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TRADESMAN COUPONS

GROCERS IN CONFERENCE.

Full Proceedings of the Big Rapids Convention.

The semi-annual convention of the Northern Michigan Retail Grocers' Association convened at G. A. R. Hall, Big Rapids, Tuesday, February 4.

In the absence of President Tatman, J. W. Densmore, of Reed City, Vice-President of the organization, presided.

In his opening address the chairman referred to the causes which brought the organization into existence, recited the several reforms which have been secured by the organization, and briefly outlined the work still to be done.

Chairman Beebe, of the Executive Committee, reported that no grievances had been brought to the attention of the Committee and that no meetings had been held since the last convention.

J. W. Densmore related a Reed City incident, showing the promptness with which the transportation companies had acted in abolishing an abuse which existed at that place in regard to local agents' shipping in fruit from outside and disposing of same at cost price.

C. K. Hoyt: In the vicinity of Hudsonville we are troubled with clubs which buy their goods from Montgomery Ward & Co. through the local agent of the C. & W. M. Railway.

W. S. Howd: We have the same thing to contend with in our locality, but, after examination of the quality of goods received by the farmers, we have come to the conclusion that the best way to remedy the difficulty is to convince them of the poor quality of the goods they get in this way. For a time we thought the best way to meet the difficulty was to cut prices, but we have changed our minds on that question.

Geo. F. Cook: I object to the plan of cutting prices to meet competition. My experience is that prices on groceries are cut already until there is nothing left but glory. By convincing them of the poor quality of the goods they are buying outside, I have succeeded in securing the patronage of a considerable number of customers who had been in the habit of looking elsewhere for supplies.

N. H. Beebe: A Detroit concern has been selling goods in this vicinity at alleged wholesale prices. I was somewhat amused not long ago to have a farmer ask me to endorse his note for \$40 to pay a bill of goods he had bought of a Detroit house.

G. O. Adams: I know of a considerable number of people who buy of Montgomery Ward & Co. and have their names on my books. When I ask them about it they act as though they were ashamed and are loath to admit that the goods are poor, although I can plainly see that they are by no means proud of their connection with the transaction.

W. D. Hopkinson: The J. F. Eesley Milling Co., of Plainwell, has been shipping flour to Paris and selling to anyone who has the money to pay for it. I bought some flour of the concern, paying spot cash, only to find that the agent sold the same goods to consumers for

25 cents a barrel less than he did to regular dealers. I was somewhat amused the other day, after I had loaned a customer \$5 in cash, to learn that he had sent the money to Plainwell to pay for a barrel of flour.

A considerable discussion followed on the responsibility of agents of Montgomery Ward & Co. for the inferior and adulterated goods thus introduced, and on motion of Mr. Stowe, the matter was laid on the table until the arrival of the representative of the Food Commissioner.

[Mr. Bennett, who was detailed by the Food Commissioner to attend the convention, failed to reach Big Rapids until after the adjournment of the meeting, when he assured the Secretary that the agents for Montgomery Ward & Co. were responsible for the introduction of impure goods into the State and could be prosecuted under the provisions of the pure food law.]

N. H. Beebe: I have noticed an inclination on the part of the railroad agents to charge for overweight on freight shipments. I was recently in receipt of a shipment which was billed 300 pounds, although the actual weight was only 240 pounds. The overcharge is always rectified, on being brought to the attention of the agent, but it is somewhat annoying to have to bring so small a matter to the attention of the agents.

Geo. F. Cook: I get bills from the G. R. & I. in one mass, with no rate named. I have kicked about it but get no satisfaction.

G. O. Adams: I frequently have the same trouble with the D., L. & N., T. & A. A. and F. & P. M. Railways.

J. F. Reed: I formerly had the same trouble at the Paris office, but I wrote to the head officers at Grand Rapids, since which time I have had no trouble.

H. W. Hawkins: I recently received a shipment billed 325 pounds, although the actual weight was only 277 pounds. I brought the matter to the attention of the agent, who significantly informed me that if we were going to be particular about it they would weigh everything; that enough goods were billed underweight to more than offset the goods billed overweight. Nevertheless, I have saved a good many dollars by looking over my freight bills and scrutinizing them closely.

W. S. Howd: Where does the evil lie? Can we not do away with the abuse by reporting the matter to headquarters? Isn't it largely the fault of the wholesale dealers by not adding tare to net weights? Getting right down to the point, don't we too often put thirty-six dozen eggs in a case and bill them at thirty dozen?

This inquiry was the cause of a general laugh, whereupon Geo. F. Cook suggested that "open confession was good for the soul."

The matter was referred to the Committee on Resolutions, with instructions to report an appropriate resolution expressive of the sense of the convention.

Geo. F. Cook: I would like to enquire if any dealer ever gets more than the gauge in buying oil or molasses? I

frequently get less than the barrel will hold. I would like to have the barrel filled or not have so large a capacity marked on it.

Mr. Cook was down for a paper on the subject, "Should the Jobber Handle Produce for the Retail Dealer?" but excused himself on the ground of lack of time for preparation. He was of the opinion that the wholesale grocer should be to the retail dealer what the retailer is to his customer, inasmuch as the jobber can find customers for the produce taken in by the retailer in localities where such produce is scarce.

W. D. Hopkinson: I have never used the wholesale houses, but have frequently invoked the assistance of the boys, and have always found them ready and willing to help me out.

W. S. Howd: I have found it to advantage to ship butter and eggs to regular butter and egg dealers, instead of to the grocery jobbers, as it is my experience that I get better results in that way.

On motion of E. A. Stowe, Hon. C. K. Hoyt, of Hudsonville, was elected an honorary member of the Association, without the payment of dues.

C. K. Hoyt: We don't have to go far to market our eggs, but it is the butter which sticks. It was my privilege, while in the Legislature, to introduce a bill forbidding the coloring of oleo to resemble butter. If this bill had been permitted to become a law, we would have a good market for our butter at the present time.

N. H. Beebe: I would like to enquire in regard to the present status of the bushel basket? Is it to be a full bushel the coming season, or a scant bushel, as has been the case for several seasons past?

C. K. Hoyt: The new law now in force provides for the branding of all measures used in the handling of fruit and produce.

A. R. Morehouse: I have cut bottoms for several years for the ordinary 8 pound basket. I used to cut the bottom 5x13. Four or five years ago, when the farmers began demanding scant measures, my orders were to cut the bottoms 4¾x13; the next year my orders were for bottoms 4¾x12¾; the next year 4½x12½. The change in the size of the bottoms would be so gradual that the consumer would not notice the difference. Down East the requirement is for an extra thick bottom made of heavy timber which will weigh more than the dead pine I used in the manufacture of bottoms here.

The basket matter was referred to the Committee on Resolutions.

W. D. Hopkinson, of Paris, then read the following paper on the subject of "Cash vs. Credit."

I shall not attempt to treat this subject in a theoretical or scientific manner, simply presenting a few ideas derived from personal observation and from several years of business experience.

No matter what may be said to the contrary, the sooner we, as grocers, come down to the cash basis in all business transactions the better it will be for the parties concerned. To the city merchant, whose customers are

mostly people who do not require credit, or who, as laborers in shops, factories, etc., receive their pay weekly, this seems attainable, and I see no good reason why they could not adopt the cash system at once and with success; indeed, I think the city grocer who does a credit business assumes a greater risk than the country grocer, as a large percentage of his customers are transients, moving from place to place as the opportunity for employment presents itself, while the customers of the country merchant are fixtures and usually stay with him.

It has been said that the credit system is the most ingenious method ever devised to promote commerce, but my conclusion of the matter is that it is the most ingenious because it is the most deceptive method ever devised for dragging down to certain ruin those engaged in trade.

Money is the fruit of past industry, while credit is the pledge of future industry, and when a man approaches you with the request for a line of credit, he is asking you to take, and you do take, his pledge of future industry; and you are, therefore, carrying his risk of future and continued prosperity. Properly speaking, you have insured him without the customary premium.

Losses are inevitable if you do a credit business, and we are in the habit of underestimating these losses. Did you ever stop to think how many goods you would have to sell to make up the loss of a \$40 account? Counting the net profits at the percentage of profit on which we are at this time realizing, you would have to sell over \$300 worth of goods to make up this loss!

While the cash system is so very desirable, there are, also, many obstacles to be removed before the average country merchant can adopt it. It is such an abrupt departure from the time-honored custom of giving credit that to state that you are about to adopt the cash system seems almost equivalent to announcing that you are on the verge of bankruptcy. This idea has become prevalent, I presume, from the fact that so many discouraged merchants adopt the cash system previous to failure, thus hoping to retrieve their lost fortunes when too late.

The country merchant's customers are mostly tillers of the soil, whose recompense for industry comes at regular stated times, but the intervals are so long that a great many have to be tided over. The farmer is proverbially slow, but he is proverbially honest; at least, this has been my experience. If a merchant gives any credit, he must be able to read character at sight and, generally, be guided by first impressions.

I do not see how we poor country merchants can do a strictly cash business, and I hope there will be a Moses here to-day who will lead us out of this bondage.

I told our worthy Secretary, when I accepted a place upon the program, that I would try and tell my brothers all I knew about a question I did not understand. I should have stuck to my text, for I find many things about my subject that I do not understand. I do not understand why our railroad agent looked so queer this morning when I asked him for a ticket on three months' time; I do not understand why the omnibus man told me to "come off" when I told him to charge my fare from the depot to the hotel; I do not understand why Mr. Nesbitt, your postmaster, would not let me have 500 stamped envelopes on tick; I do not understand why I cannot visit the opera to-night and have it charged, and last, but not least, I do not understand why the grocer alone should be compelled to trust out his wares.

Geo. O. Adams: My experience is that the best customers are the slowest.

J. H. Megargle: My experience is that city people get along a good deal easier than the farmers and pay much more promptly.

W. H. Haney: My trade is confined to several classes. Railroad men, as a general rule, pay at least every thirty

days; farmers, on the other hand, pay when they get a good ready.

M. E. Curtis: I tell my people that I want cash and must have it, but I find that I cannot always get it. I don't know why the grocer should carry his customers, any more than the railroad, the bus or opera house. The sooner the grocer makes up his mind that he is not in business for the benefit of the public, the more money he will make.

C. K. Hoyt: Nine times out of ten the dealer will give credit if he can obtain a new customer by so doing. The credit the dealer gets from his wholesaler enables him to give credit to his customers, but the quicker we get down to a cash basis the better it will be for all concerned.

Geo. F. Cook: I favor a resolution asking the jobber to abolish credit altogether, if such action will force us to a cash basis.

J. F. Reed: Several years ago I had to pay cash for pork in 10 days and I then insisted on having my pay in advance for pork and found I did as much business as before.

H. R. Niergarth: This discussion reminds me of the saying, "If you don't see what you want, ask for it. The same rule would work with the credit business. Because a man asks for credit is no reason why he has not the cash. In adopting the cash business, I lost some transient trade, but gained in other directions.

H. W. Hawkins: I have had thirteen years' experience in conducting a credit business, and it has not been wholly satisfactory. I think merchants, generally, do not seek the proper protection in giving credit and do not employ the necessary restrictions. I believe in the practice and theory of the credit bureau and recommend the adoption of such method by every town in the State. If we cannot have protection of that sort, by all means let us insist on the cash system.

J. H. Megargle: I do not think the credit bureau would work in every town.

W. S. Howd: I have done business in Mecosta county since 1864 and find the day laborer a little better pay than the farmer, as a rule, inasmuch as the farmer expects six months' or a year's time on granulated sugar and other staples.

W. D. Hopkinson: About a year ago I looked over my books and made up my mind that something must be done. I have not adopted the exclusive cash basis, but have come very near to it, and have not lost \$5 during the past year.

Geo. F. Cook: If Mr. Howd had done a cash business since 1864, instead of a credit business, he would not now be wasting his time in the discussion of the subject, "Cash vs. Credit."

A paper prepared by Robt. Johnson, of Cadillac, on the subject, "Is It Possible to Improve the Present Exemption Law?" was then read, as follows:

Bad debts are an enormous burden to the retail grocery trade, not only in Northern Michigan, but wherever else the credit system is a business necessity. It is safe to say that only 20 per cent. of the patrons of any retail store are collectible, unless they choose to pay. Few of them are forehanded enough to pay cash for their supplies while waiting for their next installment of wages. They must have groceries and supplies from day to day or the wages cannot be earned. This is not true of most other classes of goods. They may wear their old clothes until the next pay day; they may defer the purchase of dry goods, of table furniture and household utensils a little longer, but food for the table

must be provided every day before the day's work can be done. The grocer has maintained the family, yet he often finds himself the last to be remembered when the month's wages are received.

I am one of those who believe it is possible to improve the present exemption laws. I believe they may be so modified that, while affording a reasonable protection to unfortunate debtors, they will offer less temptation to dishonest ones. Starting from a time when imprisonment was the penalty for debt, the laws have gone from undue severity to unreasonable leniency. Legislatures in recent years have appeared to realize that the exemption laws were too sweeping and have restricted them in various particulars. First, they have provided that certain property, otherwise exempt, would not be exempt from execution upon a judgment for its purchase price. This has been followed by other laws curtailing the right of exemption in favor of other classes of debts, and particularly of labor debts. It is only necessary to compare the "Act for the Better Protection of Labor Debts," passed in 1885, with the general law of exemptions, to see the great advantage labor claims have over grocery and other claims. This advantage is, of course, given the wage earner, in order to enable him to provide his family with necessities—a favor he often requites by failing to pay for the necessities which have been furnished him upon his promise to pay, and upon the strength of the ability which the law gives him to collect his own pay. In such cases I am not able to see why the wage earner should be entitled to shelter himself, as against his butcher and baker, behind vastly greater exemptions than his employer has against him. Why should his dues be more sacred than his obligations to pay for the necessities of life, upon which he maintained himself while earning his wages?

I do not wish, in what I have said, to convey the impression that bad debtors are all laborers. On the contrary, we find them among all classes and often among the well-to-do. I only referred to the law of 1885 as a notable favor to one class of debts for the purpose of contending that another class may be equally worthy of indulgence.

My suggestion, then, is this: That there should be made a further classification of debts as to their standing before the exemption laws. I would give debts which are the price of the necessities of life, such as grocery, produce and provision bills, a priority over others, placing them at least on an equal footing with labor debts; also, where the debt is of this nature, I would limit a man's labor exemption in garnishee cases to \$5, instead of \$25, as now, a sum which generally makes it impossible to collect a claim by garnishment at all.

I also suggest that it might not be amiss to embody this idea in a resolution to be adopted by the Association and presented to the next Legislature, asking for such amendments to our exemption laws as I have outlined.

W. D. Hopkinson: My understanding of the matter is that our exemption laws are better than we imagine they are.

M. E. Curtis: I suggest that resolutions on the exemption matter be formulated and that local associations everywhere be requested to co-operate with us in securing this reform.

The matter was referred to the Committee on Resolutions, which the President announced as W. D. Hopkinson, Geo. F. Cook and A. R. Morehouse, and the meeting adjourned until evening.

EVENING SESSION.

On re-assembling in the evening, Hon. C. K. Hoyt read his paper on the proposed change in the peddling law, which is published in full elsewhere in this week's paper.

W. S. Howd: Would a man who exchanges goods for produce come under the provisions of this law?

C. K. Hoyt: Under the old law a man must buy produce for cash, or sell

goods for cash, in order to come under the designation of peddler.

Geo. O. Adams: The peddlers in my vicinity are mostly the owners of small country stores, who take out licenses for a month and peddle a year. The farmers are prejudiced in favor of the peddler, because the latter brings his wares to the door. I think I should favor the township system, but I think \$10 would be a very small sum to compensate the merchant for the loss of trade.

J. W. Densmore, of Reed City, then read the following paper on the subject, "Wherein Can this Association Greatly Benefit the Grocery Trade of Northern Michigan?"

In preparing this paper I have not put the time and thought upon the subject that its importance demands. The possibilities of this Association for the benefit of grocers connected with it are far reaching and, if properly managed, would result in lasting benefits to the trade. It will be necessary, in order for this Association to make itself felt for good in every department of the grocery trade, for every member to act in unison. Through the wise counsels and mature thought of its wisest heads measures should be adopted and every member of the organization be instructed in the knowledge of their duties in carrying those measures into effect. The members must, also, be elevated to a contemplation of those great truths on which alone the foundation and superstructure of this organization must rest. They must bear in mind that eternal vigilance is the watchword and attention to details is of vital importance. In fine, its members must be educated. This organization cannot hope to succeed if the majority of its members care only for self-interest and personal advancement. We must have that broad mantle of brotherly love enfolded us which makes our brother grocer's interest our own. No doubt you will all agree with me in the statement that, of all the blessings it has pleased Providence to allow us to cultivate, there is not one which breathes a purer fragrance than education. It chastens vice, it guides virtue, it gives grace and government to genius, it depresses envy and encourages brotherly love. Give us a bright and intelligent organization and we can accomplish results which will convince us in a very short time that in union there is strength; and at this time, more than at any other in my business experience, is it necessary for us to be alive and active in carrying into effect measures for our preservation.

A dark cloud of financial depression hangs over our heads; the commercial pathway is strewn with the wrecks of bankrupt grocers; sheriff and chattel mortgage sales stare us in the face in every town; and, while I believe that every cloud has a silver lining, I am forced to believe that we shall not see the silver lining to this cloud for many months to come. The products upon which we largely depend are almost worthless, and three or four months ago, where we expected to reap a profit, we suffered an almost total loss.

Wherein can this Association be of benefit in this dilemma? I would suggest by encouraging each other and keeping trade in its proper channels; by buying goods and getting honest count and selling them at a fair profit for cash—while I have been in favor of selling goods on credit in good times, I am thoroughly convinced that it is suicidal to attempt to do so in times like these; by having a uniform price for groceries in every town; by putting wholesome restrictions on hucksters and peddlers; by getting reasonable rates on insurance—even if we have to carry the insurance ourselves in a mutual way—and, in fact, by correcting every abuse that lessens our profits or hinders our progress.

Let us stand shoulder to shoulder, like the monopolies and wholesale dealers, and we will make a success of our business and have something left for our posterity which will gain for them a competence, the same as for us.

C. K. Hoyt: Wouldn't it be a good thing to have produce handled by one dealer, in which case the merchant could go to him at any time for supplies?

Geo. F. Cook: I would not like to pay cash for produce, unless I could sell the goods again for cash.

A member called attention to the desirability of weighing produce, instead of measuring it, referring to the ability of a farmer in his vicinity to get forty-eight baskets of corn out of a wagon box which holds only forty bushels under the most favorable conditions.

J. E. Thurkow: I would favor the co-operative produce exchange idea, providing the merchants in the town would divide the expenses. One man could hardly afford to stand the loss, in view of the number of farmers who bring to market butter they cannot use at home and eggs the setting hen has left in disgust.

W. D. Hopkinson: That suggests another question, which, like Banquo's ghost, will not down. In my opinion bad butter is accountable for more sins than any other article in the grocer's category. I recently took in some butter which I succeeded in carrying down cellar, but it was so strong it would not stay there.

J. W. Densmore: I recently sold a woman a pair of shoes in exchange for butter. She brought back the shoes within a week and wanted to trade back again, but candor compelled me to tell her that I had taken the butter out in the alley and buried it.

W. S. Howd: I am so fortunate as to have a buttermaker in my vicinity who takes all the poor butter home and rejuvenates it. I don't know how she does it, but it comes back as sweet as new butter.

C. K. Hoyt: The buttermaker at the Jamestown creamery recently patched up some poor dairy butter in that way and the person who got hold of it put it up in tubs marked "Zupthen Creamery," with a small layer of creamery butter on top. As a result, the reputation of that institution suffered.

J. W. Densmore: Another abuse I wish to bring up is the matter of wholesale houses' selling at retail. I happen to know that Ward L. Andrus & Co., of Detroit, sell hotels and enjoy the reputation it gives them.

J. E. Thurkow: The oil companies in Grand Rapids sell to anyone who can buy a barrel of oil at the same price charged the merchants. If a dealer buys a carload of oil, he dislikes to see oil come into the town to consumers.

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

Resolved—That we commend the aims and objects of the Northern Michigan Retail Grocers' Association to the retail grocers of Northern Michigan, and, in view of the fact that it is the only general organization of the trade in this portion of the State, that every grocer be urged to give the movement his support by joining the Association.

Resolved—That we re-affirm the resolution adopted by the Reed City convention, commending the intent of the invalid Hoyt peddling law, transferring the licensing of country peddlers from the State to the townships, as we believe such a change would work to the advantage of the legitimate merchant.

Resolved—That we hereby extend our thanks to Representative Hoyt for his services in securing the enactment of the measure and hereby express the hope that he may be a member of the next Legislature, to the end that he may use his influence to secure the enactment of a valid measure.

Resolved—That our Legislative Committee be requested to give this matter prompt and persistent attention at the next session of the Legislature.

Resolved—That we protest against the present exemption laws as unjust and iniquitous, tending to shield dead-beats and rascals, while seldom taken advantage of by honest debtors, and we hereby pledge ourselves, individually and collectively, to support any worthy candidate for the Legislature who has the courage to ignore a perverted public sentiment, by introducing and championing in the Legislature a measure having for its object the reduction of the full line of exemptions to reasonable figures.

Resolved—That our Transportation Committee be requested to investigate the matter of irregularities in weights in freight transportation and the making out of weigh bills, with a view to obtaining redress at the hands of the transportation companies.

Resolved—That we welcome the enactment of a law providing for the proper branding of the capacity of all baskets manufactured for the use of fruit and produce.

Resolved—That the thanks of this Association be extended to the officers of this Association for the able manner in which they have conducted this Association; to Hon. C. K. Hoyt for his attendance and the able manner in which he has explained the intricate matters referred to him by the retail grocers; and to the grocers of Big Rapids for the courtesy and hospitality so generously extended and to the citizens generally for their cordiality and welcome. Especially do we feel under obligations for the sumptuous banquet tendered us at the Northern Hotel.

Resolved—That our thanks be tendered the State Food Commissioner for detailing Inspector Bennett to attend the convention and that we request that his paper prepared for this convention be published in full with the proceedings of the meeting.

C. K. Hoyt thanked the meeting for its expressions of confidence and support.

E. A. Stowe invited the Association to hold its next convention at Grand Rapids, and, on motion of Mr. Hopkinson, the invitation was accepted.

There being no further business, the meeting adjourned.

THE BANQUET.

On the conclusion of the work of the convention the members adjourned to the Northern Hotel to partake of a complimentary spread tendered by the retail grocers of Big Rapids. The occasion was graced by a number of gentlemen of local repute, outside of the grocery business, and some of them were accompanied by their ladies. The affair was entirely informal and thoroughly enjoyable, reflecting much credit on the hospitality of the hosts. At the conclusion of the repast Hon. L. G. Palmer assumed the duties of toastmaster and kept the company in excellent humor by the pleasing manner in which he introduced the speakers of the evening and interspersed their remarks with remarks of his own of a humorous character. The list of toasts and responses was as follows:

Our Guests—F. Fairman, Big Rapids. The Progressive Merchant—Ralph Walker, Big Rapids.

Our Association—W. D. Hopkinson, Paris.

Our City—Hon. L. G. Palmer. The New Grocer—A. R. Morehouse, Big Rapids.

The Essentials of a Business Career—Prof. W. N. Ferris, Big Rapids.

The Merchant in Politics—Hon. C. K. Hoyt, Hudsonville.

The Ladies—W. P. Nesbitt, Big Rapids.

Our Hosts—J. W. Densmore, Reed City.

Taken as a whole, the convention was an unqualified success in everything ex-

cept the attendance, which was only about half as large as was expected. The enforced absence of President Tatman was a matter of general regret, but Vice-President Densmore rose to the dignity of the occasion and made a most excellent record, considering that it was his initial experience as a presiding officer. While the reports of the several standing committees were not as full and complete as it was hoped would be the case, the papers presented were of unusual merit and the discussions thereon were marked by a degree of candor and thoughtfulness which deserves especial commendation. Particularly is this true of the subjects of peddling licenses and wages exemptions, on both of which topics actual progress was made and advanced steps were taken. It is fortunate that another convention is to be held prior to the assembling of the next Legislature, so that plans for the amendment of certain unjust and inadequate laws may be further perfected and details decided upon in advance of the selection of candidates for both branches of the Legislature.

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 Proctor & Gamble Company, soap manufacturers, are made defendants in the Circuit Court of Illinois in a \$100,000 assumpsit suit commenced by Jobbins & Van Ruymbeke, chemical experts of Aurora, Ill. It is said this suit is brought to recover \$52,500 and interest due for certain patent machinery for the recovery of dynamite glycerine from waste soap lyes.

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, Manelona. Next Meeting—At Grand Rapids, Aug. 4 and 5, 1895.

Traverse City Business Men's Association

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

Grand Rapids Retail Grocers' Association

President, E. 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.

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E. FULLERTON & CO., Props.

Teas are Our Hobby

We notice our last ad. in the Tradesman has stirred up the trade muchly. The situation with us is simply this: We have on hand nearly 1,700 packages of Teas; this has tied up over \$25,000 of our funds, and we desire to realize, as it is too many eggs in one basket the way times are.

The failures among the retailers of Michigan during the past sixty days have been very heavy.

It has not been our funeral, but we appreciate the situation. We can and will undersell any firm in Michigan by a large majority.

We pay spot cash and demand the same kind of pay when we sell. This allows us to offer a good trade in Japan Nibs at 12½c, that some of our Detroit competitors ask 16@17c for.

We have a good, fair leaf Japan at 12½c and splendid values at 14@16c. An A1 Dust in pound packages at 7¾c. Best bulk Dust at 6c. No better goods offered in Michigan.

We also carry the finest lines of high-grade Japan Teas in the State. We will gladly send sample at any price from 12½c up to 30c.

We mean business, and a trial order will convince you.

Terms cash with order in current exchange.

THE JAMES STEWART CO.,

(LIMITED)

SAGINAW, MICH.

Around the State

Movements of Merchants.

Beech—J. F. Shear has purchased the general stock of John Minock.

Lapeer—The Mapes Clothing Co. succeeds C. A. Mapes at this place.

Pewamo—P. B. Millard succeeds Millard & Son in the hardware business.

Charlotte—T. D. Hobbs succeeds T. D. Hobbs & Co. in the grocery business.

Manistique—Austin Fydell succeeds Fydel & McCullough in the paint business.

Lexington—Jas. Purkiss, meat dealer at this place, has removed to Port Huron.

Lansing—Phetteplace & Co. have sold their grocery stock to Mischler & Huling.

Gladstone—Buchanan & Co., grocers, have dissolved, Wm. Buchanan succeeding.

Lake City—Winters & Bielby succeed Winters & Almes in the hardware business.

Detroit—L. L. Langdon is succeeded by E. & L. Langdon in the grocery business.

Allen—Cranmer, Perry & Co., general dealers, have dissolved, Cranmer & Co. succeeding.

Glenn—Geo. Tourtellotte has sold his stock of groceries and provisions to L. Seymour & Co.

Carson City—S. E. Sowers is seeking a desirable location in which to establish a general store.

Wheeler—John A. Pawley has removed his hardware stock from Beaverton to this place.

Petoskey—Chas. C. Hammil succeeds Chas. C. Hammil & Co. in the grocery and meat business.

Fremont—J. Vallier succeeds Vallier & Atchinson in the bakery, grocery and boot and shoe business.

Fulton—O. C. Lyon, meat and implement dealer, has sold out at this place and removed to Kingsley.

Jackson—Yocum & Hawkins have purchased the carriage and harness business of F. D. Welling.

Ablion—Geo. W. Schneider succeeds Schneider & Mapes in the clothing and men's furnishing goods business.

Charlevoix—J. Z. Linton has sold his grocery stock to his former partner, Chester Denton, who will continue the business at the same location.

Whitehall—Frank Johnson & Co., of Fruitland, are putting in a grocery store and meat market at the foot of White lake near the site of the old mill formerly operated by Green, Kelsey & Co.

Muskegon Heights—The stock of the Wing Grocery Co., composed of George E., John M. and Mrs. Gertrude Wing, has been purchased by E. C. Stowe, who has already taken possession.

Saginaw—John L. Blackney, one of Saginaw's best known young business men, has leased the double store at 408 and 410 Genesee avenue west and opened a new grocery store and meat market.

Allegan—L. M. Watson, who saved his drug stock from destruction in the recent conflagration at this place, has resumed business at his former location, having put in new quarter sawed oak fixtures of handsome design and finish.

Kalamazoo—C. C. Foster of the firm of Foster & Post, of Saginaw, has been in town for several days, looking over the Conger Co. stock with a view to purchasing it at assignee's sale on the 15th. Foster & Post conduct a whole-

sale and retail variety store in Saginaw and have retail branches in Bay City and Flint and, if they purchase the Conger stock, will probably continue the business here and at Owosso.

Otsego—A dissolution of the partnership in the business of the meat market of Lindsey & Knoblock has been caused by Mr. Knoblock's withdrawing from the firm, his interest having been purchased by Fred Jewel, of this place. The firm name will now be Lindsey & Jewel. Mr. Knoblock will associate himself with Frank Fairfield, of Monterey, in the meat market formerly occupied by the Harlan Bros., the latter having sold their fixtures, tools, etc., to the firm of Knoblock & Fairfield.

Manufacturing Matters.

Detroit—The Dwight Lumber Co. has increased its capital stock from \$50,000 to \$175,000.

Detroit—Winfield & Haines, carriage manufacturers, have dissolved, Winfield & Kuhn succeeding.

Bay City—L. R. Russell succeeds Meyer & Russell in the manufacture of bed springs and mattresses.

Bay City—M. A. Trowbridge succeeds the Alta Cooperage Co. in the manufacture of staves and headings.

Laingsburg—A. G. Blood has engaged a first-class cheesemaker to conduct the cheesemaking business in the creamery building next spring.

St. Louis—The St. Louis Hub factory is using a large quantity of elm timber, having manufactured and marketed 200,000 hubs in two months.

Belding—John E. Stevens has disposed of his stock in the Belding Cigar Co. to Frank Abbey, who has taken Mr. Stevens' place in the company.

Zeeland—Wm. Wichers, formerly manager of the Zeeland Furniture Co., has sold his stock in that institution to C. Van Loo and will take a trip to the Netherlands.

Negaunee—The Johnson Lumber Co. has purchased 3,500,000 feet of standing pine north of Clowry and has begun shipping it to its mill on the Chicago & Northwestern Railway.

Kenton—The Sparrow-Kroll Lumber Co. has sold several million feet of lumber to Milwaukee parties, who are now putting up a planing mill and will distribute it direct to retailers from the mill.

Brampton—In the yard of the mill plant of the Eastman Lumber Co. is piled 2,000,000 feet of logs of all kinds. The mill is operated daily and cuts 20,000 to 25,000 feet, and thirty-five men are employed at the mill.

Tawas—Bennett & Redhead have secured a three years' contract to manufacture box material for the Saginaw box factory. The material used is pine bolts, dry, jack and sap 21 and 26 inches long and 8 inches and upward in diameter.

Laingsburg—C. D. Sharpe, Secretary of the defunct Laingsburg Butter & Cheese Co., has filed his last report with the county clerk. The property has been sold for just enough to pay indebtedness and the stockholders will lose about \$3,000.

Detroit—The United States Heater Co. has filed an amendment to its articles of association with the county clerk, showing \$100,000 capital stock, of which \$35,000 is preferred stock and \$65,000 common stock. The preferred stock is subject to redemption on January 1, 1906, and it shall be entitled to a dividend of 8 per cent. per annum before any dividend shall be set apart or paid on the common stock.

Harrietta—Wm. Butler, of Shelby, recently sold his interest in the business of the Harrietta Stave Co. to his partners, B. F. Craig, of Harrietta, and A. H. Young, of Hartford. The new firm will put in a full supply of bolts and timber for the coming season.

Manistee—Logs are coming in by rail at the dumping grounds at the head of the lake and the mills of the State Lumber Co. and the Buckley & Douglas Lumber Co. There are already large accumulations of logs, which will be in readiness for an early start of the mills.

Ludington—The Butters & Peters Salt & Lumber Co. is building a branch from the main line of the Mason & Oceana Railroad, 3½ miles long, over which 70,000,000 feet of logs will go to Ludington, 40,000,000 of which belong to T. R. Lyon and the remainder to the Cartier Lumber Co.

Beaver Dam—Seventy farmers in this vicinity have organized a stock company to operate a creamery and have purchased the plant of the defunct Hamilton creamery for \$900. Work on the building will be commenced in a short time. The plant will be located half a mile north of the Beaver Dam post office.

Muskegon—A big timber deal is being negotiated here between Jonathan Boyce, of Bay City, and George Boyce, of this city, the stumpage under discussion being located in Roscommon county, and constituting part of the Boyce estate. It is said that the consideration is in the neighborhood of \$125,000.

Muskegon—Robert Zieske, who has had many years of experience in the manufacture of sugar and syrups in Germany, recently started to make syrup here in a small way, and the business has gradually grown until now he has four reservoirs. He conducts the business under the style of the Michigan Syrup Co.

Harrietta—Stanley & Donnelly have dissolved, Mr. Stanley continuing the business at the old stand. J. M. Donnelly will move to Mesick, where he will take charge of a general store to be opened by J. Cornwell & Sons, of Cadillac, who will also operate the handle factory and mill recently moved to Mesick by L. J. Trip.

Detroit—The Williamson & McPhail Manufacturing Co., organized for the manufacture and sale of drugs, perfumes, etc., has filed articles of association with the county clerk. The capital stock is \$30,000, of which \$16,000 is paid in. The incorporators are John Williamson, 798 shares; Curtis W. McPhail, 798 shares, and George A. Kay, 4 shares.

Allegan—The name of the Allegan Paper Co. has been changed to the Neuman-Johnson Co. The proprietors are Mr. Neuman, of Marion, Ind., and C. A. Johnson, of Niles. The mill will hereafter make hardware stock, instead of straw wrapping paper. M. W. Ward, of Niles, is the manager, and he expects to start the mill in about six weeks.

Shelby—R. A. Steketee, of Holland, will embark in the manufacture of baskets here about May 1, forming a co-partnership in the meantime with a practical basketmaker. The citizens expressed themselves as willing to give a bonus and a considerable sum was raised, but the gentlemen preferred to come on their own resources and declined the offer of assistance.

Muskegon—The Truesdell Furniture Co., having disposed of its business, stock, book accounts and fixtures to C.

B. Mann, for some time its manager, has filed with the county clerk a notice of cessation of business. Mr. Mann expects to continue the business at its present location, 99 W. Western avenue. The Truesdell Furniture Co. succeeded Jacob Hetz & Co. in 1887.

Purely Personal.

A. B. Clark, the Plainwell grocer, was in town one day last week.

S. E. Parish, formerly engaged in the grocery business at Ithaca, has secured a position with a Detroit house and has taken up his residence in that city.

E. A. Moseley (Moseley Bros.) is making a tour of the South for the avowed purpose of finding an outlet for Michigan potatoes. He is at present traveling in Texas, but his reports from that State are decidedly discouraging.

John Christenson and wife are traveling in the Southern States and will probably go to Key West and Cuba before returning home. Of course, "Uncle John" will be on the lookout for new ideas in the baking line.

Greg. M. Luce, Manager of the extensive lumber interests of R. C. Luce & Son, at Basin, Miss., is in town for a few days, visiting his father and brothers. Mr. Luce looks as hearty and happy as he did when he carried a grip for the former wholesale grocery house of Hawkins & Co.

S. A. Sears has gone to Chicago to attend the annual meeting of the New York Biscuit Co., of which corporation Mr. Sears is the Michigan representative. It is understood that the annual report of the company will show net earnings of 7.3 per cent. on the \$9,000,000 capital stock and that all the floating indebtedness has been paid. It is expected that the corporation will resume the payment of dividends this year, beginning April 1.

Alfred J. Brummeler (H. Brummeler & Sons) has cause for the sympathy of the trade over the death of his older boy, a lad of 5 years, who died last Thursday as the result of an operation for hernia, which occurred at Butterworth Hospital two days previously. The funeral was held at the family residence, 600 South Union street, last Saturday, Rev. F. N. Hugenholtz officiating. The interment was in the Valley City cemetery. The lad was an unusually bright boy for his years and gave promise of becoming a man of exceptional ability.

Richard R. Bean, who has been identified with the Olney & Judson Grocer Co. ever since the organization of the house, has sold his stock in the company and retired from the position of director and head book-keeper. The change is rendered necessary by reason of his shattered health, and during the week he expects to start for Southern California, in hopes of finding a climate which will afford him permanent relief. The vacancy in the book-keeping department has been filled by the engagement of E. L. Edwards, who has for several years occupied the position of book-keeper for the First National Bank of Traverse City. Mr. Bean is a young man of excellent habits and unusual ability and his severance of the pleasant relations of eight years' duration is a matter of genuine regret to all concerned. In token of the esteem in which he is held by his former associates, he was presented with a gold headed cane, suitably inscribed.

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

Grand Rapids Gossip

Jenkins & Bradford have removed their grocery stock from 36 West Bridge street to 22 West Bridge street.

Andrew E. Johnson will shortly open a grocery store at Gooding. The Muselman Grocer Co. has the order for the stock.

Geo. E. Rowe succeeds Barnett & Richards in the hardware business at 37 West Bridge street. The latter have removed their plumbing business to 66 West Bridge street.

Clarence F. Waters, who has traveled several years for the Rogers Shoe Co., of Toledo, has retired from the road and opened a retail shoe store at the corner of Canal and Huron streets.

A. Rosenthal has taken possession of the cigar and tobacco stock of J. G. Herbine & Co., 1 South Division street, by virtue of a \$750 chattel mortgage, and will continue the business at the same location.

Elias and Charles Spencer, who recently embarked in the grocery and bakery business at 706 Wealthy avenue under the style of the Spencer Baking Co., have closed out their stock and retired from business.

P. J. Klingman will shortly merge his retail furniture business into a corporation under the style of the Klingman Furniture Co. The corporation will have a capital stock of \$25,000, of which \$7,000 will be paid in.

Chas. Beckwith, who has managed the grain and hay business of M. L. Sweet & Co. since the death of the late D. M. Rutherford, has concluded to embark in the same business on his own account, having formed a copartnership with Mrs. D. M. Rutherford for that purpose. Mr. Beckwith is a gentleman of experience and ability and will, undoubtedly, meet with the full measure of success.

It is reported that the local representative of the Bell Telephone Company is offering long distance telephones to influential business men free of cost, in consideration of their agreeing to use the phones for a definite period, no matter how much lower rates the Citizens' Telephone Co. may make in the meantime. The Citizens' Co. is giving each customer a double wire connection, so that the telephones of that exchange will be nearly as good as the long distance Bell—at about one-third the cost.

John R. Bennett, one of the Food Inspectors appointed by the State Dairy and Food Commissioner, has been in the city several days, looking over the stocks of the wholesale grocers and offering certain suggestions pertinent to the occasion. Mr. Bennett is much more familiar with the subject than any other person connected with the Food Commissioner's office, inasmuch as he was educated for a druggist and has conducted a drug business the greater part of his life. He created a good impression among the wholesale trade, and had he been sent here several months ago in place of the man who was detailed to make inspections and give advice, local opposition to the law would not have been so marked. Mr. Bennett informs the Tradesman that it is not the intention of the Commissioner to prosecute retail dealers who use reasonable diligence in securing pure goods, but to punish the agents who

take orders; in other words, if a grocer stipulates that he is to have pure goods and buys the goods on a guarantee and pays the price of pure goods and will make the proper complaint against the agent in case the goods are found to be impure, the Commissioner will punish the agent and hold the dealer harmless. This, certainly, is reassuring information, in view of the wild and reckless statements which have been published through the public prints on the authority of other representatives of the Food Commissioner.

Two of the members of the Debs entertainment committee have been requested by the central labor union to refund a considerable portion of their expenditures for refreshments—which was reluctantly itemized as "beer, sardines and crackers"—thus doing itself the credit of disavowing the propriety of such modes of entertainment. As long as these organizations submit to the leadership of the disreputable crew which puts itself at the head, their status in the community will be gauged by these exponents.

"There are from 750,000 to 1,000,000 bicycles in course of construction this season in this country," remarked a local manufacturer the other day. "Of these 95 per cent. will be sold in the United States. To realize the magnitude of the cycling industry, it should be known that in this country there is \$100,000,000 invested in the manufacture of bicycles. Bicycle manufacturers use more printer's ink than any other class of advertisers. Their catalogues are more artistic every year. In fact, their catalogues exhibit the finest forms of artistic cuts. I attribute the development of the industry to the convenience and benefit of the wheel, both in business and as a means of recreation. The field of usefulness of the bicycle is increased. Now we have, and will have, in numbers increasing very rapidly, the 'handy carriers' for the transportation of parcels and small articles. The carrier, you know, is a tricycle with pneumatic tires and a tiny wagon body or box to contain articles. Four concerns are manufacturing them in the United States."

The Grocery Market.

Canned Goods—As far as the general demand for canned goods is concerned, conditions have not improved one iota during the period under review. It seems to be a settled fact that buyers propose to continue the policy of allowing the commission men to carry the stock, which naturally results in some pressure to sell, which buyers avail themselves of. It was thought that after the annual inventory had been made, the wholesale grocers would find that their stocks had run low, and that buying to replenish them would be in order, but such has not proved to be the case, the orders as a rule being for small lots as needed.

Fish—Mackerel are in rather moderate supply, and are well held at the recent decline. Codfish are dull, while in herring an improvement is shown, particularly in Portland round stock. Salmon is dull.

Rice—Advices from the South say that holders manifest confidence, and are not pressing sales of either cleaned or rough rice, and the market is believed to be on a firm basis.

Provisions—The course of the market has been almost uniformly to a lower basis. This has not been occasioned especially by any particular movement

in hogs, although for the most part it has been somewhat larger than last week, but more from the fact that speculators have been working on grain, which markets have been tending downward. This has influenced hog products and, besides, there has been no revival of export demand. It looks now as though the foreign markets have the feeling to move their large stocks before investing further, and in hopes that when ready to buy, the hog products will be more in their favor. However, it is beyond question that some investors have great faith in hog products at current figures, and that they are in instances taking rather large blocks of May and July options, of lard especially, in a speculative way, particularly as that product did not advance recently in full sympathy with pork.

Bananas—A carload of fine fruit was received by local dealers Monday, but out-of-town trade should order them forwarded by express to ensure their arrival in good order. Prices range from \$1.50@2.25 per bunch.

Oranges—California Seedlings, in the extreme small sizes, such as 250s, 288s and 300s, are being offered very low, but are taken mostly by peddlers, as the regular trade cannot handle them. Sound Valencias are about the best orange there is on the market for single box trade, being cheap and of fairly good quality. There are quite a good many frosted oranges being offered, but one lot is all the average dealer cares to order. Fancy Redlands Navels are the most desirable, and, although they are high in comparison with other varieties, they are the cheapest, as they give satisfaction. A better feeling in oranges is apparent all along the line and prices will, undoubtedly, rule a trifle higher.

Lemons—Are not moving very lively and, in consequence, prices continue low. The trade seems to be chary about putting in much stock for fear of frosted goods, and in that respect they show good judgment. Our local market is well supplied and prices named are, certainly, low enough to induce orders, if any stock is needed.

Dates and Figs—Are selling fairly well and there is no prospect of a change in prices.

Foreign Nuts—Are at a standstill, even at the low prices which have been made to keep them moving. Grenoble walnuts, especially, have not been so cheap in years.

Peanuts—Are steady at the recent advance, and, while no one is placing large orders, the cleaners are not urging the trade to buy, feeling sure that prices will be higher soon and that they will be recompensed for waiting.

The nomination and prompt confirmation of Hon. Edwin F. Uhl as Ambassador to Berlin is, perhaps, as great a tribute as could be paid to the sterling good judgment and polished culture of the appointee. On account of the importance of the mission, and especially the tendency of the German government to put restrictions upon American productions and business, a peculiar diplomatic ability and conservative energy are required of the one to whom those interests are entrusted; and, while it may be said that the mission is inferior to that of London or Paris in requirements of social prestige, it is not in the least inferior to either in requirements of culture and information. Certainly, for a town of its size, Grand Rapids cannot complain of lack of recognition in foreign representation by this administration.

Failure of E. Shattuck.

E. Shattuck, merchant tailor, has made an assignment to Clarence Peck, book-keeper for the Wm. A. Berkey Furniture Co. The liabilities are \$1,866.71, divided among thirty creditors in the following amounts:

Wagg-Anderson Woolen Co., Chicago	\$221.48
J. H. Leshar & Co., Chicago	17.38
Nonotuck Silk Co., Chicago	31.25
Belding Bros. & Co., Chicago	19.75
Geo. H. Foster & Co., Chicago	53.65
Paul Bernard, Chicago	42.00
M. B. Shantz, Rochester	16.60
A. H. Rice & Co., Pittsfield, Mass.	44.73
J. T. Harrop & Son, Philadelphia	271.08
Warren & Blanchard, Boston	381.37
Woolen Manufacturing Co., Beaver Dam, Wis.	84.54
G. Williams, Utica, N. Y.	100.00
Michigan Mutual Life Insurance Co., Detroit	70.00
E. Mortlock Woolen Co., Detroit	40.62
G. R. Electric Light & Power Co., Grand Rapids	2.50
Spring & Company, Grand Rapids	32.00
Strahan & Greulich, Grand Rapids	10.00
Grand Rapids Paper Box Co., Grand Rapids	1.90
Peoples' Savings Bank, Grand Rapids	250.00
Dean Printing Co., Grand Rapids	12.00
Nelson-Matter Furniture Co., Grand Rapids	9.00
G. W. Hart, Grand Rapids	26.00
G. W. Stow (rent), Grand Rapids	40.00
Neal Malloy, Grand Rapids	9.55
Peter Vander Werp, Grand Rapids	13.89
John Soderlung, Grand Rapids	39.71
Jos. Miller, Grand Rapids	2.30
Josephine DePotter, Grand Rapids	29.00
F. B. Gray, Grand Rapids	21.06
H. Z. Ward, Grand Rapids	3.80

The assets consist of \$8.39 in accounts receivable and \$558.62 in stock, accounts to the amount of \$392.31 having been transferred to C. B. Field to secure endorsement at Peoples' Savings Bank.

The Dry Goods Market

Agents for the mills have not reduced the price of cottons, but some jobbers having large stocks at the old figures have cut the price in some instances lower than the mills.

Calicos remain unchanged. Cambrics are 1/4c lower. Paper linings and stiffened rustles find large and ready sale. The goods come in five qualities.

Trade is fair, with collections a little inclined to be slow.

Attractive Quotations.

P. Steteketee & Sons offer prints as follows:

American B. Indigos, 7 3/4c; American C. Indigos, 6 3/4c; American 3/4 Indigos, 4 1/2c; American 3/4 shirtings, 4c; Central Park shirtings, 4c; Argyl 3/4 Indigos, 4 1/2c.

What is said to be the largest bicycle in the world has been made by a bicycle company in Providence, R. I. It is made to carry six persons. Its length over all is 156 inches, and its wheel base is 125 inches. The diameter of the wheels is 30 inches, the tires are 2 1/2 inches in diameter, the gear is compounded to 153 and the machine weighs 137 1/2 pounds.

The Wire Nail Manufacturers' Association has addressed a circular letter to the jobbing trade giving notice of another advance in prices of 15 cents per hundred weight. This will change the base rate from \$2.25 to \$2.40 per hundred weight, which is the highest price asked for wire nails in many years.

STATE TO TOWNSHIP.

Proposed Change in the Peddling Law.*

I desire at this time to express my hearty thanks for the invitation to be present at this meeting, not because of any great personal gratification for the privilege of presenting a subject for your consideration, but for the opportunity afforded me of attending a meeting of business men assembled to mingle in earnest inquiry concerning the elevation and improvement of their common welfare.

This is an age of organization, when nearly all classes of business and professional men are uniting themselves for the earnest purpose of improving and bettering their condition. By coming into direct intercourse with each other they have been enabled to measure themselves, intellectually and professionally, with those of equal or superior ability accustomed to discuss and criticize the soundness of every theory or question of importance. They are thus enabled to separate the crude, half-digested schemes from those which bear the impress of true progress, and to create and maintain a sympathy, a common bond of interest, which have proven beneficial to all concerned. I desire, therefore, to congratulate you upon having perfected an organization which brings you together from time to time to consider those subjects which are of such vital importance to the trade of our State at the present time.

The question assigned me—"Was the Invalid Peddling Law of 1895 a Step in the Right Direction?"—may not be of as great importance to you in the northern part as it is to those of us who are nearer the great center of the State; but, as times are gradually becoming closer, competition steadily getting sharper, taxes each year assuming greater proportions, the growth and progress of our cities and villages making greater demands upon us as business men from day to day to aid in every enterprise which tends to their advancement, socially, and to the maintenance of their educational, fraternal and religious institutions, we should stop and think for a few moments of that class of people who enjoy all of these privileges with you, enter the field and reap the benefits of the market which has been built up by your enterprise, without contributing one cent toward their maintenance. They are, usually, a class of people who cannot be reached by the tax assessor. Our educational institutions have no charm for them; our benevolent institutions cost them nothing. Their interests and yours are entirely different, except in the matter of competition; yet, with all your burdens, you are called upon to undersell and overpay them for produce, or three-fifths of your customers will patronize the peddler.

It was these conditions which caused me to commence a crusade against the peddler. At first I called attention to the existing State law, which provides that a peddler shall procure a license and pay into the State Treasury an annual fee of \$75 for the privilege of traveling with two horses, \$40 for one horse, etc. The peddlers in the vicinity of my home admitted that they ought to pay a license, but insisted that \$75 was too much; consequently, they organized to fight it and positively refused to secure a license, on the ground that the law was unconstitutional. Believing that the law was good and that he who violated this statute was just as much a criminal as he who committed an assault or a burglary, I secured an order from the prosecuting attorney to commence an action, and did so. On the day set for the trial we learned that there were nearly 100 peddlers who started out from Grand Rapids every Monday to scour the country for about twenty miles in each direction and that not one had paid the State tax. Five of this number came in direct competition with us, three of whom we commenced suit against, but all but one

were subsequently discontinued, as we desired to make a test case. We convicted our man before their justice and, of course, the case was appealed. Before the case was called, however, the prosecuting attorney, for some reason best known to himself, advised the judge to discontinue the case, which he did, and this in the face of a decision by the Supreme Court in direct opposition to the opinion held by the judge.

This experience taught me that something was wrong with the law, as it is not the duty of the sheriff of the county to find cause for complaint or to furnish evidence; neither is it the duty of any one in particular to look after this class of violators. From this I continued my investigations and found that the proceeds from the peddling license throughout the entire State were less than \$2,000, when they should have been at least \$100,000. I inquired of the State Treasurer why he did not endeavor to see that the law was enforced, and met the response that it was not his duty to make prosecutions. This was conclusive evidence to me that the present State law is totally inoperative. I then said, "Let us have a law that will be operative," and set about finding one. By inquiry I learned that the local law for the Upper Peninsula of Michigan—the township system—was well regarded and thoroughly enforced; and thus it was that I introduced a bill to make this the general law of the State, and supposed I had succeeded in doing so, until some time after retiring home the Chief Clerk of the House discovered that the title had not been amended, thus invalidating the act.

This measure provided that the township board, by resolution, should attend to the licensing of peddlers, fix the rates to be paid by the different classes of peddlers and provide for the enforcement of the law. This is, without a doubt in my mind, a step in the right direction, as it places the amount of the fees in the hands of the township treasurer, making it a part of the contingent fund, thereby rendering it an object to the township to see that all those who sell goods in the town bear this just proportion of the expense of the township. This is only following out the line of action taken by the cities and villages of the State, which compels all who peddle within their limits to pay a license into their treasuries. It is the only way we can compel this class of dealers to pay a tax. It brings the matter nearer home and places the responsibility upon local officials.

While this act was not perfect, it was a step in the right direction and should suggest to the dealers of the State the necessity of talking about this matter and if, in their judgment, the theory is a correct one, of trying to secure an enactment at our next session of the Legislature that will be perfect and have the desired effect.

The invalid act was a scheme of mine, which was, perhaps, a little premature, as the question had not been considered by the trade of the State. It was necessary to work it very quietly, as we had no petitions for it and received no help or encouragement, except from your Secretary, who did all he could to assist me.

I would suggest, if you think favorably of this matter, that you, by resolution, request your Committee on Legislation to assist in formulating a bill and in endeavoring to secure its passage. Other associations have such committees that are about to secure the legislation necessary for their own protection, and why not the grocers? It will protect not only their business but, also, the people to a certain extent by weeding out disreputable fellows who can find no other business and who resort to peddling to defraud and impose upon unsuspecting and law-abiding people.

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

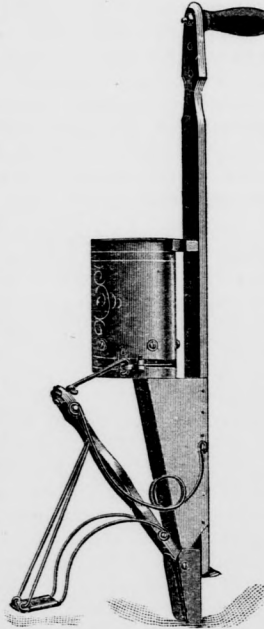
Rubber Stamps Detroit Rubber Company
.....99 Griswold Street.....

*Paper read at recent convention of Northern Michigan Retail Grocers' Association by Hon. C. K. Hoyt, of Hudsonville.

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.

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.



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 12, 1896.

MUNICIPAL EXPERIMENTING.

The city of Grand Rapids is just about the right size for the prosecution of experiments in the way of municipal improvements, both by private and public enterprise. This is not a position to be deprecated in all cases, at least so far as private enterprise is concerned; but the temptation to public undertakings involving increase of taxation is a danger of some seriousness and imminence.

The most notable experiments in such enterprises, prosecuted by private capital, resulted in benefit to the city in that they gave it about the first complete system of electric transportation. The reason why it was selected for that honor was that attention had been directed to it as a field for transportation experiment by the performances of the old cable street railway company. It will be remembered that the cable experiments were the outcome of the idea that that system of transit, which had proved so successful in larger cities, was the coming method for cities of all sizes. A comparatively cheap mode of building and installing had been invented and attention was directed to this city as a suitable place for trying the experiment. It is fresh in the minds of all how a million or two of money was buried in the streets before it was demonstrated that it was the invisible power, instead of cords of steel, which was destined to solve the transit problem.

So far as such enterprises, carried on by private capital, are concerned the city has no reason to complain, although many good citizens were impatient at the long series of street disturbance. The expenditure of such large sums of money—much of it here—was enough to compensate for some annoyance in such ways.

But the municipal experimenter is not usually so generous as to furnish the cost of his experiments, if the public can be induced to assume that duty. This city has been a favorable field for those who are looking for others to meet the expenditures. The lax manner in which the proceeds of the bonds voted some three or four years ago for the procuring of pure water have been expended, without the first step being taken in that direction, leads experimenters to look upon this city as a promising field.

The problem of municipal lighting has received considerable attention here. Without serious difficulty the ex-

travagant and wasteful tower system was put into operation at an early date in electric lighting, although it had been proven a failure in Detroit, and for five years the city has paid enough for electricity to be thoroughly well lighted, which it is not. During the latter portion of this time the pliable Council has received the overtures of those who are interested in the experiment of public ownership of lighting plant, with the result that the action of the people in authorizing \$150,000 of bonds for that purpose should be carried out. The two years' fight in the Council has been decidedly better, the conservative element contending that the experiment is not warranted, especially as the rate of taxation is already a hindrance to the investment of capital.

Besides this consideration, there are other reasons why the city should not enter upon that experiment at this time. Some of these reasons are based on the fact that it is an experiment. It is not yet demonstrated that towns of this size can successfully carry on their lighting by public ownership; and the decision of this question will, undoubtedly, involve a considerable loss, which the condition of this city will not warrant it in hazarding. Nor is the experimental stage yet passed by any means in the scientific and mechanical development of electric street lighting. The utilization of the subtle force is still so new that machinery and apparatus are constantly changing and styles are becoming obsolete or deteriorating rapidly in value. For instance, it is within bounds to say that the motors put into use five years ago or more are depreciated more than one-half in value in this regard, to say nothing of wear and tear; in fact, entirely new motors and dynamos are now sold at 40 per cent. of the former prices—and rock bottom has not yet been reached.

The city cannot afford to take so prominent a part in the settlement of these experiments; nor can it afford the reputation it already has, and which is rapidly increasing, as an experiment station for public enterprises. There is altogether too great a tendency on the part of many of its business men to lightly sanction and recommend the issue of bonds for different purposes, and the public has such confidence in their recommendations that it is too ready to give the desired vote. An instance of the readiness for such recommendation is the recent action of the Board of Trade, asking the Council to authorize the bonding of the city for another \$150,000 for the improvement of Grand River.

The Tradesman cannot be accused of undue conservatism in municipal matters, but it believes that the reputation of a municipal spendthrift is not conducive to healthy business growth. To keep its prestige and position as the manufacturing and jobbing metropolis of Western Michigan will require careful consideration of the management of its revenues and expenditures and a special regard to the rates of taxation.

The Japanese government has so far established its authority and restored order in the island of Formosa, ceded to it by China, that it has issued a proclamation opening the island to the trade of all nations having commercial treaties with that government. Five ports are mentioned in the proclamation, at each of which the United States will, probably, establish consular agencies.

A STRIKING CONTRAST.

No purely agricultural or pastoral state ever became rich and great and powerful. To merely sell one's labor, as the agriculturist does when he sells his immediate product, can never make a man very conspicuous financially, nor a collection of men. There must be something added by skill, on reinvestment, to amass great riches in either case.

This fact was never more strikingly illustrated than in the contrast between the development of the Southern States on the one hand and the New England States on the other. The South, rich beyond calculation, has been devoted to agriculture. New England, bleak and half barren, has been devoted to manufacturing. The results are remarkable. Take a group of six New England States lying together and a group of Southern States, of six, lying together, the twelve starting in the race about the time of the founding of the Republic. The former group contains Maine, New Hampshire, Vermont, Massachusetts, Rhode Island and Connecticut. The latter group comprises Virginia, Kentucky, Tennessee, North and South Carolina and Georgia.

The New England group, with a population of four and a half millions, has an assessed valuation of three and a half billions of dollars! The Southern group, with a population of over ten millions, has an assessed valuation short of two billions only. Here is a contrast of a half of the population by comparison having accumulated nearly twice the property, with all the advantages of nature against them! What has done this? But one thing. The Southern group has been selling the Northern group its labor and the Northern group has been selling its skill and reinvesting. This is the difference between raising the raw product and manufacturing it.

The January report of dividends simply on industrial securities held in Boston, and of the dividends on the mills in Fall River, two towns only out of a hundred rich and prosperous ones in New England, shows a total footing of nearly \$20,000,000—or an annual income of over \$200,000,000 in two towns on industrial stocks of New England! Can the people not see, independent of the financial system of the country, why the East has been steadily getting richer and the South and West as steadily getting poorer by comparison? The South and West have been paying New England for its skill—and throwing in the freight.

TRADE STILL IMPROVES.

The sensation in financial circles last week was the result of the subscription to the bond sale. With proverbial timidity finance and trade had been waiting for the results. These were so far beyond expectation that it was a revelation of almost unlimited domestic resources ready for business employment. That the requirements of the sale have not disturbed the money market, as was feared, is another assurance of favorable conditions.

While the continued advance in wheat has been slow, with some setbacks, it has been, on the whole, a decided advance; and indications are favorable, in the reports of foreign competition, for at least a maintenance of present prices, although latest reports give a slight decline. Corn and other grains have continued steady.

The outlook for demand in the iron manufacture is decidedly better, though there has been a slight falling off in

prices. This is owing to the failure of speculative combinations to maintain prices. Orders have been booked for 300,000 tons of rails so far, this year, while the deliveries of 1895 were only 1,000,000. There is also better demand for plates and sheets and for wire nails. There has been an advance in copper to 10¾ cents, tin to 13½ cents and lead to 3.10 cents.

Wool and woolsens continue about the same. Cotton manufacture is more active but prices are no better. Prices are lower for sugar, lard and petroleum.

The general effect of the bond sale was a strengthening of securities and the money market. Gold is returning from Europe as rapidly as it had been going the other way. A premium of ⅜ to ⅝ on gold and legal tenders continues to be quoted but with small transactions.

The discussion by a contributor in another column of the Tradesman of the difference in quality of circulation of newspapers is a subject worthy of notice. Candidates for advertising favors are urging claims backed by circulation showings which would be attractive to the advertiser if based on the foundation of value. It is the experience of every merchant that among the periodicals which reach his desk the one which commands attention, the one which he preserves until he has time to read, is the one for which he pays a fair price. The periodical which is furnished at a nominal price, just sufficient to meet the requirements of the postal laws—a price too small for collection, and which in most cases is remitted as a special favor by the publisher—is classed by the recipient with the other worthless hand-bills and gratis advertising literature which are an annoyance in his mail. On such terms it is not a difficult matter to attain a formidable circulation list. It is only necessary to make the nominal subscription gratis as a special favor in most instances, and for the same reason to send a copy each to the attaches of the house, with a few around to the "sisters, cousins and aunts," to make a showing defying competition. There is a difference in the quality of circulation, based on value and price obtained for the publication, and advertisers are rapidly learning to appreciate this difference.

It naturally affords the Tradesman much pleasure to be the first and only journal in the State to publish a complete report of the proceedings of the semi-annual convention of the Northern Michigan Retail Grocers' Association, which was held at Big Rapids last week. As will be noted by the proceedings, the meeting took advanced ground on several subjects of material interest to the retail grocery trade, and it goes without saying that the influence of the organization will be widespread and beneficial to all concerned. Although the convention was not as largely attended as was expected, those who did attend acted on the assumption that they were there for business and, as the result of such determination, much progress was made in several directions, especially in the matter of wages exemptions and the licensing of peddlers, both of which are subjects of vital interest to the retail grocery trade.

"Gold steel," which is being manufactured at Sheffield, England, is an amalgam of aluminum and bronze. It takes a good polish and is easily kept bright. It is used for knives and forks, but the knives do not hold an edge.

THE FLOOD OF GOLD.

Whether the world-wide discussion of the money values of gold and silver has caused it, or the remarkable activity of exploration and scientific discovery has merely coincided with the important relations of the money metals, the simple fact is that there is a wonderful increase in the production of gold.

An editorial in Harper's Weekly calls attention to the fact that the production of gold in 1895 was above \$200,000,000, a greater amount than was ever taken out in any one year previously, and recites the details to the effect that the United States, Africa and Australasia each put forth \$44,000,000, and Russia is not far behind, with \$34,000,000. The total of more than \$200,000,000 represents a production half again as great as that of four years ago and twice as great as the average yield throughout the years from 1870 to 1890. Indeed, it is within the brief interval since Mr. Cleveland's first election that the gold supply has doubled, as that supply has been known to this generation. It is now larger by a half than in the years when the virgin fields of California and Australia poured forth their golden flood; twenty times greater than in any year from the opening of the century down to 1840; equal to the entire product of two decades before or after the adoption of the gold-basis currency scheme of 1816.

It is worth while to turn to the official figures of the annual gold supply from the discovery of America, when the mines of Mexico and Peru were opened to the commercial nations of Europe, to the present time. The Director of the United States Mint, in his official report for 1894, gives in detail statistics showing the production of gold each year since 1493, from which it appears that the average amount of gold which has gone into commerce per year is as follows:

- From 1493 to 1520, \$3,855,000.
- From 1701 to 1720, \$8,520,000.
- From 1801 to 1810, \$11,815,000.
- From 1850 to 1855, \$132,513,000.
- During 1890, \$118,849,000.
- During 1893, \$157,222,000.

From these figures it is seen that there was no great yearly influx of gold until the opening of the Californian and Australian mines, which occurred in 1849 and 1850. Prior to the Californian period the average product for 350 years was about \$8,794,000. Before 1493 it was still less. The value of gold, therefore—its standing relatively to other commodities—may be said to have been determined by this long-continued rate of production. Then, almost in the twinkling of an eye, came the Californian and Australian discoveries. The annual product of gold became nearly twenty times what it had been; and this rate of production has not only been substantially maintained, but is now showing a rapid increase.

The Tradesman has heretofore called attention to the very small amount of gold and silver used in actual business. In ordinary transactions gold is seldom seen and silver circulates only for change. So averse are the people generally to the handling of any metals that every effort made to secure the redemption and retirement of the Treasury notes has failed, and, should Congress pass a law to retire all such notes, the act would almost raise public indignation to the extreme of revolution. Nevertheless, it is the repeated redemption and reissue of Treasury notes that creates a necessity for gold, and,

but for that, it is not probable that, with the exception of silver change, there would ever be any hard money seen in ordinary business transactions in a dozen years, and, in spite of the outcry for silver free coinage, so complete is the popular distaste to silver dollars that every man who has both silver and notes will invariably, if he can, hold on to the paper and pay out the white dollars.

The paper money in circulation is but a small part of the circulating medium. Nine-tenths of the business is done with bank checks, so that in the enormous volume of the business done in the United States, amounting to one thousand million dollars a week, perhaps one-tenth of that is accomplished by passing actual money, and, of that money, not more than one-tenth is gold and silver, so that the money metals figure but very little in business, while the enormous transactions are conducted with a basis of confidence, or with credit paper in the form of bank checks.

Of course, there must be some real money somewhere to back up all the paper; but the bulk of the business is done on confidence, because there is not money enough in the United States to pay up all the bank checks in cash, and thus it is seen that the greater the amount of confidence, the vaster the volume of business that can be done, and safely done, on a given amount of money.

Then there need be no apprehension of any lack of money for the business of the country if the foolish drain of gold to Europe could be stopped, and there is really no such fear, because the outcry for money does not come from the business men who handle the money, but from politicians who hope to ride into place and power on the flood wave of a great public agitation.

As for gold, it is simply a fact that there is more of it in the world to-day than was ever before known, and the supply increases in a rapidly multiplying ratio. Not only are new and rich mines constantly being opened, but improved processes of extraction, furnished by machinery, chemistry, and the extension of railroads, have increased the productiveness of gold, so that the entire money problem of the world is going to be affected by it, and the wildest dreams of trade expansion and speculation are going to be realized.

CALIFORNIA COFFEE.

An experiment in coffee growing is to be made in the San Joaquin valley, of California, which, if successful, may mean that coffee planting will become an important industry in the great Pacific Ocean State. Colonel Charles F. Crocker, a wealthy rancher of that region, has just secured from various parts of Central America 1,000 yearling coffee plants and will soon have them set out on his estate in the valley. It will be at least six years before the result of the experiment can be known. Experts are somewhat doubtful of its success. The San Joaquin valley is much like Mexico in climate and soil, and there are grounds for belief that coffee will grow there.

The more artistically the window is dressed the better it looks; but art is not business, nor is business art; too much of one sells nothing; just enough of both brings business.

BADGES. Detroit Rubber Stamp Company. 99 Griswold St.

Standard Oil Co.

DEALERS IN

Illuminating and Lubricating

OILS

Naptha and Gasolines

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

GRAND RAPIDS, MICH.

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

Highest Price paid for Empty Carbon and Gasoline Barrels

HAS NO EQUAL
FOR CARRIAGES AND HEAVY WAGONS



Keeps axles bright and cool. Never Gums.

- 1 lb. } 4 doz. in case.
- 3 lb. } TIN BOXES } 2 doz. in case.
- 5 lb. } 2 doz. in case.
- 25 lb. Wooden Pails.
- Half Bbls. and Bbls.

Scofield, Shurmer & Teagle,
GRAND RAPIDS.

ADVERTISING MEDIUMS.

Differences in the Qualities of Newspaper Circulation.

Written for the TRADESMAN.

The problem to be solved by every merchant ambitious to Get the People, in addition to How to Advertise, is Where to Advertise. Given a certain appropriation for advertising purposes, in what direction should it be applied to reach the minds of the greatest possible number of buyers of the kinds of goods to be sold?

In the discussion of this question two elements must be taken into consideration—the character of the goods and the character of the buyers. One would not expect to find an advertisement of "red tag plug" in the same columns of a journal with that of debenture bonds. The one would be plastered upon the walls and bill-boards of the localities where it would catch the eye of the ignorant investor in ten cent plugs, while the other would appear in the columns of the journal or magazine most likely to meet the eye of those anxious to secure employment for surplus funds in that which will yield returns. The same discrimination should apply to every kind of advertising.

The fact that the employment of signs and posters—signs on fences, signs on barns, signs in street cars, signs on dead-walls—continues to be in demand indicates that this method is valuable for some kinds of advertising. But it is a question, in many cases, whether this use of the advertising appropriation would not have been more effectual in other ways. Many times, the fact that the advertising is where the advertiser himself can see it constantly leads him to fondly believe that everybody else is looking at it and thinking of it also.

Perhaps the best guide in the selection of mediums is the example of those who have been most successful in advertising. Investigation in this line will demonstrate that the columns of the newspapers are the reliable means of reaching the minds and pocketbooks of buyers. Argument is not needed to prove this, notwithstanding the plausible representations of the sign-board and hand-bill schemer. Experience demonstrates to every really successful advertiser of that which is in demand by intelligent people that the newspaper must be recognized.

But there are newspapers and newspapers. Of course, for the country merchant the choice is limited and questions of relative value are easily decided; but for the larger advertiser the problem becomes more complex. The "circulation liar" has come to be recognized as an adjunct of so many newspaper staffs that the wise advertiser becomes justly skeptical and distrustful. The writer will not undertake to give any hard and fast rules for meeting and circumventing this fiend, but a hint or so may be in point.

The general appearance of a newspaper, its business methods and the character of its advertising patronage afford criteria from which to judge of the sincerity of its circulation claims. A paper cannot be long established and prosperous, bright and well edited, with its columns filled with live, paying ads., which requires the services of the expert in prevarication.

It is also to be taken into consideration that there is circulation and circulation. Too many advertisers think that it is only essential that the announcement appear in a certain num-

ber of papers regardless of the manner in which they are circulated. This is a grave mistake. The right kind of circulation for a periodical of any kind is the circulation to subscribers who pay the price for it because they want it. A less valuable circulation is one in which the subscriber is induced to take the paper by some scheme of clubbing, premiums, etc. A still less valuable is one where the price is nominal and the advertisers are each supplied with a large number of copies (counted in the circulation) and the publication is gotten rid of as cheaply as possible. The least valuable, of course, is a gratis circulation.

These variations in the kinds of circulation obtain in all classes of papers to a greater or less degree; but they are, perhaps, as pronounced in the trade paper as any. These are principally divided between two of the classes—the first, with a subscription paid for because the paper is worth it and the third, with a nominal price and all possible schemes worked to get rid of the paper and make a circulation showing. It is fair to put the relative value of these as ten to one—a thousand circulation of the first is worth ten thousand of the other.

A little consideration will show the reasonableness of this proposition. It is a well-known principle that every man prizes that which he buys in proportion to its cost. The paper that has cost him something will receive his careful attention. The paper or hand-bill which comes to him gratis may, perchance, catch his eye for an idle moment, but the chance of interest in it is slight. It is only necessary to state this proposition to convince any who receive such papers. A paper, to command a paid circulation, must be of intrinsic value. In its production—literary quality, technical worth, mechanical execution—there must be cost. Now, these elements in the problem of deciding its value are patent to the observing advertiser and, taken in connection with a healthy, permanent advertising patronage, should be sufficient evidence of candor in circulation claims.

Store Loafers.

Storekeepers generally have use for all the space available in their respective establishments, and it is an imposition on their good nature for a man, or cluster of men, to crowd themselves about the store or block the doorway when the customers are waiting to be served.

Get rid of store loafers, gently if you can, but forcibly if you must. Don't tolerate them on your premises; their custom is not worth what it costs you in the loss of customers whose patronage is more desirable. Do not have too many easy chairs about the place; put the stove in a corner where too many people cannot crowd about it, and make your place so unsuitable for loafing that the idly inclined will find lounging places elsewhere.

A Wise Gosling.

Mr. Gosling, the London banker who died recently, left \$1,500,000 to be divided among seven sons and seven daughters. He was himself one of twelve children, and represented the fifth generation of bankers of his name who has carried on the business at The Three Squirrels, opposite St. Dunstan's church, in Fleet street, for nearly 250 years.

It sometimes pays to stand a little imposition, provided the customer thinks he is right, whether he is right or not.

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 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.

Self-Raising Buckwheat

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

Warranted to Contain no Injurious Chemicals.

DIRECTIONS FOR BUCKWHEAT CAKES.

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

SILVER LEAF FLOUR

The Best Family Flour Made. Always Uniform.

Muskegon Milling Co.,

MUSKEGON, MICHIGAN.

GRAND RAPIDS IN 1850.

Written for the TRADESMAN.

Although the merchants all traded with the Indians, taking their furs and skins in exchange for all kinds of goods, in the end these peltries found their way into the hands of the regular Indian traders, agents of the American Fur Company. These agents were Messrs. Louis and Antoine Campau and John F. Godfroy, all of whom long ago went to their everlasting rest. Mr. Godfroy was many years Government interpreter. A more faithful friend of the Indians, or more conscientious Government appointee, never lived. It was refreshing to notice the childlike confidence and trust these children of the forest placed in these honest traders. They took their advice in everything; their word was law. These men had earned this warm place in their respect and esteem by never cheating them or allowing them to be over-reached by others. They were the Indians' chosen arbitrators and guardians, and they laid all their grievances before them and invariably followed their advice. There are many old residents of Grand Rapids who will bear testimony to the stern, old-fashioned integrity of those three men.

The circulating medium at that early day was fearfully and wonderfully made. It consisted of every kind of paper money from Ohio, Indiana, Illinois, Wisconsin, and Canada which, for want of something better, circulated freely and almost unquestioned. I believe the old Bank of Michigan and the Peninsular Bank in Detroit were then the only banks of issue in Michigan, and it was seldom that we saw any of their bills. The Wisconsin Marine and Fire Insurance Co., of Milwaukee, furnished more of our circulation than any other bank. The bills of Canadian and New York banks were considered the best and were hoarded up to buy exchange.

The coin paid for Indian annuities left the country in the same way. Up to this year, 1851, there had never been a cash market for wool in the Grand River Valley. The clip had always been carded and spun at home, or exchanged for cloth at the little wool carding and cloth dressing mills, which were run by the late Truman H. Lyon, of Grand Rapids, and Mr. Bliss, of Ionia, these being the only wool carding and cloth dressing mills in the country. In the spring of 1851, the writer, realizing the necessity of money in which the public had confidence, for the purchase of wool and the encouragement of wool growing, made arrangements with Harry Hoag, an extensive wool dealer in New York, to purchase all the wool offered for sale in Kent and Ionia counties, delivered at Grand Rapids, payment therefor to be New York safety fund money. This announcement in the newspapers was good news for the farmers and merchants, and resulted in the purchase of about 20,000 pounds of wool, at an average of 32 cents per pound, as variable in condition and value as the general circulating medium then in use. It was made up of every grade, from the finest saxon of Ohio to the longest coarse native fleece. Most of it was unwashed. If tied at all it was with bark sometimes an inch in width. Three years later the writer of this, covering the same territory, purchased 75,000 pounds of as good conditioned wool as was sent to New York from Michigan.

In 1852 William J. Wells and Daniel

Ball each opened an office of exchange and deposit, Mr. Wells selling exchange on Detroit, Mr. Ball, I think, doing his business in Chicago and New York. Mr. Harvey J. Hollister acted as cashier for Mr. Ball. Later on Mr. Ball put in circulation a sort of wild-cat currency, payable at the exchange bank of Daniel Ball & Co., redeemable in current bank notes. This issue was expected to facilitate his business in the shipping trade of the river, between Grand Haven and Ionia, which was then the head of navigation on Grand River. This kind of circulating medium smelled too strong of the wild-cat bubble that exploded back in the 30's to find favor with the people, upon the principle that "A burnt child dreads the fire." It was soon retired from circulation.

The little steamer Algoma made regular trips as far up as what is now the town of Muir. The lawyers having business in the Ionia courts always took the river boat and never failed of a good dinner on board with the jolly Captain Shoemaker. Afterwards, this boat was placed below the rapids and was a favorite passenger boat between Grand Rapids and Grand Haven. At one season of high water the writer saw the Algoma discharge her cargo in Waterloo street on the identical spot now occupied by the Eagle Hotel.

The only two flouring mills in the city were owned and operated, one by the late John W. Squiers, the other by Clemens & Sweet. The junior member of this milling firm was your respected citizen, Hon. Martin L. Sweet, who has been identified with the business interests of Grand Rapids for more than half a century.

Of the late John W. Squiers it may be said that his unostentatious charities were known only to those who knew him best. Many poor families in Grand Rapids had frequent cause to bless him for unexpected relief in their hours of sorrow and destitution.

The infancy of the furniture trade will form the text of my next chapter.
W. S. H. WELTON.

Owosso, Mich.

A Dinner for the Clerks.

Here's an idea which, if carried out, will help you to a friendly and cordial footing with your clerks. Give a dinner to the force either at your own home or at the leading hotel of the town, whichever will suit your convenience best. Have a royal feast of good things, and after every one has had his fill it will be in order for you to make a few remarks in regard to the relations between employer and clerk. You can explain to them in a few words how necessary is each to the other in order to attain success, that the interests are mutual, and earnest faithful work on their part will be appreciated and rewarded. Such a meeting could not help but result in bringing all closer together, and would set the clerks to thinking and awaken ambition in a way that would result profitably both to you and to them.

Had None in Stock.

A good story is told on a baker's apprentice in a certain Iowa town. A stranger stepped in for a lunch, and while he was being served he asked the boy if there were any Presbyterians in town. The boy looked puzzled for a moment and then took the man's breath away by saying: "I don't know whether we baked any yesterday or not. If we didn't I don't think there are any in town."

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?

LEMON & WHEELER CO.

Wholesale Grocers.....

GRAND RAPIDS

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.

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.

JANE CRAGIN.

How the Loungers Were Disposed of.

Milltown was buried in snow. The weather prophets, at almost the first snowflake, remarked that "she had settled down for a good un," and, as if to fulfill the prophecy, "she" settled right down to business; and, when her task was done, Milltown was out of sight. Trade? "There couldn't nobody git nowhere;" and the only sound to break the stillness was the smothered effort of the villagers in "shovelein' out."

For a while on the morning of the first day of the storm, Jane was busy with her books, Dolly was glad of the opportunity to re-arrange her shelves and show cases, Jim didn't want to "work out there in the dark" and was making music in the air with his intolerable whistle, and Cy was drumming on the window and thinking things about the weather that he didn't care to put into words.

At noon there was no going home for dinner and Jim wanted to know, "What's the matter of having a spread right here in the store?"

The idea took and in less than no time one end of the dry goods counter was turned into an impromptu table. The store was filling with the appetizing odor of Dolly's best coffee, and the four "began to be merry," when the door opened and in walked Ben Wallace. There was no ceremony beyond the hearty greeting, and in no time a plate was laid, a chair was placed and the feast went on.

"This ain't exactly in line with my errand," began Ben, after he had passed his cup the third time; "but I'd like to know how in thunder you ever got rid of Old Bostwick? It's the first thing in the morning and it's the last thing at night and every blessed minute between times. He reads my paper, and he looks over my mail, and he wants to know why I don't do this, and he tells me what a fool I am for not doing that, and he gets into the only chair there is in the store and hangs there until it seems to me, sometimes, that I could brain him just for the sake of getting him out the way! He doesn't seem ever to come over here. How did you do it?"

The laugh that followed was proof enough that Old Bostwick had found his match in the old establishment. When it had subsided, Jim took the floor, by remarking, "I was the one that cooked the old fellow's hash for him—Cy put me up to it, though. He tried his best and gave it up and then he turned him over to me. At first, the old man wouldn't sit anywhere but on the counter, up close to the desk. Cy had given him some pretty broad hints about sitting there and fooling with the books and papers, but it didn't seem to do any good; and at last he told me he'd give me \$5 if I could get the old man off his perch. I took the job and went to work. I noticed the old feller had an odd way of getting on to his roost. He'd back up to the counter, put both hands on the edge and sort o' swing himself 'way up over and then let himself down hard all at once; and you know he weighs a ton, and he'd fairly jar the store. Well, that swinging business gave me a pointer, and I fixed it so that he dropped plump down on to an even half dozen of the prettiest pins that ever stuck a quarter of an inch above a counter! When I saw him coming I left. A little later, I heard a yell—and that's all I know about it."

"The old man came in," Cy went on, "and backed himself up to the counter, got that double-and-twisted spring on himself, let go and down he came, kerplunk! I didn't know that preparations had been going on for his benefit and, when he jumped and yelled, I thought the world was coming to an end. After he got through swearing and rubbing himself, we were both mighty curious to know what it was that instigated the commotion. I looked and he looked. We felt all over the counter but couldn't find anything. Well, the old man went home and got a poultice on and pretended to be sick three or four days. When he came back, somehow he didn't seem quite so fond of that particular counter as usual and took to the chair. What was the next move, Jim?"

"Well, my next idea was to doctor up the chair for him. Then I thought I'd try something else. In watching him, I found he had got into the habit of laying his tobacco cuds around wherever he happened to be—"

"James Hankson, stop this minute! I won't have you tell that story here!"

"Oh, now, Miss Cragin," remonstrated Wallace, "let him go on. You don't know what I've put up with from that lounging old cuss! Go ahead, Jim; it can't be very bad, or she wouldn't know it. You can bear down light on the bad part, but go on."

"Well, you know how he puts his half-chewed cuds down everywhere?"

"I should say I did!"

"Well, I kept telling him he'd have to stop that, and he paid no attention to it. So, one day when I finds one larger than the ordinary stowed away on the seat of his chair where it couldn't fall off, I slips over to the drug store and gets something about as big as the end of my little finger. Well, I wadded her all up nice in Old Bostwick's cud—don't squirm so, you women—and went off about my business. In he comes, drops into the chair with that little grunt of his when he strikes, finds his cud and goes to grinding on it. It wasn't long before the whole thing got softened up and then it began to get in its work. His face gathered all up into a knot and then there was music. He shot out of the door and—well, it's enough to say that that was the last cud Old Bostwick left on the premises! That and the pin episode somehow made him a little touchy, and so he was always pickin' on me. Well, I got tired of that, you know, and one day I was fussing around out in the back store and I came across the gluepot. The minute I put my eyes on it, I knew I'd got what I wanted. It was just the color of the chair seat, but the plague of it was to get it just right. If it was too hot, he'd come up as quick as he did when he went down on the pins; if it was too cold, 'twouldn't take hold. Well, I kept watch and I found that he'd come over regularly at eight o'clock; so I gets that chair all ready and throws the paper on to the counter forinst the chair. Over he comes, and the minute he gets his eyes on to the paper, he goes for it, and in half a minute more he slips into that glue as pretty as anything you ever see. Well, for over an hour he never stirred, and that was long enough, for I got tired. Then I got back at the other end of the store and acted as if I was trying to see something through the front windows. Cy was weighing out some tea for Mrs. Walker and says, 'What is it, Jim?' But I pretended not to hear him till Old

The Best Starch

In the Market.



The Only Starch with Bluing in It.

Requires No Cooking.

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

25-50 C PACKAGES FREE
WITH EACH CASE.

I. M. Glark Grocery Co.

GRAND RAPIDS.

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.

Bostwick looked up, and then I yelled out, 'Thunderation!' and started for the door on a keen jump. That started everybody for the front windows, the old man among the rest, and the last I heard was a tremendous rattling of that old chair and a 'What in—!' from Old Bostwick."

"We stood where we got the best of it—old lady Walker and I," Cy went on. "The minute Jim yelled, the old man gave a plunge for the door. The chair traveled right along with him. That scared him and he tore around like mad—and I guess he was. Pretty soon you could hear something giving 'way—I guess the cloth never was very strong—and about the third time the chair struck the floor, the cloth succumbed to the inevitable and Old Bostwick found it advisable to back out the door and sidle along with his back to the building till he got to the back gate, and then he scud home cross lots. We haven't seen him since."

"Of course, Wallace," said Cy, "you're not ready to try this thing yet. You'll think of all sorts of ways but, when you come right down to trying any of 'em, you'll make up your mind to wait till some more convenient season—that's the way I did. But, when you make up your mind that you can't stand Old Bostwick any longer, just give Jim the job. He'll 'do it up brown' every time."

The conclusion of the story was the end of the spread. Wallace went away with a strong resolution to call in Jim's efficient services the next time that opportunity for them should occur. But, so far as Old Bostwick was concerned, he was never molested and for years after held undisputed sway in one little old store at Milltown.

RICHARD MALCOLM STRONG.

The Commercial Traveler's Wife.*

A half million able bodied, intelligent young men are touring this country in the effort to stimulate trade and commerce; and there ought to be that number of traveling men's wives. Every commercial traveler should consider it a solemn duty he owes to society and himself, if he has not already done so, to assist in reducing the ranks of single maidens. To possess himself of a wife, to share his joys, divide his sorrows, and aid him in disbursing his large salary. You all remember the tenets of Hindoo mythology, in their revealed religion, about the married man, who when he died was taken up to Heaven and made comfortable because the poor fellow had suffered enough on earth by reason of his marital troubles to entitle him to eternal peace and rest; but his neighbor, who had twice entered the connubial state, was refused admission for the reason that no fools were admitted to the Celestial Kingdom of Buddha.

As a matter of statistics, the question has often been discussed, "Does a married man live longer than a single one?" An old cynic says they do not—it only seems longer. A wife has been likened unto the vine that encircles the oak—the more it is ruined, the closer it clings. The same crusty cynic says it should read, "The more she clings to you the more you are ruined." In justice to the fair sex, I am constrained to remark that I do not endorse these adverse reflections. A mother, having the welfare of her daughter at heart, says to her, "My child, it is a solemn thing to get married;" to which the demure child responded, "I know it, mamma, but, remember, it is more solemn not to marry." And we can sympathize with the young lady whose father was a minister. Someone asked him, one day, in the presence of his daughter, what was his business. "I am at present engaged

in saving young men," he said; when the daughter broke in with, "Oh, Papa; when you find a real nice one save him for me." And when she got one that filled the bill, it was, no doubt, a commercial traveler.

But the traveling man has the best wife on earth; I know it, for he told me so. It may be that distance lends enchantment to the view, and by reason of prolonged absence from home the commercial traveler is more beloved by his better half than are those who have to live with lords seven days in the week. I heard of one that wrote her husband, "My dear, the longer you stay away the better I love you," and the wretch came home on the next train.

You cannot fool a little woman. You may go out into the world of trade and impress the people with your importance, you may conceal your true character abroad, but at home it is folly to pose as a hero, or a philosopher, for feminine eyes will penetrate the flimsy gauze of dignity and read you through and through and size you up for what you are worth. The only successful way to manage her is to take her in your arms, tell her she is the dearest creature on earth, feed her well, get her a new seal skin sack or something of that sort, and you will be, to her, the best fellow in the world. Success without a wife to share it is a hollow mockery. We remember the time when a girl had to make apologies to her family and friends for marrying a drummer. She was considered a forlorn hope and pitied accordingly. To-day, by reason of the high character and industrious habits, a proposal from a respectable commercial traveler is looked upon with favor by all the fair creatures and their families.

The New Woman seems to me an anomaly in nature, that she should don the habiliments of man and go forth to battle for a living on the road. I grant it is her right and privilege yet it seems a sacrifice of her womanly instincts and sentiments. Some one asked a woman why she did not get married and she replied that she did not care to throw away a ten dollar job for a five dollar man. The only way for a young man to do is to get a twenty dollar situation and take her into partnership. We would rather see the traveling man sitting in the hotel office writing letters home to his wife and little ones than standing up to the bar playing cards for the cigars or shaking dice for the drinks. The firm that employs him would trust him further and his faithfulness would be better rewarded.

Silence Is Golden.

"How do you pronounce the last syllable of that word 'butterine?'"
"The last syllable is silent," replied the grocer's clerk.

What is wanted is wanted, and he who keeps it sells it.

The unsatisfied customer is an unprofitable customer.

He who does not buy, but goes out satisfied, will return to buy, and continue to buy.

Folks love light—the lighter the store the heavier the business; if the store is long, burn more gas; the more light, the more trade.

A dressmaker of New York had six yards of lace stolen from her the other day. It was once the property of the Empress Eugenie, and was valued at \$800.

Most business men are no more responsible for their politics than they are for the color of their eyes and hair, and they should not follow a partisan band wagon to the detriment of their business.

It does not cost much to always give satisfaction. What little it does cost can be charged to advertising, for there is no better advertising than to continue to give satisfaction to all who favor you with their custom. Remember that you are under more obligations to the customer than he is to you, for the customer can generally find what he wants somewhere else.

COMPUTING SCALES

MORE THAN 19,000 IN USE,

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

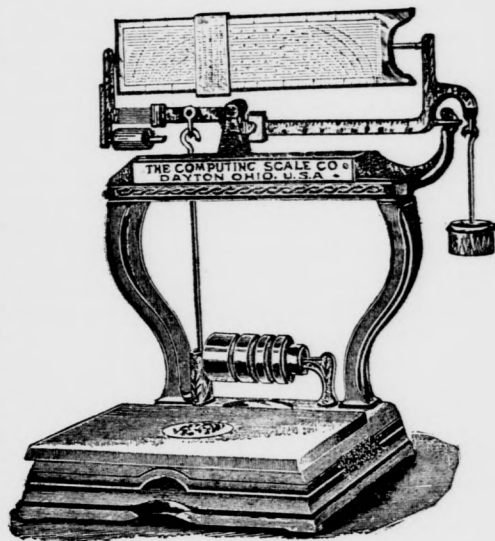
\$30.00

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, 12¼ 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.

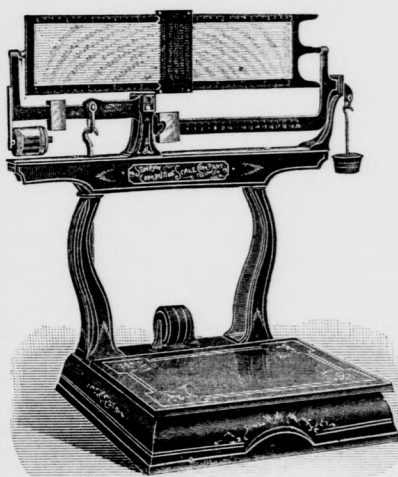


For advertisement of our World Famous Standard Market DAYTON COMPUTING SCALES, see last page of cover in this issue.

The Computing Scale Co.

DAYTON, OHIO.

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.

*Response at traveling men's banquet at Canton, Ohio, by R. N. Hull.

Shoes and Leather

A Nonagenarian of the "Gentle Craft."

To labor in a sitting posture is said to be injurious to the health. Statisticians tell us that, out of 10,000 artisans who sit at their labor, 2,577 fall sick and 95 die, annually, while, out of an equal number who sit and stand alternately, only 1,713 sicken and 61 die. If this be true, what sort of constitution would a man need, in order to be able to sit on a shoe-bench, in a close atmosphere, and hammer and stitch for his daily bread, without any material change of avocation, for eighty long years?

Don't call it a foolish question because you think that, in this matter-of-fact world men are not endowed with constitutions of that sort, for I assure you that I have but recently interviewed just such a man, right here in Norfolk county, Ontario. His name is Edward J. Kniffin and his birthplace is New York City. His birth antedates the abolition of slavery in New York, thirteen years. He was born only five years after George Washington died; and before Thomas Jefferson died he had stitched in and stitched out ten years of the eighty which have come and gone since he took a seat on his first bench in his father's shop when but 12 years old. But he has not yet run his course. He is still hammering and stitching away; and, should no accident befall him, he is likely to enjoy ten more years of active life, as his mental and physical powers are above those of the average man of 60—and he has sealed his ninety-second year!

At the close of the war of 1812, he came into the Upper Canada wilderness with his parents, the family settling in Long Point country. Away back in the 20's he took a short course of instruction in Little York—now Toronto—under one McGillioray, who employed thirty hands and operated the largest shoe-shop in the province at that time. Ever since coming to Canada, with the exception of his apprenticeship, he has lived where he now lives. The old man made shoes for the first settlers and for five succeeding generations of their posterity. He made shoes for several of the U. E. Loyalists who had assisted old King George III. when their more liberty-loving fellow colonists were struggling for independence.

"See this little pair of shoes?" asked the white-haired veteran, holding up a pair of infant's shoes. "Well, I just got that patch sewed on when you come in. Now, le' me see—the youngun that wears these 'ere shoes is a great-grandchild of ole Bill Dugan; an' Bill wuz a U. E. an' fit ag'in George Washington, an' I made the las' pair o' boots that ole Bill ever wore!"

The old man enjoys a reputation for honesty and neat workmanship and, when interviewed by strangers, never fails to mention the work he did for William Lyon McKinzey, the famous leader of the Upper Canada rebellion of 1837, while working in McGillioray's shop in Toronto.

"I wuz a young feller in them days," said the old shoemaker, "an' w'en the boss sent me to the office to take the measure, I felt my time 'ad come sure. Of course, the boss knowed who it was, but I didn't; an' arterwards I wuz mighty glad I didn't. He wuz a dressy little feller an' awful partic'lar. He had a dandy little number 6 foot, an' he or-

dered a pair o' calf boots an' a pair o' fancy dress shoes. The boss watched me take the measure, an' arterwards he told me who the man wuz. The boss wuz a hot tory, but this wuz before the rebellion, 'though not long arter the riot, when the mob smashed his newspaper office an' threwed his press into the bay; an' so the boss tole me to do my level best. Well, w'en Mr. McKinzey come fer the work, he wuz so pleased with it that he asked the boss to bring in the workman that made 'em. Well, sir, w'en I went in, Mr. McKinzey shook hands with me an' tole me it wuz the best fit he ever had; an' in the pam of 'is 'and wuz a \$5 bill."

And so he would go on with his reminiscences. Previous to the old gentleman's birth, there was no such thing known as a right and left shoe, or a laced shoe—the only shoe-fastening used was the buckle.

It was several years before finished leather could be obtained in the new country. The settlers tanned their own hides in troughs at home, and this crude red product was made up into shoes at home by the shoemakers, who went from house to house carrying the bench and kit with them. This custom in early pioneer life was called "whipping the cat." When regular tanneries made their appearance the craft began to settle down in fixed locations.

The change from homespun flax to factory shoe thread lifted a burden from the shoulders of the wives and mothers of the old shoemakers; and the introduction of wooden pegs was a revolution in the old shoe-shops. Before yankee genius invented machinery for the manufacture of pegs, the shoemakers made their own pegs by hand. They were made of soft maple, which was sawed into blocks or cuts from three-eighths to seven-eighths of an inch in length, and then riven into pegs, each of which had to be handled separately, as one end must be flattened and the other end pointed. But machinery has done away with all these tedious old hand processes; and, furthermore, it has, in the language of the subject of this sketch, "knocked the underpinnin' out from under the shoemaker an' turned his shop into a dirty 'patch-up' fer the big consarns."

Edward J. Kniffin is the only son of Saint Crispin on this continent, to-day, who sits on a shoe-bench actively engaged in making and repairing shoes and has completed eighty consecutive years and made a good start on his eighty-first year in the same occupation! The Dominion of Canada concedes Mr. Kniffin's right to the belt; and if Michigan or any other American State can produce a more worthy claimant, let his name be heralded in the columns of the Tradesman.

E. A. OWEN.

Effective, if Not Responsive.

A bright youth undergoing examination for admission to one of the government departments found himself confronted with the question:

"What is the distance from the earth to the sun?"

Not having the exact number of miles with him, he wrote in reply:

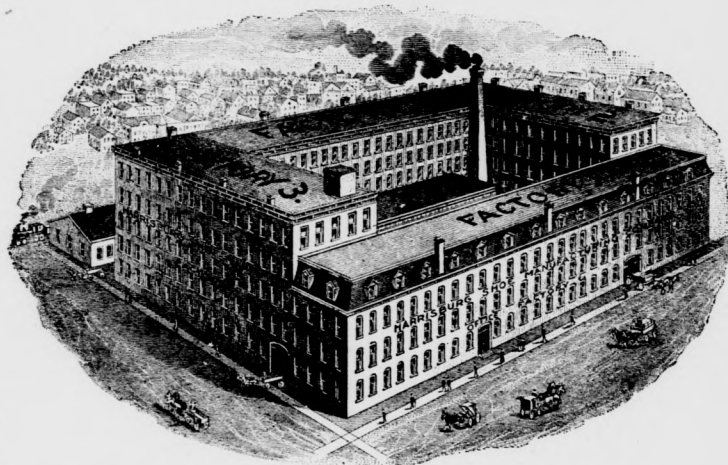
"I am unable to state accurately; but I don't think the sun is near enough to interfere with a proper performance of my duties if I get this clerkship."

He got it.

Detroit Rubber Stamp Co.
99 Griswold St.

Hirth, Krause & Co.

Selling Agents for the



Harrisburg Shoe Mfg. Co

We Make a Specialty of

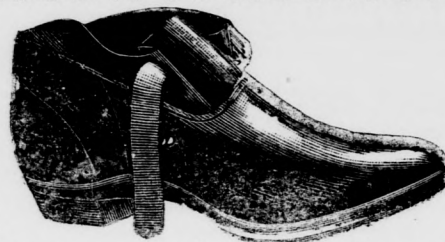
Misses and Children's Shoes

OUR LEADERS.

"The Berlin" needle toe, best bright dongola, patent tip.
Misses' 11 2-2 \$1.10 Child's 8 2-11 95c Child's 6-8 80c
"The Rochester" square toe, best bright dongola, patent tip.
Misses' 11 2-2 \$1.05 Child's 8 2-11 90c Child's 6-8 75c

We also carry a full stock of Turns from 2-52 and 4-8.
Write for sample do. ens.

HIRTH, KRAUSE & CO.,
Grand Rapids, Mich.



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.

THE BACK OFFICE.

It is the Grocery World that wonders "why so many retail grocers become shabby and careless about their personal appearance."

While it is hardly the province of the Back Office to concern itself with the question as it applies to a single class, the germ-thought behind the question is not so limited and becomes a subject of vital importance to all sorts and conditions of men. With no desire to question the authority of that trade journal, it may be doubted whether the fault referred to belongs wholly to the retail grocer. The statement itself hints at degeneracy in general and the instances are too many to refer only to him. The world is full of such people; but, wherever they are and whatever calling they represent, the slackness and the slovenliness and the indifference will be found due to the dissatisfaction which the hope, realized or almost realized, has brought. A realized delight is never quite what it promised. It was "distance" which "lent enchantment to the view;" and, the desire attained, the hope realized, the aim accomplished, it has been found that the only pleasure was in the getting and, the moment that success was assured, the pleasure began to wane. The world is full of Alexanders longing for more worlds to conquer—and they are not all retail grocers.

It would be absurd to claim that success results in carelessness of personal appearance; but it is not absurd to insist that the man who believes he has something ahead worth working for is not the one who shows signs of this degeneracy. If the grocer has done this, in his case it may not be hard to explain. His aim, like the aim of trade in general, is not an exalted one. A house and a horse—or, what is better, the ability to buy them if he will—have been made the end and the aim of life and, these attained, he has nothing more to hope for. Why should he care?

Is it going too far to say that that same principle is what is crushing out of life all that is worth living for? The man with small income is not contented with what it brings; and, with the mistaken notion that elegance and refinement are the results of luxury and fashion; he delves and saves, to find, as the grocer has found, that, when the means have been secured, the ability to enjoy them is gone. Money is not the best thing to work for. Good in itself, it is that only when it is made the means of a worthy end. Worth and respectability need not be related. The wealthy and the rich are often strangers; and that life that contentedly makes the most of time and place and occasion to do its best in thought, in speech, in action, is the life that never degenerates.

Between sun and sun it is not all work. The flash of the sunrise is greeted by the singing of birds and brooks, not by the hum of bees. The dew sparkles in the footprints of the morning. The buds and the blossoms are rejoicing with swinging censers, and the sweet breath of the wind, burdened with no labor song, plays all day long among the summer leaves. So there are stars above us and green grass under our feet. So there are the voices of children and the wisdom-burdened tones of age; and all these, "from the rising of the sun to the going down of the same" are to have their share of the time which we are willing to give only to gain-getting.

The retail grocer and his fellows irrespective of vocation have narrowed

the life which it was heaven's intention to widen. They have shut eyes and ears to everything except the sight and the sound of the Almighty Dollar; and that "Something within them that rises and towers," they have constantly held in check and never allowed to

"Climb into soil through grass and flowers." It is a leafless, budless, blossomless life and, like the fig tree, is only an encumberer of the ground. Happy the man, be he grocer or be he toiler in any worthy life calling, who, in spite of the cares of the world, allows the good that is in him to grow up through the common that is about him, for then, not only will the common be lifted, but the good will be found to be all the better for the earnest endeavor it has made.

RICHARD MALCOLM STRONG.

Walter Baker & Co., Limited.

The Largest Manufacturers

PURE, HIGH GRADE

COCOAS AND CHOCOLATES

on this continent, have received

HIGHEST AWARDS

from the great

Industrial and Food

EXPOSITIONS

IN

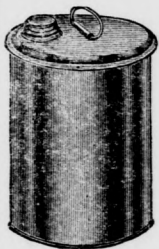
Europe and America.

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

SOLD BY GROCERS EVERYWHERE.

Walter Baker & Co. Ltd. Dorchester, Mass.

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 Grand Rapids. 260 S. Ionia St.

Our Spring line of Ready-made

Clothing

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

MICHAEL KOLB & SON,

Wholesale Clothing Manufacturers, ROCHESTER, N. Y.

We are To-day Showing The Most Complete Line of

"Infants" Little School Shoes.

Soft Soles,

"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

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.

Be Good to Your Feet

The woman who allows her shoes to run down at the heels, to split at the sides, and to commit other indiscretions, is careless; but the woman who allows her rubbers to be broken or split is criminal. From November until April her overshoes are woman's best friend. They keep her feet dry on damp and wet days. They prevent her from slipping on icy and snowy days, and their province of usefulness is so great that they deserve particular care. When they split or when the heels burst, they should be immediately thrown aside and a new pair bought. Nothing is worse than rubbers which admit and retain mud and moisture.

W. A. MCGRAW & CO.

Detroit

Exclusive Rubber Dealers.

Have the most stylish line of FINE RUBBERS for LADIES that the world has ever produced.

Blank Books

Inks

Mucilage

Steel Pens

And all Office Supplies

EATON, LYON & CO.,

20 and 22 Monroe St.



5 AND 7 PEARL STREET.



Clerks' Corner

Have an Eye to Penmanship.

Mr SCHnuLL & CO
inDiaPoLis inD.
Dear sir i ThouGht i WOUld
riTe You a FeW Line See iF i couLd
Get a JoB From You To Sell GroCers
For You ouT on The RoaD I remain
Yours truly
From

P. S.
i hope too hear from you soon. I
Have bind In bissess before I think I
can be good Salesman for you
Would trie off.l hard for you.

If there are any of my readers who think the above is altogether too outrageous to be true, a line to the Indianapolis house will settle the matter beyond doubt. The clipping is from the columns of the Indianapolis Trade Journal.

Here it stands, boys, in all its ignorance and in all its ugliness; and, while the majority of you—I hope a large majority—can truthfully say that you can beat that, that same majority, increased, will be surprised to learn that a correct letter from one of them would be as pleasing as it is rare. In too many cases, they simply cannot do it.

Let us examine this young man's letter and see what there is wrong about it. That "inDiaPoLis inD" is so placed that it may be the location of the house addressed, or it may be intended to be part of the date, which, being omitted, leaves the time of the writing a matter of pure conjecture. Suppose the firm should decide to take the boy and want to send after him, where would they find him? That would be the kind of letter he would write if he should go out on the road, and how would it be possible to keep track of him, if he doesn't tell them where he is?

A period may be a matter of little moment, like punctuation generally; but I leave it to my readers if a period after "before," in the postscript, wouldn't make a difference in the meaning.

I am afraid, if I had been that "Mr. SCHnuLL & CO," the appeal in that "Would trie offel hard for you" would have gone right to my heart and I might have been tempted to put the young fellow to the test. There is no doubt about the place for him to begin. The lowest round of the business ladder is too high for him; and, if he were really in earnest and willing to "trie offel hard," I should have him to step over to the schoolhouse and have him begin right there. The fellow hasn't anything to work with; and I can see right in that letter more mistakes and blunders, scoldings and losses than any business house will be willing to go through with. What kind of a package would such a boy do up? How would he be apt to keep himself and the store? What kind of figure would he make as a salesman, in any relation whatever? It would be, indeed, simply "offel;" and it is safe to say that no house which cares for its reputation or has any self-respect can afford to have anything to do with such an applicant.

The only strong point about the letter is that the writer wants to go to work—a most worthy motive and one which ought to be encouraged. The only work he can do, however, is machine work. Schnull & Co. want brain-power and the boy, as he is, has applied to the wrong firm.

Let us see now what there is in the

letter to condemn. Ignorance stands first, and this without a thought of the penmanship, which is probably the letter's worst feature. Then comes carelessness, lurking in every line. Thoughtlessness follows, and indifference, the last in the procession, has left such heavy finger marks over paper, penmanship, spelling—everything—that the wonder is that it found its way, even as a bad example, into type. Ignorance, carelessness, thoughtlessness, indifference, these are the testimonials this young man has sent to speak for him. What if they do say—every one of them—that the sender will try to do his best? They provoke, at the same time, the question, What can the best from such qualifications be? There can be but one answer.

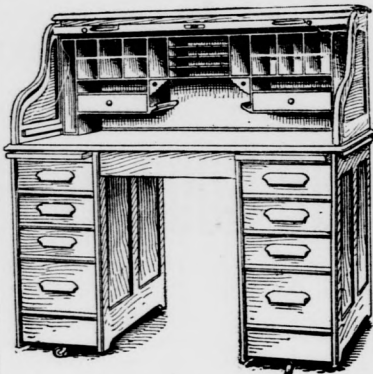
It is now February and three good months before the buds of May invite to the green pastures and the still waters of settled spring.

Why would it not be a good plan for you, boys, to take up this letter and between now and then, make so thorough a study of this matter of letter writing as to make yourselves master of this, the finest of all the arts?

UNCLE BOB.

**If you wish to do
A Large Business**

And on correct principles,
You should use a



**Gunn
Desk!**

Permanent Salesroom,
No. 7 S. Ionia St.,
Gunn Block.

Grand Rapids.
The Gunn Folding Bed Co.

BLACKSMITHS
Will do well to try our
BIG VEIN SMITHING COAL
It fills the bill.
S. P. Bennett Fuel & Ice Co.,
Grand Rapids, Mich.

STENCILS. **Detroit**
RUBBER STAMP
Company.
99 Griswold Street.

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.

Do You Want

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

CANDY AND TOBACCO Scale.

We offer a "dandy" called the . . .

INVINCIBLE

For \$3.00.

Capacity, ¼ 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.

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.

The life of trade—the drummer.

The successes of to-day are not given to the imitator, but to the originator.

It matters not how other men may succeed—their success is theirs, not yours.

Never stuff a customer's order, for you are liable to lose his trade—and you ought to.

Like a cable car, in order to be successful on the road, the commercial traveler must not lose his grip.

The man on the road who is ever waiting for conditions and circumstances to become better lets the golden opportunities of life pass by without result.

Firms employing commercial travelers do not send them for fun and glory, but expect a reasonable and fair profit on all sales. It is profit that enables a firm to keep travelers on the road.

In the highways,
In the byways,
In the busy thoroughfare,
In every nook,
Where e're you look,
You'll find the drummer there.

The traveling men of Jackson will give a select party on the evening of February 14. They extend a cordial invitation to their fraters in the other parts of the State to join with them in celebrating the event.

The bright oasis of a traveling man's life is when his trip is over and for a couple of weeks he is allowed to enjoy the company and surroundings of home, the sweet and noble woman he calls wife and the prattle of his little ones.

David Hoogerhyde, traveling representative for P. Stekete & Sons, was married last Tuesday evening to Miss Lizzie Thibout at the residence of the bride's parents, corner of East and Cherry streets. The Tradesman extends congratulations.

J. W. Morton, who has traveled for the past nine years for various houses, having represented Michael Kolb & Son (Rochester, N. Y.) for the past four years, will open a clothing and men's furnishing goods store in the Comstock building, Big Rapids, about March 15.

W. R. Keasey, who was recently arrested at Dowagiac at the instance of the State Food Commissioner for selling a customer of Bell, Conrad & Co. pepper alleged to contain only about 5 per cent. of genuine pepper, has been bound over for trial in the March term of the Circuit Court.

Joe F. O. Reed (H. Leonard & Sons) has recovered from a severe attack of neuralgia and resumed his visits to the trade. Joe asserts that carrying a heavy banner in a heavy snowstorm is a picnic compared with the pain which ran up and down his back during the time he was confined to his bed.

This is the last week for the payment of Death Assessment No. 1 for 1896, issued by the Michigan Knights of the Grip. The proportion of those paying the assessments prior to expiration was never so large as at present—in fact Assessment No. 1 will be the banner assessment ever issued by the organization, so far as the number paying promptly is concerned.

The Ohio Merchant says: "C. M. Falls is a commercial traveler who is frequently seen in Northern Ohio since the illness of Harry Tingle, whose place he takes in representing Spaulding & Merrick, of Chicago." Mr. Falls covered the trade of Western Michigan several years for a Chicago wholesale grocery house.

T. L. Hilton, who covered the Michigan trade nearly eight years for the Richmond & Backus Co., of Detroit, is now on the road for the Forman-Bassett-Hatch Co., of Cleveland, covering the same territory. Mr. Hilton is an untiring worker and will, undoubtedly, achieve a large measure of success in his new connection.

Rapid transit, through trains, dining and sleeping cars and other factors allow the commercial traveler to accomplish as much in one day now as he formerly did in three, for he has a dozen conveniences to transact business where he had one years ago. He goes with a rush, and while his sojourn in a town is not as long as it used to be, the volume of business transacted through him is much larger than in the days of the stagecoach, the road house and the tavern.

There is a big advantage to the house whose buyer meets every commercial traveler who calls on business. By meeting him the buyer keeps accurately posted on the market, and, more than that, is enabled to snap up every bargain that is thrown in his way and which is desirable to him. By this method of transacting business a friendly feeling is engendered between buyer and seller that leads the latter to give the former concessions that he would not to the ordinary buyer.

As coming events cast their shadows before, so is the advent of the knight of the grip in the remote regions of earth a harbinger of increased refinement, more elevated tastes and habits, of greater comfort, elegance and luxury in all the appurtenances incident to human society. In short, the commercial traveler is the pioneer propagandist of the accumulated culture, comfort and thought, industrial achievement and mechanical triumph of the most advanced civilization of his age.

In consequence of the death of the late Jas. T. Avery, Jennings & Smith have made a change in the route formerly covered by the deceased, so that F. D. Claire will hereafter devote his attention to Southern and Southwestern Michigan and Northern Ohio and Indiana, continuing to reside at Goshen. The trade of Eastern Michigan and the Upper Peninsula will be covered by Chas. E. Morgan, who formerly traveled for Jennings & Smith, but who has, for several years, been on the road for Daniel Scotten & Co., of Detroit. Mr. Morgan will probably take up his residence in Saginaw, that being about the geographical center of his territory.

Peter Fox (Musselman Grocer Co.) recently exchanged hats with a gentleman at the Northern Hotel, at Big Rapids, in consequence of which the gentleman missed his train in the endeavor to discover the identity of the individual who was unable to detect the difference between a \$5 Dunlap and a \$2 derby. Peter made the matter right by paying the gentleman's hotel bill and entertaining him nicely during the remainder of the day, and the boys who happened to learn of the episode have been able to obtain a 10 cent cigar any time they happened to mention the matter in the presence of Mr. Fox.

Review of the Sugar Market.

Detroit, Feb. 8.—The past week has developed no new features and the general position is in no way affected by the arbitrary reduction in refined early in the week. Whether influenced by the action of the refiners, or simply in the regular course of business, it is difficult to determine, but several soft spots have been reached and something like 2,500 tons of raws have been shaken out on the basis of 3 7/8c for centrifugals. We learn, however, that there is now nothing obtainable below 4c, with buyers intimating 3 15-16c. The situation in Cuba remains unchanged. London shows a slight gain for the week, with strong markets for all descriptions. A strong factor in the European situation is the proposed limitation of production in Germany to 1,400,000 tons in the new bounty law now under consideration, and which bids fair to pass. Germany's production this year is 1,570,000 tons and reached 1,844,586 tons last year. The limitation of production will, necessarily, prevent the largely increased planting generally looked for, in view of the Cuban shortage and the certainty of a succeeding short crop, and will go far to insure the permanency of whatever level of prices may be established on this campaign.

As a result of the decline in refined early in the week, the average buyer crawled into his shell and the broker sulked, causing a decidedly uninteresting week, with indications that very radical treatment will be necessary to overcome the existing comatose condition. The remedy is in the hands of the refiners and may be applied when least expected. A sharp upward movement would bring out the buyers, but the cry of "Wolf" will no longer interest anyone. Our impressions are still unchanged—we think well of sugar—and prices will, we think, ultimately be higher; but, until our refiners win or lose their game in the raw market, we can scarcely hope for an advance in refined.

Feb. 11.—The week opened with a firm market at home and abroad. Beet sugars show a slight advance and our own raw market is exceedingly strong. As intimated in our letter of the 8th, refined is in better demand and firm.

W. H. EDGAR & SON.

DO YOU WANT

To Help a Worthy Friend to a Good Farm?

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.

The Union Label Losing Ground.

William Strauss, President of the Detroit cigarmakers' union, has returned from an extended trip around the country in Pullman cars, taken for the ostensible purpose of begging funds to support the Detroit striking cigarmakers in idleness. In reviewing his trip, he recently stated:

Having had the opportunity of learning the condition of the country by continual travel for the past six months in behalf of the Detroit strike, I have found it to be not very promising according to the sales of non-union made cigars, which in my estimation are ten

times greater than the union-made cigars bearing the label. I have met a great many cigar dealers who did not know what the union label was, and appeared to care less.

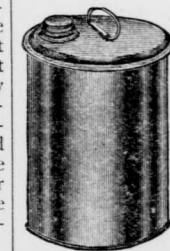
Mr. Strauss recommends that ten additional agitators be placed in the field to whip the trade into line.

The suggestion is in line with the policy of walking delegates generally, inasmuch as it would afford lucrative employment for ten men too lazy to work, but it involves a waste of money for the unions, as retail dealers are rapidly throwing off the thralldom of unionism, realizing that it amounts to nothing but bluff and bluster on the part of a few inferior individuals whose home is the saloon and whose influence is confined altogether to the groggery and the brothel.

Otsego in Line.

Otsego, Feb. 11.—A number of our merchants have organized the Otsego Business Men's Association, with Geo. S. Avery as President, J. D. Woodbeck as Secretary and A. J. Harding as Treasurer.

Sap Pails and Syrup Cans



Our sap pails are full size and are guaranteed not to leak. They are made almost straight, flaring enough to pack conveniently. Our syrup cans are double seamed, both top and bottom, with packed screws. Prices lower than ever. Send for price list of general line of tinware.

WM. BRUMMELER & SONS,

Manufacturers and Jobbers of
Pieced and Stamped Tinware.

Dealers in Rags, Rubbers and Old Metal.
Phone 840. Grand Rapids.
260 S. Ionia St.

STRONG, HANDSOME, PRACTICAL.

Cash and..... Charge Register

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

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

SEND FOR CATALOGUE

Baxter Bros. & Co.

340 Dearborn St., CHICAGO

BEWARE OF INFRINGEMENTS

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;
 J. C. PHILLIPS, Ann Arbor.
 Secretary, B. SCHOUDER, Grand Rapids.
 Treasurer, WM. DUPONT, Detroit.
 Executive Committee—F. J. WUEZBERG, Grand
 Rapids; F. D. STEVENS, Detroit; H. G. COLMAN,
 Kalamazoo; E. T. WEBB, Jackson; D. M. RUSSELL,
 Grand Rapids.

The Drug Market.

Acetanilid—The inquiry has been only moderate, but holders are not anxious sellers and prices continue firm.

Acids—The general market is firm, but only jobbing transactions are reported and no important changes have been made in quotations.

Alcohol—Grain continues to find a moderate consuming outlet, with values ruling steady on the old basis. Wood continues in good demand for consumption and is firm.

Arsenic—Powdered white is held with decided firmness. The situation abroad is favorable to a continued strong market, and sellers are not anxious to part with their holdings even at the current extreme prices.

Balsams—A very good demand is reported for copaiba, with the higher grades in most favor, and values rule steady. Other balsams are jobbing slowly at about previous prices.

Beans—A fairly good consuming demand is reported for the various grades of tonka. Vanilla are also moving freely into consuming channels and a few round lots of Mexican have been taken from first hands by dealers at private figures. All varieties are ruling strong in price.

Cassia Buds—Are without change or new feature, the jobbing trade continuing satisfactory, with prices steady.

Cocaine—The market is rather quiet, with only jobbing parcels moving, and prices remain nominally steady.

Cod Liver Oil—Is meeting with a good consuming demand, but continued competition keeps the market in an unsettled condition. Reports thus far received concerning the new catch state that fish are again very lean, but the information is yet too meager to make an estimate of the ultimate result.

Colocynth Apples—Values are without further change and only a jobbing trade is reported.

Cream Tartar—Manufacturers' prices continue to rule strong, and an average volume of business is in progress.

Cubeb Berries—Are dull, with values barely steady.

Cuttle Fish Bone—Continues moderately active, with prices firm for all varieties.

Essential Oils—General trading has been fair during the current week, but no important changes have occurred in prices and the market has not developed any new features calling for special mention. Messina essences are all ruling firm and the tendency of bergamot continues upward.

Flowers—Insect flowers are advancing abroad, and the market here is stronger for both whole and powdered.

Glycerine—The movement continues fairly liberal, with values firm.

Gums—Camphor continues very strong in price, and the outlook indicates increasing scarcity and extreme quotations during the approaching consuming season. There have been several arrivals of crude recently, but the quantity is far below the holdings of refiners at corresponding periods in former years, and unless the views of the European syndicate are modified, there is nothing to warrant any reduction in values of refined. Asafetida continues in good seasonable demand.

Leaves—Short buchu and senna continue in good request for consumption at old prices, but the market otherwise is devoid of interesting feature.

Lycopodium—Is without further change, and a fair jobbing business is reported.

Menthol—Continues slow of sale and more or less nominal.

Opium—The local market is practically in the same position as noted last week. Foreign markets have been attracting rather more attention, owing to cables from London, Smyrna and Constantinople, all referring to purchases for Chinese account. A London cable reports a sale of "50 cases at 8s. for China," which, according to London terms, is equal to about \$1.95. A Smyrna cable reports "sales of 60 cases for China at 7s. 6d." Mail advices received yesterday from Constantinople, dated Jan. 23, state that the crop will probably reach 7,900 cases, including Salonica, and the estimate is based on the usual percentage, of receipts at corresponding periods in former years. The disturbed condition of affairs in Turkey may, however, have interfered with the sending forward of supplies, and the total crop may be slightly over 8,000 cases. The same authority places the stock in Smyrna at 2,600 cases and Constantinople 1,680 cases.

Quicksilver—Is easier on account of cables from London reporting a decline in Rothschild's price to £7 2s. 6d., and spot quotations have been reduced.

Quinine—An increased consuming demand has given the market a more active appearance and manufacturers' prices are firmly maintained.

Roots—Ipecac is meeting with a good inquiry, with values steady. Quotations for St. Vincent arrowroot have been reduced. New crop Jamaica ginger continues to come forward, but the quality is yet inferior, and the receipts thus far have nearly all been taken for export.

Seeds—The market for all varieties of canary remains quiet with prices nominally unchanged. Dutch caraway is weaker, owing to a decline in the primary market, and holders have modified their views. Celery is without new feature. Coriander is in good demand, but prices show no improvement. Russian hemp is slightly firmer. The only change in mustard is a fractional advance in California yellow. Poppy has been marked up.

Spermaceti—Block is easy and nominal. Cakes are quiet but fairly steady.

Sugar of Milk—Is very scarce and firm.

Wax—Recent arrivals of Japan have all been sold, and the market continues firm in tone. Brazil is dull and without new feature or quotable change.

New Wall Paper and Paint Store
G. N. MILLER & BRO.

Successors to
 MILLER & MIDDLETON.

114 Monroe St.,
 Grand Rapids.

William Reid **Paints, Oils, Brushes, Varnishes, Etc.**

JOBBER OF

PLATE and WINDOW GLASS.

26-28 Louis St.

GRAND RAPIDS, MICH.



Window Washers

Easy to handle, durable and just the thing for store windows. Good bristles, good material all through.

Send for catalogue.

Michigan Brush Co.,

Grand Rapids, Mich.



Grand Rapids ...Brush Co.

MANUFACTURERS OF

BRUSHES

Our Goods are sold by all Michigan Jobbing Houses.

GRAND RAPIDS, MICH.

Fire Proof Aspalht Paint and Varnish.....

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



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

The = Best = Seller = in = the = Market

Retail Prices:

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

A Combined Cleaner, Polish and Disinfectant.

The Only One.

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

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



GYP S I N E

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.

PECK'S HEADACHE..... POWDERS

Pay the Best Profit. Order from your jobber

WHOLESALE PRICE CURRENT.

Advanced—Insect Powder.

Declined—Turpentine.

Table listing various commodities such as Aceticum, Benzoinum, and others, with their respective prices and units.

Table listing various commodities such as Morphia, Sinapis, and others, with their respective prices and units.

HAZELTINE & PERKINS DRUG CO. Importers and Jobbers of DRUGS = CHEMICALS AND PATENT MEDICINES. Dealers in PAINTS, OILS AND VARNISHES. Full line of staple druggists' sundries. We are sole proprietors of Weatherly's Michigan Catarrh Remedy. We have in stock and offer a full line of Whiskies, Brandies, Gins, Wines and Rums. We sell Liquors for medicinal purposes only. We give our personal attention to mail orders and guarantee satisfaction. All orders shipped and invoiced the same day we receive them. Send a trial order. HAZELTINE & PERKINS DRUG CO. GRAND RAPIDS, MICH.

GOTHAM GOSSIP.

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

Special Correspondence.

New York, Feb. 8—Grand Rapids is to be congratulated upon the appointment of Ex-Mayor Uhl as Ambassador to Germany. Without exception our newspapers are full of praise, and we feel that America will be represented with honor and dignity at the German capital.

The success of the Government loan has given business men here a new lease of life. They all anticipate a quick and thorough revival in all lines and grocery jobbers are already laying plans for a rush during the next six months. May they meet with no disappointment!

Of all grocery staples coffee is, seemingly, taking the biggest tumble, and Fair Rio No. 7 is now quotable no higher than 13c. The demand during the week has been only of an average character and accumulations here are so ample that, unless something unexpected happens, we are not likely to see any lower prices. Crops are certainly growing larger all the time, new fields are coming in bearing, and we are entering upon an era of low-priced coffee. There are afloat 502,786 bags; last year, same time, 475,168 bags; total stock in United States, 362,786 bags. Mild sorts are steady. Java, 21@22c; Padang interior, 25½@26c.

Raw sugar has remained firm, with the demand light. Muscovados, 89 deg. test, 3½c. Granulated has ruled rather quiet during the week and orders coming in have been neither large nor numerous. Steady at 4½@5c.

Teas have shown no change. Ceylons and Indias have been in fair request and some call has existed for the very best grades of China and Japan, but the main transactions have been, as usual, of low-grade trash.

Rice is firm and the demand keeps up well. Prices are steady and full rates are obtained. Advices from primary points are encouraging. There has been no change in quotations.

Canned goods are dull and scarcely an article seems to be selling at a rate showing a profit to anybody save the consumer. When the latter can purchase a good brand of tomatoes for 7c, he is certainly better off than the packer. Evaporated fruits move slowly, but one style, put up in ½ and 1 lb. pkgs.—apples and raspberries—is creating a demand, and the wonder is we have not seen this style package on the market before.

Fresh fruits are selling in an ordinary way and at rather low prices. California oranges cause considerable dissatisfaction, as there is too large a proportion n. g.

The bean market is weak and holders are evidently rather anxious to sell. Nice marrows have sold for \$1.35. Mediums are selling at \$1.25 and pea at \$1.22½. Little doing in an export way.

Butter is rather firmer and the receipts have been well cleaned up. Quotations for best Western creamery, 18@19c.

Cheese is in moderate request and is firmly held at latest change in rates. Full cream, State, 7¼@10¼c.

Eggs are steady and unchanged. Nearby stock will not bring over 15c. Western, 13½@14c.

Spices show no change, but there is a more confident tone to the market, and holders hope for better prices.

Outsiders probably marvel at the damage done here by even small fires. The reason is that the stuff here is so burn. Everything is compact. Every inch of space in the great buildings is filled with articles of value. Where a whole building in a smaller city may be used to store goods worth \$100,000, here less than a single floor may hold a million dollars in merchandise. A few days ago \$35,000 worth of toilet brushes and whisk brooms went up in a blaze within sight of the dispatch bureau, while the loss on the building was placed at only \$10,000. Room is more valuable than time here.

PRODUCE MARKET.

Applee—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 receipts are light and stocks here would not be considered large if an ordinary demand was in force. There is no doubt that the consumption of beans is lighter than usual, brought about probably by the low price of cereals, etc.

Butter—The market continues dull and featureless. Fancy dairy brings 13c but good choice commands 10@12c. Creamery shares the depressed feeling, having sold as low as 10c.

Beets—25c per bu.
Cabbage—\$2@3 per 100 and dull at that.

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 13c.

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 farmers are anxious to sell and large shipments have been made to Southern markets during the past two weeks, with the result that most of the markets are glutted. Greenville and other northern buying points are taking in stock on the basis of 10@12c, which necessitates the buyers handling shipments on a margin of 1@2c per bu., which is altogether too small to enable him to recoup himself on a loss, in the event of any bad luck. Michigan dealers are scouring the South in hopes of finding an outlet, but so far without success. Dealers should use great care in making consignments, as the precarious condition of the market precludes the dealer incurring the risk of loss, unless he is well able to stand it. An Emmet county merchant recently consigned a carload of potatoes to a Grand Rapids wholesale grocery house, which brought 4c per bu. and freight.

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.

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

OYSTERS
Old Reliable
ANCHOR BRAND

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

Seasonable Goods

Sweet Potatoes, Apples, Cranberries, Celery, Malaga Grapes, Bananas, Figs, Pop Corn, Chestnuts.
—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.

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.

Use Tradesman Coupon Books and Avoid Loss

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.**

Bicycles

PROSPECTS OF BICYCLE SALES.

Written for the TRADESMAN.

The continued growth of the bicycle idea, considering the magnitude it has attained, is becoming a matter of wonder. The increase in the use of wheels has been by geometrical ratio for a considerable time—doubling each year. This year, the term of the progression passes the million, involving an output which would seem sufficient to stagger the confidence of dealers, especially considering the stringency of the times. The movement has certainly reached a magnitude which effectually takes it out of the category of fads or crazes.

And not only is this vast number of wheels being put upon the market, but in the manufacture the standard of quality is higher than ever before. The attainment of mechanical exactness sufficient to make the wheel possible is a matter of recent date; but the knowledge has spread with wonderful rapidity. The application of machinery and of methods of manufacture developed by experience has also greatly contributed to raise the grade, until now the lower priced wheels are rivals of the best of those made a short time ago, while the "high grades" approach perfection very closely. This degree of excellence, both as to quality of labor and appliances, has been attained at tremendous cost. The consequence is that this vast output comes into the market without reduction in price.

The temerity of the manufacturers in pushing their production to such a tremendous extent, involving so great an outlay in machinery and plant, of coming into a market under conditions of general depression, would seem almost foolhardy. It is, therefore, with considerable interest that the opening of the season is watched.

The preparation for selling has been in proportion to the magnitude of the industry. The number of agencies has greatly increased, largely the result of the work of the army of travelers from the manufactories, which has been getting in effectual work all the winter and earlier. Of course, the success in this line has been the warrant for urging the continued output.

Locally, the indications are all that the most sanguine could expect. The season has already commenced and the spring advertising is beginning. Wholesalers are "head over heels" with business and can hardly fill orders fast enough. It would look as though every wheelman had been a missionary in the cause and that each had made one or two converts at least. Everybody is talking "wheel" and the number of the new votaries who say they will buy this spring is an assurance that the confidence of the manufacturers has not been misplaced. It is fair to presume that the indications here are a just criterion for the rest of the country.

The experience of last season demonstrated, more than ever before, the value of the wheel, especially as to its sanitary effects. The great number benefited by its use have afforded it the best testimonials. Some criticism continued during the season on account of the alleged injurious saddles, but this is effectually disarmed this year by the invention and introduction of several improved seats which are free from the objectionable features of the old ones. Then, many are persuaded of its economic value as a means of transporta-

tion, on account of its cheapness and facility of use and the rapidity with which it does its work. A considerable number have hesitated about buying, on account of an idea that the price is too high and they have waited for a decline. Many such are tired of waiting and are making preparations to meet the expense as soon as spring opens. As the indications appear now, it would seem that the manufacturers have known what they were about, and that the bicycle boom will continue for a considerable time longer before the market is overstocked.

NATE.

Another Bicycle Factory in the Field.

In presenting its review of the bicycle industry of Grand Rapids, several weeks ago, the Tradesman unintentionally omitted the Peninsular Machine Co., which expects to turn out 1,000 Garland wheels during the present season. This company is fortunate in having as its mechanical manager Matthew Lund, who received his education in the technical schools of Denmark and is conceded to be one of the finest mechanics in the city.

It seems as if before long that there would be a good field in every city for bicycle cleaning stands, or at least for boys who have a desire to make a little money and become known as capable of cleaning bicycles in good shape. Even if such a place as a bicycle stand were not available, if it were known that boys could be procured at certain places who would call when requested and clean a bicycle properly for a fixed price, it seems as if they would be in great demand. If this were the case, there would be a good many more bicycles cleaned than now. The wheels would last longer and of course be more valuable. Notwithstanding the fact that people may intend to clean their wheels, it is often neglected and put off, when, if there were a boy around whom they knew would do it for them for ten or fifteen cents, their wheels would always look as good as new. This seems like a good opening for enterprising boys and there ought to be money in it for them.

Some of the rules which cyclists should observe while riding cannot be too often repeated, as their observance is essential to prevent accident. The rider should never gaze at his feet when riding, for the reason that he hardly appreciates the rate of speed at which he is going, and would not unlikely run into some obstruction before he knew it, and perhaps receive a serious injury. It is proper, when passing a team, foot passenger or any one whom he might meet on the road, always to keep to the right; or, if they are going the same way he is, to pass them on the left. It is no more than right, when meeting a horse that appears to be frightened, that the rider should dismount. These few courtesies are appreciated by everyone, and will not only gain respect for wheelmen, but will make the sport more popular than ever.

Never, as a class, does the commercial traveler command the rear guard of any undertaking to which he devotes himself, for he is, both by nature and profession, a swift and dashing leader, and in all enterprises having in view the physical well-being of humanity, or the mechanical and artistic conveniences of social and business life, he leads the vanguard.

Monarch

King of Bicycles

As near perfect as the finest equipped bicycle factory in the world can produce—the acme of bicycle construction.



FOUR STYLES,
\$80.

and
\$100.

FOUR STYLES.
\$80.

and
\$100.

If anything cheaper will suit you, the best of lower-priced wheels is **Defiance**; eight styles for adults and children, \$75, \$60, \$50, and \$40, fully guaranteed. Send for Monarch book.

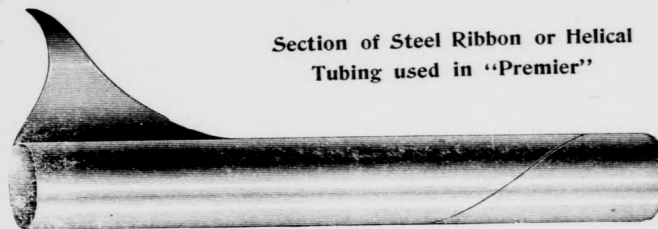
Monarch Cycle Mfg. Co.,

Lake, Halsted and Fulton Sts., - - - CHICAGO.

GEO. HILSENDEGEN, Agent for Michigan,
310 Woodward Ave., Detroit.
ADAMS & HART, Agents,
Grand Rapids.

"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.

LESSON OF THE BOND SALE.

It is curious to what an extent the rejoicing over the results of the recent bond sale was carried. To hear the comments on the favorable outcome one would think there had been a general misgiving as to whether the Government had sufficient credit to float an issue of bonds at home, and that the outcome is an unexpected and triumphant vindication of domestic financial integrity. There may be some reason for rejoicing that there has been an opportunity given for such a vindication of the National resources, on account of its reassurance to the timid as to the policy of the fiscal management of the Government, which is thus beneficial in its effects on speculative and industrial values; but it bespeaks a low degree of commercial intelligence that it should be seriously considered necessary as a vindication of credit.

It is, of course, gratifying and reassuring that so favorable and hearty a response should be forthcoming, but the significance of the vast amount offered is not wholly a favorable indication as to the business condition of the country. That such a sum is seeking investment at so low a rate of interest would indicate, what is the fact, that industrial investment is not in a favorable condition. It may be argued that the correct price of the bonds in the markets of the world is the criterion, and that investors were governed by the speculative value, but the nature of the response indicates an immense amount of capital looking for employment. It certainly is an indication that the great need of the country is not so much money for circulation as a healthier condition of industrial enterprise.

The results of the sale will, undoubtedly, be beneficial to business. As long as it was pending, it was a source of uncertainty. Speculation was rife as to whether the sale would withdraw so much Treasury gold as to bring to pass the realization of the indefinite financial bugbear which seems to be so constantly imminent. Every time a crisis of this kind is passed with little if any disturbance, it is a reassurance which tends to increase public confidence. When it becomes generally learned that the worst that can happen is a variation in exchange rates—that the Government keeps the gold in its Treasury because it is willing to pay more for it than others will pay to take it away—there will be much less of this disquieting apprehension of something terrible to happen which in some way will compromise the credit of the country and bring commercial disaster.

The Grain Market.

There was quite a change in the wheat market during the week from the previous week. It lacked strength and dragged along slowly without much animation, closing on Saturday where it opened on Monday. While there was plenty of news of an encouraging character, yet the large amount received in the Northwest had a depressing influence. The exports were larger than during the corresponding week last year by 900,000 bushels, but this seemed to have no effect in advancing prices. Winter wheat is as scarce as ever and prices must be advanced considerably before they will tempt holders of wheat to part with it. However, when there are only 310,000 bushels—against 1,573,000 bushels at the corresponding time last year—in Detroit elevators, it demonstrates conclusively that the price of

wheat will be elevated sooner or later on the present crop.

Corn and oats remained, as usual, passive, as the large amount of both cereals keeps prices down and nothing can raise prices on either, unless it be a crop failure.

The receipts of wheat have been quite large, owing to the large cars received, many of them containing 1,000 bushels each. Receipts were: wheat, 57 cars; oats, 5 cars and 3 cars of corn. The receipts of corn were very small, owing to the fact that our home product was very large and many stations where corn was imported last year have corn to offer of their own.

C. G. A. VOIGT.

Flour and Feed.

Another week of seesaw markets, with wheat closing practically unchanged over closing prices of a week ago. The reluctance of large flour buyers to take hold at the recent advance in price is wearing away, as the situation becomes better understood and the actual scarcity of winter wheat becomes apparent. Good sales have been made by the local mills during the past week and all are running steadily. While exporters are not buying flour quite as freely, the mills of the Northwest are running strong and booking a larger number of small orders, scattered all over the country.

The recent advance being so well held is indicative of a very strong market, and a further advance of from 20¢ to 25¢ per barrel for flour would not be at all surprising under existing circumstances.

Corn and oats range higher again for the week and feed values are now from 25¢ to 50¢ per ton higher.

WM. N. ROWE.

The Tenth Annual.

Traverse City, Feb. 11—The tenth annual banquet of the Business Men's Association will be held on the evening of Feb. 12, at City opera hall. President Milliken will act as toastmaster and responses will be made as follows:

Our Association; its place in the community—Thos. T. Bates.

Our City; its growth and future—Hon. Perry Hannah.

Good Roads—C. L. Whitney.

The Ladies—Prof. C. T. Grawn.

The Interests of Traverse City from a woman's standpoint—Mrs. M. E. C. Bates.

Trade Interests—H. Montague.

The Interests of Traverse City from a manufacturer's standpoint—H. S. Hull.

Relations of the Press to the City—J. W. Hannen.

Fourth of July Celebration—E. W. Hastings.

A recent lecturer on technical education attributes the increase in manufactures in Switzerland and Germany, while there has been a decline in Great Britain, to the fact that for half a century those countries have been perfecting their systems of industrial education. It is a remarkable fact that Switzerland, without coal, iron or navigable rivers, exports manufactures to a larger value per head than England.

The New York Legislature has passed a bill excluding all the insurance companies of any foreign country which discriminates against any of the companies of the State in good standing with the insurance authorities and complying with all reasonable requirements of such foreign country. This action is in retaliation against unjust discriminations of the Prussian government.

Obligations of Debtors.

From the N. Y. Shipping List.

The Court of Appeals has sustained the long-established principle that certain acts of debtors in apparent conformity with law by means of judgments and transfers cannot evade the payment of just debts. The decision was based on a suit entered against a bankrupt firm who had transferred accounts and confessed judgments to relatives, leaving no assets for the creditors. An action was brought in the Supreme Court to set aside the transfers and judgments which were intended to get the property beyond the reach of creditors. The Court declared the transactions unlawful and ordered all the parties to account to a receiver for the property and proceeds. Not being satisfied with this decision, the defendants appealed to the General Term, only to have it affirmed, whereupon an appeal was taken to the Court of Appeals. Defense argued that the facts did not prove fraud, that the firm had a right to prefer creditors among relatives, and that the latter could do with the property as they pleased. Plaintiffs insisted that power could not be used in making preferences to dispose of assets and cover them up to prevent creditors from reaching them, and that the whole transaction indicated a scheme to defraud. The Court of Appeals entertained the same opinion, as the original decision was sustained, and a receiver will now see that the rights of bona-fide creditors are protected.

Every trade has to contend with cases of this character, but in many instances the amounts involved are so scattered that creditors would rather lose the claims than experience annoying court proceedings. There is daily evidence that the right of bankrupts to name preferred creditors is abused with criminal intent. Another method of defrauding creditors is to reorganize the business and have it under the nominal control and ownership of parties who have no interest in debts contracted previously by the individual in charge, in his own name.

What honest debtors and creditors demand is a national bankruptcy law, with uniform provisions recognized in all the States. The Torrey bill gives satisfaction. Congress is fully aware of this fact and should pass it.

The Commercial Value of Kisses.

The actual value of a kiss is one of the most difficult things in the world to determine. The market value is very irregular and fluctuating, and it all depends on the kisser and the kissee. Men have been known to declare that they would give the world for a kiss; but this was probably when they were dealing in futures, and did not expect to be called on to make their margin good. Occasionally a jury has to decide in cold blood what a kiss was worth to another person. Such a case has just been tried in St. Paul. A prominent society man kissed a lady, and her husband brought suit for damages. It was proven in the trial that he had kissed her 2,000 times, and the jury, upon reflection and after taking into consideration the appearance of the lady, decided that the kisses were worth 75 cents apiece, and so assessed them to the defendant. It seemed cheap enough. A kiss that isn't worth that much should be given away, or put on a bargain counter at cut rates. At any rate, with the new woman running things, it is not clear that the husband had a right to profit through this appropriation of community property by a moral party.

"Have you ever noticed the liking red-haired men have for blue neckties?" asked a Broadway haberdasher the other day. "Almost every red-haired man who comes in here buys a light-blue necktie or one with blue of some shade in it. The combination of colors does not appeal to the artistic sense of other persons, but red-haired persons invariably are fond of it. If you notice the average red-haired woman, too, you will find her wearing a bow or ribbon of blue."

WANTS COLUMN.

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

BUSINESS CHANCES.

WANTED—LOCATION FOR DRUG STORE
Address Druggist, care Michigan Tradesman. 958

FOR SALE. CHEAP—THREE GREEN houses, 3,100 feet of glass, first-class steam heat, five room cottage, lot, 9x19—a bargain. Must sell at once. Wm. G. White, Ovid, Mich. 957

TO EXCHANGE—55-ACRE FRUIT FARM near the city for merchandise in good town. Address L. & Son, 62 Hermitage building, Grand Rapids, Mich. 956

WANTED TO EXCHANGE—PART CITY property toward a small stock of general merchandise. E. J. Horton, Room 1, Houseman block, Grand Rapids. 955

WANTED TO EXCHANGE STORE BUILDING in one of the best towns in Michigan for small drug stock. Will pay part cash. Address No. 954, care Michigan Tradesman. 954

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 LIVERY 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 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—25 ACRE FARM, 100 acres improved; or will exchange for good city property. G. H. Kirtland, 1151 So. Division street, Grand Rapids, Mich. 941

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

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

FOR SALE—STAPLE AND FANCY GROCERY stock, including about \$1,400, located in fine 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, 24x5. Poor health reason for selling. Address, J. Clark, care Michigan Tradesman. 888

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

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 door, 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

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