20 Ginger, Jamaica.....22 Mace, Batavia.....60@65 Mustard, Eng. and Trieste.....20 Mustard, Trieste.....25 Nutmegs, No. 2.....50@60 Pepper, Singapore, black.....12 Pepper, Singapore, white.....15@18 Pepper, Cayenne.....17@20 Sage.....18 <b>"Absolute" in 1/4 lb. Packages</b> Allspice.....65 Cinnamon.....75 Cloves.....70 Ginger, Cochinchina.....75 Mace.....2 10 Mustard.....75 Nutmegs.....2 10 Pepper, cayenne.....75 Pepper, white.....75 Pepper, black shot.....60 Saigon.....1 50 <b>STARCH.</b> <b>Kingsford's Corn.</b> 20 1-lb packages.....6 1/2 40 1-lb packages.....6 1/2 <b>Kingsford's Silver Gloss.</b> 40 1-lb packages.....6 1/2 6-lb boxes.....7 <b>Common Corn.</b> 20-lb boxes.....5 1/2 40-lb boxes.....5 1/2 <b>Common Gloss.</b> 1-lb packages.....4 1/2 3-lb packages.....4 1/2 6-lb packages.....5 1/2 40 and 50 lb boxes.....2 1/2 Barrels.....2 1/2 <b>SODA.</b> Boxes.....5 1/2 Kegs, English.....4 1/2 <b>SALT.</b> <b>Diamond Crystal.</b> Cases, 24 3-lb boxes.....1 60 Barrels, 100 3-lb bags.....2 75 Barrels, 40 7-lb bags.....2 50 Butter, 56 lb bags.....65 Butter, 20 14 lb bags.....3 50 Butter, 280 lb bbls.....2 50 <b>Common Grades.</b> 100 3-lb sacks.....2 60 60 5-lb sacks.....1 85 25 11-lb sacks.....1 70
--	---	---	---	---	---



<b>Warsaw.</b>	
56-lb dairy in drill bags.....	30
28-lb dairy in drill bags.....	15
<b>Ashton.</b>	
56-lb dairy in linen sacks.....	60
<b>Higgins.</b>	
56-lb dairy in linen sacks.....	60
<b>Solar Rock.</b>	
56-lb sacks.....	22
<b>Common Fine.</b>	
Saginaw.....	85
Mauntee.....	85
<b>SNUFF.</b>	
Scotch, in bladders.....	37
Maccaboy, in jars.....	35
French Rappee, in jars.....	43
<b>SALERATUS.</b>	
Packed 60 lbs. in box.....	
Church's.....	3 30
Deland's.....	3 15
Dwight's.....	3 30
Taylor's.....	3 00

## TOBACCOS.

## Cigars.

G. J. Johnson's brand



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

## SOAP.

## Laundry.

Dingman Soap Co.'s brand.

Single box.....	3 95
5 box lots, delivered.....	3 85
10 box lots, delivered.....	3 75
N. K. Fairbank & Co.'s brands	
Santa Claus.....	3 50
Brown, 60 bars.....	2 60
Brown, 80 bars.....	2 90
Gowans & Sons' Brands.	
Crow.....	3 10
German Family.....	2 15
American Grocer 100s.....	3 25
American Grocer 60s.....	2 65
N. G.....	3 30
Mystic White.....	3 80
Lotus.....	3 90
Oak Leaf.....	3 30
Old Style.....	2 55
Happy Day.....	3 10

## JAXON

Single box.....	3 25
5 box lots, delivered.....	3 20
10 box lots, delivered.....	3 10
Jas. S. Kirk & Co.'s brands.	
American Family, wrp'd.....	3 33
American Family, plain.....	3 27
Lautz Bros. & Co.'s brands.	
Aeae.....	3 35
Cotton Oil.....	5 75
Marseilles.....	4 00
Master.....	3 70
Henry Passolt's brand.	



Single box.....	3 25
5 box lots, delivered.....	3 20
10 box lots, delivered.....	3 15
25 box lots, delivered.....	3 10
Proctor & Gamble's brands.	
Concord.....	2 70
Ivory, 10 oz.....	6 75
Ivory, 6 oz.....	4 00
Lenox.....	3 25
Mottled German.....	2 65
Town Talk.....	3 00
Allen B. Wrisley's brands.	
Old Country 80 1-lb.....	3 20
Good Cheer 60 1-lb.....	3 30
White Borax 100 1-lb.....	3 65

## Scouring.

Sapallo, kitchen, 3 doz.....	2 40
Sapallo, hand, 3 doz.....	2 40
<b>STOVE POLISH.</b>	
Nickelline, small, per gro.....	4 00
Nickelline, large, per gro.....	7 20

## TABLE SAUCES.

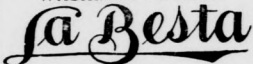
Lea & Perrin's, large.....	4 75
Lea & Perrin's, small.....	2 75
Halford, large.....	3 75
Halford small.....	2 25
Salad Dressing, large.....	4 55
Salad Dressing, small.....	2 65
<b>VERMICIDE.</b>	
Zenoleum, 6 oz.....	2 00
Zenoleum, 4 oz.....	4 20
Zenoleum, 1/2 gal.....	7 40
Zenoleum, gal.....	12 00

## SUGAR.

Below are given New York prices on sugars, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including 20 pounds for the weight of the barrel.

Domino.....	5 50
Cut Loaf.....	5 50
Cubes.....	5 12
Powdered.....	5 12
XXXX Powdered.....	5 25
Mould A.....	5 12
Granulated in bbls.....	4 87
Fine Granulated.....	4 87
Extra Fine Granulated.....	5 00
Extra Course Granulated.....	5 00
Diamond Confection A.....	4 87
Confection Standard A.....	4 75
No. 1.....	4 56
No. 2.....	4 56
No. 3.....	4 56
No. 4.....	4 44
No. 5.....	4 31
No. 6.....	4 25
No. 7.....	4 25
No. 8.....	4 18
No. 9.....	4 12
No. 10.....	4 00
No. 11.....	3 94
No. 12.....	3 87
No. 13.....	3 81
No. 14.....	3 81
No. 15.....	3 56

## WASHING POWDER.



100 packages in case.....	3 35
---------------------------	------

## WICKING.

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

## CRACKERS.

The N. Y. Biscuit Co. quotes as follows:

<b>Butter.</b>	
Seymour XXX.....	5 1/2
Family XXX, 3 lb. carton.....	5 1/2
Family XXX, 3 lb. carton.....	5 1/2
Salted XXX.....	5 1/2
Salted XXX, 3 lb. carton.....	5 1/2
<b>Soda.</b>	
Soda XXX.....	5 1/2
Soda XXX, 3 lb. carton.....	6
Soda, City.....	7
Crystal Wafer.....	10 1/2
Long Island Wafers.....	11
L. L. Wafers, 1 lb. carton.....	12
<b>Oyster.</b>	
Square Oyster, XXX.....	5
Sq. Oys. XXX, 1 lb. carton.....	5
Farina Oyster, XXX.....	5

## SWEET GOODS—Boxes.

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

## CANDIES.

The Putnam Candy Co. quotes as follows:

<b>Stick Candy.</b>	
Standard.....	6 1/2 @ 7 1/2
Standard H. H.....	6 1/2 @ 7 1/2
Standard Twist.....	6 1/2 @ 7 1/2
Cut Loaf.....	7 1/2 @ 8 1/2
Extra H. H.....	@ 8 1/2
Boston Cream.....	@ 8 1/2
<b>Mixed Candy.</b>	
Standard.....	5 1/2 @ 6 1/2
Leader.....	6 1/2 @ 7 1/2
Royal.....	6 1/2 @ 7 1/2
Conserves.....	6 1/2 @ 7 1/2
Broken.....	7 @ 8
Kindergarten.....	7 1/2 @ 8 1/2
French Cream.....	@ 9
Valley Cream.....	@ 12
<b>Fancy—in Bulk.</b>	
Lozenges, plain.....	@ 8 1/2
Lozenges, printed.....	@ 9
Choc. Drops.....	11 1/2 @ 12 1/2
Choc. Monumentals.....	@ 12 1/2
Gum Drops.....	@ 8
Moss Drops.....	@ 8
Sour Drops.....	@ 8
Imperial.....	@ 9
<b>Fancy—in 5 lb. Boxes.</b>	
Lemon Drops.....	@ 50

<b>Sour Drops.....</b>	@ 50
Peppermint Drops.....	@ 60
Chocolate Drops.....	@ 65
H. M. Choc. Drops.....	@ 75
Gum Drops.....	@ 50
Leicorice Drops.....	1 00
A. B. Leicorice Drops.....	@ 55
Lozenges, plain.....	@ 55
Lozenges, printed.....	@ 60
Imperial.....	@ 65
Molasses Bar.....	@ 0
Cream Bar.....	@ 50
Hand Made Creams.....	80 @ 90
Plain Creams.....	60 @ 80
Decorated Creams.....	@ 90
String Rock.....	@ 60
Burnt Almonds.....	1 25
Wintergreen Berries.....	@ 55
<b>Caramels.</b>	
No. 1 wrapped, 2 lb. boxes.....	@ 30
No. 1 wrapped, 3 lb. boxes.....	@ 45
No. 2 wrap, ed, 2 lb. boxes.....	

## FRUITS.

<b>Oranges.</b>	
Mexicans.....	2 75
Fancy Navels.....	2 75
150.....	2 75
150.....	3 00
176-200.....	3 50
Valencias.....	5 00
Cases of 420 and 714.....	
<b>Lemons.</b>	
Strictly choice 300s.....	@ 2 75
Strictly choice 300s.....	@ 3 00
Fancy 300s.....	@ 3 50
Extra 300s.....	@ 3 75
Fancy 300s.....	@ 3 50
Extra 300s.....	@ 4 00

**Bananas.**  
A definite price is hard to name, as it varies according to size of bunch and quality of fruit.

Small bunches.....	1 00 @ 1 25
Medium bunches.....	1 25 @ 1 50
Large bunches.....	1 75 @ 2 00

## Foreign Dried Fruits.

Fig., Fancy Layers.....	13 @
Fig., Choice Layers.....	10 lb. @ 11
Fig., Natural in bags, new.....	@ 6
Dates, Fards in 10 lb boxes.....	@ 8
Dates, Fards in 60 lb cases.....	@ 6
Dates, Persians, G. M. K., 60 lb cases.....	@ 5
Dates, Sairs 60 lb cases.....	@ 4 1/2

## NUTS.

Almonds, Tarragona.....	@ 13
Almonds, Ivaca.....	@ 10
Almonds, California, soft shelled.....	@ 12 1/2
Brazils new.....	@ 9
Filberts.....	@ 10
Walnuts, Green, new.....	@ 12
Walnuts, Calif No. 1.....	@ 12
Walnuts, soft shelled.....	@ 12
Table Nuts, fancy.....	@ 12
Table Nuts, choice.....	@ 9 1/2
Pecans, Texas H. P.....	7 @ 8
Hickory Nuts per bu.....	@ 1 25
Ohio.....	@ 1 25
Cocoanuts, full sacks.....	@ 4 00
Butternuts per bu.....	@ 50
Black Walnuts per bu.....	@
<b>Peanuts.</b>	
Fancy, H. P., Game.....	@ 6
Cocks.....	@ 6
Fancy, H. P., Game.....	@ 7 1/2
Roasted.....	@ 7 1/2
Fancy, H. P., Association.....	@ 6
Roasted.....	@ 7 1/2
Choice, H. P., Extras.....	@
Choice, H. P., Extras.....	@
Roasted.....	@

## Fish and Oysters

<b>Fresh Fish.</b>	
Whitefish.....	Per lb. @ 10
Trout.....	@ 9
Black Bass.....	@ 15
Halibut.....	18 @ 20
Clasobut or Herring.....	@ 6
Bluefish.....	@ 15
Live Lobster.....	@ 20
Boiled Lobster.....	@ 20
Cod.....	@ 10
Haddock.....	@ 8
No. 1 Pickerel.....	@ 10
Pike.....	@ 8
Smoked White.....	@ 8
Red Snapper.....	@ 10
Col River Salmon.....	@ 13
Mackerel.....	10 @ 20
<b>Shell Goods.</b>	
Oysters, per 100.....	1 25 @ 1 50
Clams, per 100.....	90 @ 1 00
<b>Oysters.</b>	
F. J. Dententhaler's Brands.	
Fairhaven Counts.....	35 @
F. J. D. Selects.....	30 @
Selects.....	25 @
F. J. D.....	22 @
Anchors.....	20 @
Standards.....	18 @
Favorite.....	10 @

<b>Counts.</b>	
Extra Selects.....	@ 1 65
Medium Selects.....	@ 1 30
Anchor Standards.....	@ 1 10
Standards.....	@ 1 10
Scallops.....	@ 1 10
Clams.....	@ 1 25
Shrimps.....	@ 1 25
Oscar Allyn's Brands.	
Counts.....	Per Can. 40 @
Extra Selects.....	30 @
Plain Selects.....	25 @
1 X L.....	20 @
Mediums.....	20 @
Standards.....	18 @
Favorites.....	16 @
New York Counts.....	@ 2 00
Extra Selects.....	@ 1 75
Plain Selects.....	@ 1 50
1 X L Standards.....	@ 1 25
Standards.....	@ 1 10

## Grains and Feedstuffs

<b>Wheat.</b>	
Winter Wheat Flour.	
Local Brands.	
Patents.....	1 25
Second Patent.....	3 75
Straight.....	3 55
Clear.....	3 25
Graham.....	3 25
Buckwheat.....	3 35
Rye.....	2 70
Subject to usual cash discount.	
Flour in bbls., 25c per bbl. additional.	
Worden Grocer Co.'s Brand.	
Quaker, 1/2s.....	3 10
Quaker, 1/4s.....	3 90
Quaker, 1/8s.....	3 90
<b>Spring Wheat Flour.</b>	
Olney & Judson Grocer Co.'s Brand.	
Ceresota, 1/2s.....	3 95
Ceresota, 1/4s.....	3 85
Ceresota, 1/8s.....	3 75
Ball-Barnhart-Putman Co.'s Brand.	
Grand Republic, 1/2s.....	3 95
Grand Republic, 1/4s.....	3 85
Grand Republic, 1/8s.....	3 75
Lemon & Wheeler Co.'s Brand.	
Parisian, 1/2s.....	3 95
Parisian, 1/4s.....	3 85
Parisian, 1/8s.....	3 75
<b>Meal.</b>	
Bolted.....	1 75
Granulated.....	2 00
<b>Feed and Millstuffs.</b>	
St. Car Feed, screened.....	13 00
No. 1 Corn and Oats.....	12 50
Unbolted Corn Meal.....	12 25
Winter Wheat Bran.....	11 00
Winter Wheat Middlings.....	12 00
Screenings.....	11 00
The O. E. Brown Mill Co. quotes as follows:	
<b>Corn.</b>	
Car lots.....	31
Less than car lots.....	33
<b>Oats.</b>	
Car lots.....	23
Less than car lots.....	25
<b>Hay.</b>	
No. 1 Timothy, ton lots.....	16 00
No. 1 Timothy car lots.....	14 25

## Hides and Pelts.

Perkins & Hess pay as follows:	
<b>Hides.</b>	
Green.....	4 @ 5
Part cured.....	5 @ 5 1/2
Full Cured.....	5 @ 6
Dry.....	5 @ 6 1/2
Kips, green.....	4 @ 5
Kips, cured.....	5 @ 6
Calfskins, green.....	5 @ 6 1/2
Calfskins, cured.....	5 1/2 @ 7
Deaconskins.....	25 @ 30
<b>Pelts.</b>	
Shearlings.....	10 @ 30
Lambs.....	20 @ 50
Old Wool.....	40 @ 75
<b>Wool.</b>	
Washed.....	10 @ 17
Unwashed.....	5 @ 13
<b>Miscellaneous.</b>	
Tallow.....	3 @ 3 1/2
Grease Butter.....	1 @ 2
Switches.....	1 1/2 @ 2
Ginseng.....	2 50 @ 2 90
<b>Furs.</b>	
Mink.....	30 @ 1 25
Coon.....	25 @ 70
Skunk.....	40 @ 90
Rat, Winter.....	9 @ 14
Rat, Fall.....	3 @ 9
Red Fox.....	1 00 @ 1 25
Gray Fox.....	40 @ 60
Cross Fox.....	2 00 @ 5 00
Badger.....	40 @ 10
Cat, Wild.....	10 @ 20
Cat, House.....	10 @ 20
Fisher.....	4 00 @ 6 00
Lynx.....	1 00 @ 2 50
Martin.....	1 50 @ 3 00
Oter.....	5 00 @ 9 00
Wolf.....	1 00 @ 2 00
Beaver.....	5 00 @ 15 00
Opussum.....	10 @ 18
Beaver castors per lb.....	3 @ 8 00
Deerskins, dry, per lb.....	15 @ 25

## PROVISIONS.

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

<b>Barreled Pork.</b>	
Mess.....	10 75
Back.....	11 25



## ADVERTISING A PHARMACY.

## Pertinent Suggestions on an Important Subject.

In this age of sharp competition in business, success does not and cannot come to those who ignore in toto any form of advertising.

There may have been a time in days of old when a pharmacy needed only the traditional "drug mortar" sign to indicate its presence to draw customers, who were expected to regard it as a necessary blessing, and heaped great favor upon it; but it is not so in this day.

Pharmacy, through energetic competition, aside from its semi-professional aspect, has resolved itself into a competitive business undertaking, requiring for success the same industrious energy, originality, and businesslike methods as are necessary to any other class of legitimate business. To attain this success, it is absolutely necessary to conform to the requirements of the age in which we live; and one of the chief ones is to advertise. We cannot all agree as to the particular methods to pursue, but none can deny the necessity of familiarizing the public with our names and businesses; and it is with regard to some of the methods that may be employed that this paper is written.

Classing, as we must, pharmacy as a business pursuit, we must take our place as business men as well as pharmacists, and honestly and legitimately compete for that success which all desire.

In the newspaper we have a great medium through which to reach the people, and in this respect to our originality belong the results. To show enterprise the "ad." must be changed frequently. It must be catchy, in order to attract; and sincere, in order to impress.

The local reading columns are the most read, therefore the best place to locate the "ad.," and a proper use of those line locals may be found very profitable. Special preparations of your own manufacture, or the agency of a line of remedies, or of any line of goods that you may carry, may be advertised with better results than the common "ad." of the business in general. The latter form is unimpressive, and is passed over by the reader, while the other form is sure to touch a responsive chord in the heart of some ailer or would-be purchaser.

As a means of direct advertisement, and one that produces immediate results, the show window should not be ignored, as is often the case. True, the colored globes are a necessary feature to indicate the pharmacy, and I will do homage to the time-honored custom by leaving them in the window; but, aside from these, the opportunity is a grand one to display the energy and the catering qualities of the house, incidentally reaping the reward of increased sales resulting therefrom. A few dollars expended in providing the window with neat carpets, curtains, drapery or any other feature necessary to impart a dressy appearance, will be found to have been wisely spent; for then, when a line of goods is displayed, the surroundings will be such that not only is an attractive appearance presented, but the articles are shown to their fullest advantage.

The display should be changed weekly; and in so doing you must keep uppermost in mind the fact that you are attempting something that will catch the eye of the passer-by. Therefore, be

as unique and original as possible in the arrangement; and, if possible, avoid a mixed display, as it is less impressive than an exhibition of a quantity of one particular line of goods.

The display may be supplemented with a neat sign calling attention to the quality or price, or to the fact that you are a large dealer in that article and consequently able to supply all demands; and this, in its turn, will have the effect of creating inquiries and increasing the sales. Occasionally display a line of crude drugs, chemical glassware, or a still in operation, etc., etc.; for such exhibitions are specially indicative of the pharmacy, besides arousing the curiosity of the people—always interested in the mysteries incidental to a pharmacy or a laboratory.

Passing to another form of direct advertisement—that of distributing free samples of articles of your own manufacture—I can speak in the highest terms. If the preparations are meritorious, the result will be found very gratifying. For instance, put some sachet-powder into small envelopes printed especially for the purpose—bearing its name, the announcement of its quality, and your own name as the manufacturer; then carefully distribute among your patrons. Not only is a demand sure to be created, but the fact of your enterprise in presenting such an article leaves an impression on the minds of many people, and your industry will very likely be rewarded accordingly.

Tooth-powder, face-powder and many other specialties may be profitably introduced in the same manner; and such opportunities for associating your name with popular articles should not be neglected, for it bespeaks energy on the part of the house. Every opportunity to present your name to the public should be availed of, providing the expense does not bar and that it is legitimate. Avoid sensational methods or any form which tends to be deceptive, for we all know that a reputation for integrity and honest business methods is essential to the success of any business house.

I think it quite pertinent to the subject to say something regarding the management of the store. No form of advertising equals that which is obtained gratuitously from the people who patronize you, in their intercourse and associations with their friends—their commendations of your accuracy, skill, and honesty; hence the necessity of your careful, kind, and conscientious treatment of all who enter the store. See that your employees, besides possessing the required skill, possess also the proper interest in the business to regard their every action as a responsible one, in attending to the wants of customers; affable and pleasing manners are features greatly noticed by patrons, and leave a permanent impression on the minds of many people.

Create a reputation for being accommodating, and always try and fulfill the wants of a patron. Show great deference to their wishes when they purchase, and avoid a common method of pushing something "just as good;" your patrons will then form a personal respect for you, which the other method will not obtain. If they did not desire the article called for, they would not ask for it; and if they are willing to accept a substitute, they will make the fact known, and then the home-made article may be advantageously offered.

Believe in making every feature in the store—from its cleanliness and the

"La Delicatesse" A "Confection in Cheese."  
"La Delicatesse" Co.,  
HERKIMER, N. Y.

FAMOUS  
**WOLVERINE**  
BRAND  
Given best of satisfaction  
for eight years.  
In can or bulk—all grades.  
**OSCAR ALLYN,**  
106 Canal St. Phone 1001.

Old Reliable  
**ANCHOR BRAND**  
All orders receive prompt attention at lowest market price. See quotations in price Current.  
**F. J. DETTENTHALER,** 117-119 Monroe St., GRAND RAPIDS.

**Seasonable Goods**  
Sweet Potatoes, Apples, Cranberries, Celery, Malaga Grapes, Bananas, Figs, Chestnuts, Pop Corn.  
—Send in your orders to ensure choice selections.—

**BUNTING & CO.** 20 and 22 OTTAWA STREET,  
Grand Rapids, Mich.

Established 1876.  
**SEEDS**  
We have choice line Field Seeds. Prices low. Can fill orders promptly for Medium, Mammoth, Alsike, Alfalfa, Crimson Clover, Timothy, Redtop, Orchard Grass, Kentucky Blue Grass SEEDS.  
Large quantities Seeds should be sown this season if the farmer expects to prosper.  
We buy Beans in carlots or less. If beans to offer write us. Send sample.

**MOSELEY BROS.,** 26-28-30-32 OTTAWA STREET  
Grand Rapids, Mich.  
Jobbers BEANS, SEEDS, POTATOES, FRUITS.

**The Monroe Doctrine**  
Is very popular in America just now.  
**The Walsh-DeRoo Brands of FLOUR**  
Are very popular in Michigan, also in several other states, also in several foreign countries, and this is all so because farmers in our section all sow and grow the best of wheat and we make it into the best of flour.  
Write us and get our prices on FLOUR and FEED . . .  
**The Walsh-DeRoo Milling Co.**  
HOLLAND, MICH.

**SPECIAL OFFER!**  
We have one hundred barrels of nice sweet  
**EXTRA MESS BEEF**  
OUR OWN PACKING  
Which we offer subject to being unsold at  
**\$6.00**  
Per Barrel. Terms, spot cash. If you are likely to need any Beef within a short time you will consult your own interests by buying NOW. This offer will not be open after this week.  
**HAMMOND, STANDISH & CO.,**  
DETROIT, MICH.



neatness of the packages sent out, to the politeness and skill of the employees—a standing advertisement. Let it be said that Mr. Jinks has the cleanest store, the best clerks, and the best quality in everything; and an increasing trade will be the consequence.

Acquire a reputation for accuracy and care in dispensing, both in prescription work and in ordinary sales. Acquaint your patrons with the fact that your poisons are kept separated from the mass of medicines, and that therefore the chance of mistake is reduced to a minimum. Allow no package to go out unlabeled or carelessly wrapped, for that indicates carelessness—a feature which should be absent from the pharmacy.

Secure the confidence and good-will of physicians, the benefit of which is patent to all pharmacists; and, as a means of so doing, a very important thing is to allow them to understand that in your store are kept none but first-class chemicals. Catering to physicians is an art which, if carefully cultivated, leads to most flattering results; and it behooves every pharmacist to diligently cultivate an art which bears so directly on his business and which is essentially a mode of advertising.

ARTHUR B. THOMAS.

#### 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—The market has declined this week, owing to absence of export demand and lightness of trade for home consumption. The receipts have been small but the extremely dull condition of trade has been responsible for the concessions which have been made. Another depressing factor, and an important one at that, is the large quantity of California beans which are finding their way to market and which interfere with the sale of Eastern grown beans. The California crop is enormous.

Butter—The market continues dull and featureless. Fancy dairy brings 14c but good choice commands 12@13c. Creamery shares the depressed feeling, having sold as low as 19c.

Beets—25c per bu.

Cabbage—The warm weather of the past week has brought in a considerable amount of stock, mostly of an inferior character, which has caused a decline in the market to \$2@3 per 100.

Celery—12½c per doz. bunches.

Cider—12½c per gal.

Cranberries—In fair demand at \$8@10 per bbl. for Cape Cods. Jersey are plentiful at \$2.25@2.75 per bu. box.

Eggs—Receipts continue large and the selling price has dropped to 15c, with strong probability of still lower quotations, unless a cold wave comes along.

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

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

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

Lettuce—12c per lb.

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

Pop Corn—Rice, 3c per lb.

Potatoes—The daily papers have had considerable to say of late over the recent action of the freight agents, in reducing the classification of potatoes from fifth to sixth class. As a matter of fact, the reduction is merely a bagatelle and cuts so little figure that shippers see scarcely any advantage in the change. To most points the change means a reduction of from 6 mills to 12 mills per bu.—too minute a change to afford much relief.

Seeds—Clover command \$4.75@5 for Mammoth, \$4.50@4.70 for Medium,

\$4.75 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@1c per lb. for Hubbard.

Sweet Potatoes—The market is unchanged, Illinois Jerseys bringing \$4 per bbl. and \$1.35 per bu.

#### Advertising Rhymes.

Mary had a little lamb,

Its fleece was white as cotton,

And everywhere that Mary went,

The lamb it went a trotting.

She went to Schaefer's shop one day,

The lamb it went there, too;

Alas, it never came away,

'Twas cut up for a stew.

"Little drops of water,

Little grains of sand,

Make the mighty ocean

And the beauteous land."

Little calves and lambskins,

Steers and hogs and sheep

Make the mighty market

That Hustler Brothers keep.

California olive growers say that a big demand will keep up this season in the Eastern States for California olives, and practically the whole product of the State is already sold. Orders for California olives have come from many old and conservative grocery houses in New York, Boston, and other Eastern cities, whose proprietors say that, now the Californians have mastered the art of pickling the fruit, the native product will drive the foreign olives out of Eastern markets.

South Carolina has passed a bill which puts the life of any and every dog in the State at the mercy of any person who may catch it away from home. Dogs off their owners' property may be killed for committing any sort of a "depredation," and the killer is judge and jury.

The commercial traveler must have sufficient nerve to cope with difficulties confronting him if he desires to succeed.

In China a woman may be divorced for talkativeness.

## Duplicating ... Sales Books

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

#### J Pads

Acme Cash Sales Book

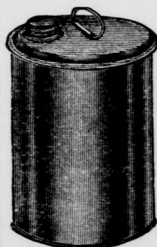
Nine Inch Duplicating Book

Twelve Inch Duplicating Book.

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

**Tradesman Company**  
GRAND RAPIDS.

## Sap Pails and Syrup Cans



Our goods are full size and are guaranteed not to leak. The pails are made almost straight, flaring enough to pack conveniently. Send for price list of general line of tinware. Write for price.

**WM. BRUMMELER & SONS,**

Manufacturers and Jobbers of  
Pieced and Stamped Tinware.

Phone 640  
260 S. Ionia St. Grand Rapids.

The law of Georgia allows Confederate veterans to peddle anything but whisky, sewing machines and lightning rods without a license. When the law was passed recently imposing a license of \$200 on dealers in cigarettes, the veterans quickly saw their advantage and soon almost completely monopolized the business, many of them setting up stands and doing a big business. The regular tobaccoists made a fuss and got the matter before the Atlanta courts, which have decided that the vets have no rights under the law to have regular stands, as their liberty is for peddling only. However, they think that they have a pretty good thing anyway.

## 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.



SELL THESE

# CIGARS

and give customers  
GOOD SATISFACTION.

# 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.

# Grand Republic Flour

Absolutely the Highest Grade of



SPRING WHEAT FLOUR  
Manufactured.

**Ball-Barnhart-Putman  
Company,**

Sole Distributors,

Grand Rapids, Mich.

SEE QUOTATIONS  
IN PRICE CURRENT.



## GOTHAM GOSSIP.

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

Special Correspondence.

New York, Feb. 1.—During all of January there was hardly a day too cold to sit on the benches in the park, and it may be that some of our jobbers in groceries so spent their time. Might as well, for there was no great rush in the stores, and trade has again been disappointing during the week just past. But there are coming better days. Congress may adjourn—and many things may happen.

Of all the great staples coffee is, probably, the most unsatisfactory as to position. The article is accumulating and the quotation of Rio No. 7 has been dropped to 13½¢. There are afloat 550,877 bags, against 489,650 bags at the same time last year. Mild coffees, too, are seeking purchasers, and finding none, or at least very few, and concessions are made in order to effect sales.

Teas still extremely dull and yet offerings of the very best sorts—whether of China, Japan, India or Ceylon—sell at remunerative rates. It is with teas as with all other things. There is room at the top; but so vast is the accumulation of the veriest trash here that no relief can be looked for in the near future. The more the question is looked into the more desirable it would seem to be to place some judicious duty on teas. A good Ceylon tea is worth about 45¢ and, if one pays less, he gets—what he pays for. So long have the consumers of the country been used to 50 cent tea that it is a big task to sell them anything better.

Sugar is an aristocrat. Its belongings are gilt edged. The Trust is doing some fine work, of course, but the position is undoubtedly stronger than it has been for years. All reports from Cuba are disheartening, and from Europe come stories of diminished beet output, and, altogether, the outlook is one for continued firmness. Those qualified to speak say we may confidently look for higher prices right along.

Molasses is strong for the better grades and the supply is well in the hands of the few who are most interested. Demand, while not very active, is still sufficient to prevent anything looking toward a decline, and no lower prices are anticipated this season.

Syrups are somewhat unsteady. One day the demand seems to be excellent and then will come a relapse; but, upon the whole, sales are satisfactory and quotations such as show a satisfactory profit to refiners. Choice to fancy, 16 @22¢.

Rice remains firm and holders are pleased with the prospect, as they have been for some time. They "know a good thing when they see it" and that thing is rice. Orders are coming in from all sections and there is very little fault found with prices. Rice is what is wanted and we must have it, if it does come high.

Spices are meeting with more and more demand. Prices here are very low—even below rates at prevailing points on some things, and it is certainly a favorable time to stock up.

Canned goods are at a standstill. In all lines there seems to be a partial paralysis, and the supply of everything is, apparently, large. It is hoped that the corn packers will show as conservative a spirit this year as they did last, and, if the output is correspondingly small, there may be profitable returns to canners this fall.

California oranges have been selling so cheaply that there is some talk of a good deal of frosted fruit being placed here. Whether this is so or not, the demand for Mediterranean has fallen off greatly and prices are lower. Lemons are in light demand, but prices show no change and it is not likely there will be any lower quotations. Pineapples are very dull. Stocks are light and prices are firm.

Fancy grades of butter are worth 21¢. The demand is of an average character. Stocks seem sufficiently large to supply all orders and the amount com-

ing to hand is ample and the quality excellent.

There is a fair trade in cheese and most of it is for the better sorts. The export trade is light and will not aggregate over 6,000 boxes for the past fortnight.

Eggs have arrived in such quantities as to preclude any thought of higher prices for the present. Near-by fresh stock is worth 16½¢@17¢. At primary points the accumulations seem to be large and the weather has been most favorable for the "crop."

Choice pea beans are worth 1.30; medium, choice, \$1.30@1.32½; marrow, \$1.40@1.42½. There is a small jobbing demand and, altogether, the market is lacking in strength.

New York has more than its share of tramps just now, and it has been suggested that this may be one explanation of the unusual number of robberies and assaults in the streets. Women who live up town on the east side near the Park, a neighborhood that has not heretofore been popular with tramps, say that suspicious-looking loiterers are frequently found on the streets in the daytime, and they don't hesitate to stop women with a demand for alms. If the woman happens to be alone and there is no policeman in sight, she is very likely to receive an insulting retort if she refuses the demand. There are a lot of beggars in the down-town districts also, who seem, in the past two or three months, to have established a right to beg at one particular place without police interference. People who use the Park place station on the Sixth avenue road have become familiar with the face of a woman who stands just at the top of the stairs leading to the up-town station. She is about 50 years old and she seldom speaks. For an hour or more every afternoon when the crush is greatest she stands there with her hand outstretched for money. Her face has assumed the expression of the professional beggar, and when she is questioned she mumbles an answer that is unintelligible.

## Review of the Sugar Market.

Detroit, Feb. 1.—The past week has developed decidedly the full strength of the position, as it affects raws. While there have been sales of centrifugals at 3½¢ during the week, holders generally have demanded 4¢, and at present writing the majority of offerings at this price have been withdrawn. Foreign markets have ruled very active and strong, with substantial gains for all descriptions. There is no change in the crop outlook in Cuba and little likelihood that recent estimates of 100,000 tons will be exceeded.

Refined has ruled steady, with spasms of sharp demand. The absence of list changes, in the face of the increased cost of raws, has a tendency to disconcert buyers and the volume of business has been light, all things considered. It seems to be the general impression that, when refiners secure an adequate supply of raw material, the market for their product will move up quickly (at present the working margin is ½¢@¾¢ below normal). It is possible, however, that before the expected advances are announced we may experience unlooked-for declines, the comparatively light demand encouraging such manipulation of prices to counteract the strength of raws.

The question of supplies is a very important consideration at this time, and particularly so in view of the fact that this is a cane sugar consuming country. Our refiners melted approximately two million tons of raw sugar during the past year, of which less than one hundred thousand tons was beet. The loss of the Cuban crop, therefore, presents a serious problem and has led to purchases of cane in all producing countries, but, if estimates prove well founded, at least a half million tons of beets must be imported to supply our requirements for this campaign; and, in this connection, it must be borne in mind that our tariff provides for 1-10¢ additional duty on sugar imported from bounty paying countries. It is claimed, also, that our refiners cannot work beet

raws economically, the process costing them about ¼¢ per pound more than cane.

All things considered, the position is a wonderfully strong one and practically assures a steady upward rise during the season. For the immediate future, however, we venture no decided opinion, the refined sugar market being best described as capricious.

Feb. 3.—The week opens with prices 1-16¢ lower from cut loaf to No. 7 inclusive (except No. 3)—balance of list being unchanged. The general position is unchanged.

W. H. EDGAR &amp; SON.

## REMOVAL NOTICE.

On February 10th inst. we will remove our general office from the Hammond Building to our new office and Wholesale Department building on 20th street and M. C. R. R., where we will be pleased to meet all of our old patrons and new ones as well. It will be our pleasure to meet our friends when they come to our city, and will endeavor to make their visit both pleasant and profitable to them. We decided upon removing our office from "down town," where we have been established during the past 37 years, to be nearer the base of our operations, in order to give to our business, in all its details, our close personal attention. It will be our aim to maintain the high standard of excellence for Provisions which we have so long enjoyed, and to improve where possible. Our motto will be "Perfection." We respectfully solicit a continuance of the patronage of the public, so generously bestowed in the past, and hope, by fair treatment, prompt execution of orders and a high standard of goods, to merit a continuance of it.

Our office will be supplied with direct wire of the Postal Telegraph Co., Long Distance Telephones Nos. 1 and 1335.

Very respectfully,

HAMMOND, STANDISH & CO.,  
Detroit, Mich.

## WANTS COLUMN.

## BUSINESS CHANCES.

FOR RENT—EXCEPTIONALLY GOOD stand for grocery business. Living rooms above if desired. John C. Dunton, Grand Rapids. 950

FOR SALE—FEED AND FLOUR MILL: water power, 12 foot head, two Laffell wheels; good building, 36x60, two stories and basement, which is of stone two sets burrs; all in good order; located on Michigan Central Railway, at Leoni, Michigan; two acres land with property. Call or address, E. Larzelere, Leoni, Mich. 949

FOR SALE—SMALL LIVELY STOCK IN good town with good trade. Reason for selling, other business. Address, No. 948, care Michigan Tradesman. 948

TO EXCHANGE—THE BOOTS, SHOES, RUBBERS, hats and caps of a general stock, amounting to about \$2,500, for pine lumber, lath and shingles. For particulars, address No. 945, care Michigan Tradesman. 945

FOR SALE—HORSES, WAGON AND SLEIGH, adapted to sale of cigars and tobaccos to Grand Rapids city trade. Position as salesman with good salary goes with outfit. Address No. 943, care Michigan Tradesman. 943

FOR RENT—STORE. FINE LOCATION FOR dry goods or general merchandise; or will sell cheap. Geo. Kirtland, 1151 So. Division street, Grand Rapids, Mich. 942

FOR SALE CHEAP—125 ACRE FARM, 100 acres improved; or will exchange for good city property. G. H. Kirtland, 1151 So. Division street, Grand Rapids, Mich. 941

FOR SALE FOR CASH—ALL THE FURNITURE and four-years' lease of best paying hotel in city of Jackson. Address L. C. Townsend, Jackson, Mich. 946

FOR SALE—STOCK OF HARDWARE, ABOUT \$6,000, in Jackson, Mich. Address L. C. Townsend, Jackson, Mich. 947

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

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

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, involving about \$1,400, located in live Southern Michigan town of 1,200 inhabitants; good trade, nearly all cash. Reasons for selling, other business. Address No. 907, care Michigan Tradesman. 907

\$1,200 WILL BUY WELL-SELECTED stock of bazaar and holiday goods in a town of 1,800 population. Good farming trade; location on the main corner of town; all goods new, just opened Nov. 9, 1895. Rent, \$8 per month; size of store, 21x55. 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 TO CORRESPOND WITH SHIPPERS of butter and eggs and other seasonable produce. R. Hirt, 36 Market street, Detroit. 951

WANTED—½ HORSE POWER ELECTRIC motor, new or second-hand. Tradesman Company, New Blodgett Building, Grand Rapids. 952

FOR SALE—FORTY FEET 7 FOOT OAK partition with crackle glass and sliding doors, used only a few months. Will sell cheap. Tradesman Company, New Blodgett Building, Grand Rapids. 953

WANTED—SITUATION AS REGISTERED assistant pharmacist, first-class references. Address No. 940, care Michigan Tradesman. 940

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

## GYPSINE

Practical Plaster Paris Wall Finish.

The only Permanent Finish that does not set or settle in the dish.

Ready for Use by adding Warm Water. Equally well adapted to Plain Tinting or the heaviest Relief Work. Well Advertised. Well Known.

MADE ONLY BY

DIAMOND WALL FINISH CO.

Grand Rapids, Mich.