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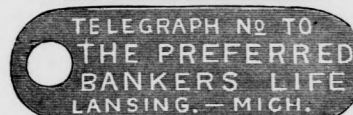
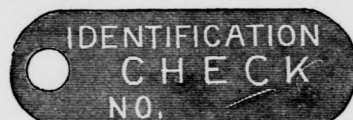
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Can save exchange by keeping their Bank accounts in Grand Rapids, as Grand Rapids checks are par in all markets. The

State Bank of Michigan

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

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Save Trouble
Save Losses
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TRADESMAN COUPONS

NO CAUSE FOR ALARM.

Limitation of Population No Longer Necessary.

It was about the beginning of the present century when Thomas Robert Malthus startled the world with his theory that the population of the earth was increasing at a rate so enormous that it would finally become impossible to feed the swarming millions, many of whom would die of starvation, while other terrible miseries would be entailed on the human race by that state of affairs.

The theory of Malthus was based on the fact that, by the introduction of improved methods of public and private hygiene, the dreadful plagues of pestilence which were accustomed in former ages and up to a very recent period to devastate and destroy the populations of the nations had ceased their ravages; and the increasing disposition to avoid destructive wars was having the effect greatly to multiply the growth of population. At the same time, the exhaustion of the productive qualities of the soil, by long periods of successive cultivation, would produce a constantly decreasing food supply, until finally starvation would carry off myriads of human wretches from the planet, which would all the time be losing its ability to support human life.

If Malthus had lived to the present time, he would long ago have realized that modern chemistry has revealed to man the cheap and simple methods of renovating and re-fertilizing worn-out lands, and this same chemistry, with real magic powers, has taught the art of converting many once waste products and formerly worthless articles into material capable of nourishing animal life in a high state of excellence. All articles of food are definite compounds of oxygen, hydrogen, carbon and nitrogen, and these may be extracted from the crudest substances, even from barren rocks and sterile earths. If chemistry has not yet attained perfection in the production of food material, it has at least made much progress and promises vastly more.

But it is entirely premature to suppose that war has been banished from the methods of men for the settling of the affairs of nations, while the grisly terrors of disease and pestilence still haunt a race of creatures doomed to death. But, to show how useless is any alarm lest the population of the planet will outgrow its capabilities for our support, it is only necessary to observe the actual facts of the increase of population.

The United States, populated by a combination of the most vigorous races of men upon the face of the earth, and constantly receiving great accessions of immigration from abroad, and necessarily must show the most rapid increase of population of any nation on the globe, has not shown a regular rate of progress; but, on the contrary, there is a decrease in later growth. From 1800 to 1860 the growth of population was about 3½ per cent. a year. From 1860 to 1870, a decade which includes the great civil war, the rate of increase fell

to about 2¼ per cent. a year. From 1870 to 1880 it was 3 per cent. and from 1880 to 1890 it was 2½ per cent. a year.

That there is a growing decrease in the rate of population of this new and rich country is evident enough, and, of course, there is a reason for it. That reason is complex in its nature; that is, it depends on a combination of causes, but chiefly it grows out of the increase of wealth in the hands of a few, and the increasing anxiety on the part of the masses that they are getting correspondingly poorer. Children are an embarrassment to rich people who wish to spend their lives in enjoyment. They are a great trouble to poor people who are unwilling to take the burden of them. Hence the birth rate decreases and the growth of population falls off.

The decline of the increase of population is seen in the census returns of the United States. It is fully as marked in the principal countries of Europe. M. G. Mulhall, the eminent British statistician, in the February number of the North American Review, quotes statistics of seven principal countries of Europe, extending through a period of fifty-two years, showing a marked decrease in their birth rate. Another fact in this connection is that there are fewer marriages in proportion to the population. The marriage rate has decreased faster than the birth rate.

Thus it is seen that the extremely rapid growth of population feared and foretold by Malthus has not taken place, nor does there seem to be any danger of it. If the increase of population in the United States had kept up since 1860 at the rate which prevailed before that time, the total population in 1870 would have been 42,448,000, instead of 38,558,000, and in 1880 it would have been 57,304,000, instead of 50,155,000. In 1890 it would have been 77,360,000, instead of 62,622,000. At the same rate the population in 1900 should be 105,436,000, and in 1910 it should be 142,337,000. But, basing calculations on the actual rate of recent increase, Mulhall predicts for 1900 that the population will be 75,100,000, and for 1910, 90,000,000.

Mulhall estimates that the area of the United States, excluding Alaska, is 3,000,000 square miles, and, allowing 71 inhabitants to the square mile, the country could support 210,000,000 people, while Canada, Brazil and the other South and Central American countries, and Australia, are all large regions capable of supporting many millions of people, so that, under all the circumstances, it will be a long time before the world can be overpopulated.

FRANK STOWELL.

Lower Pressure of Gas.

The rock pressure of natural gas in the Indiana fields has decreased 95 pounds since the first discovery nine years ago. From this and other indications it is predicted that the supply will be eventually exhausted. Should this prediction be realized there will need to be a readjustment of the industrial conditions in the localities built up by the advantage of free fuel supply.

WEYLER IN CUBA.

The new general of the Spanish armies in Cuba is making great preparations for decisive movements against the insurgents, in which he proposes to fight more important battles than have yet distinguished the war. Just how he is to prevent the rebels from keeping out of his way, as they did out of that of his predecessor, remains to be demonstrated. The tendency of his first proclamations regulating the use of military passes, closing all business places in the insurgent districts and subjecting all prisoners taken in action to summary trial and punishment by court-martial, especially the last, will be to put a premium on keeping out of his way. By the terms of the last proclamation it is left discretionary with the captors whether to execute the death sentence before reporting to headquarters, depending on the character of the offenses of the culprits.

These measures are in keeping with the avowed policy of the change of leaders, and they can hardly fail, in spite of the keep-out-of-the-way policy of the rebels, to bring matters to some kind of a termination soon. It will be strange if these harsh measures do not provoke a manifestation of the sympathy felt by all the liberty loving nations which will have material influence on the final outcome.

It is to be hoped that sufficient effort will be made before operations are hindered by the hot season to determine the probabilities of the final outcome.

The statement in last week's paper, to the effect that the Board of Trade had petitioned the Council for the necessary authority to hold a special election for the purpose of voting on the proposition to bond the city for \$150,000, to begin the work of making Grand River navigable between this city and Grand Haven, was premature. The recommendation was made by the Committee on River Improvement, but, after a somewhat full discussion on the subject by the directors, it was laid on the table for further consideration and action. The Tradesman is informed by a director of the Board that the proposition will not, probably, receive the recommendation of the Board, for the reason that the bonded indebtedness of the city is already larger than it should be.

An edict has been promulgated by the local musicians' union requiring that all members shall have their "working cards" displayed in a prominent place whenever they are engaged at their work. Failing to comply with this requirement will be taken as evidence that the delinquent is not subject to the authority of the union—in other words, that he is a free American citizen who scorns the yoke of tyranny and declines to pay tribute to the walking delegate, the saloon and the brothel.

The report is made that of the 3,434 steamers passing the Suez Canal, only four carried the United States flag.

One of the most damaging forms of deception is when one deceives himself.

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Dorchester, Mass., U.S.A.

The oldest and largest manufacturers of
PURE, HIGH GRADE

Cocoas and Chocolates



On this Continent. No chemicals are used in their manufacture.
Their Breakfast Cocoa is absolutely pure, delicious, nutritious, and
costs less than one cent a cup.

Their Premium No. 1 Chocolate is the best plain chocolate in the
market for family use.

Their German Sweet Chocolate is good to eat and good to drink.
It is palatable, nutritious and healthful; a great favorite with children.
Consumers should ask for and be sure that they get the Genuine

Walter Baker & Co.'s Goods

Made at Dorchester, Mass., U.S.A.

REVEALING THE UNKNOWN.

Simple Description of a Wonderful Discovery.

A discovery which promises to be one of the most important ever made in even this wonderful age of discovery and invention is that of a method of making photographs of objects hidden in opaque coverings.

This remarkable contribution to practical science was the work of Prof. Roentgen, of the University of Wurzburg, Bavaria, who startled the scientific world by his claim of ability to furnish a photographic print of the metallic money lying within a stout leather purse. He had succeeded in picturing the exact size of a gold or silver coin which had been inadvertently swallowed and lay in the stomach of the unconscious swallower. He asserted his ability to locate the position of a bullet which had been fired into the tissues of the human body, or into a block of wood.

It is given out that if two well-nourished living people be seated side by side, and the Roentgen camera be focused on one of them, the resultant print shows a sheer skeleton seated beside a living, breathing human being. A human hand held up in the confluence of these wonderful rays tells of nothing but skeleton bones in the photograph. A heavy iron weight was placed inside of a box made of two-inch plank. The photograph pictured the weight alone, with a vague, shadowy mist—of wood—around it. The light has even penetrated at least one inorganic substance, having been sent through plates of aluminum an inch thick as clearly as if the substance had been glass.

Such were the astonishing announcements that were put forth concerning this wonderful photography, and, as the discoverer freely gave out the methods by which such remarkable results had been attained, scientists in all parts of Europe and American were not slow to commence experiments, and although it has been but a short time since the first discovery was made known, experimenters everywhere have confirmed to a large extent the claims of the inventor. Possibly his claims have been in some respects exaggerated; but that he has made a discovery of enormous value is not to be doubted, and that it will be developed in many ways will be conceded by all who know the enterprising spirit of this progressive age.

The practical value of such a discovery cannot be overestimated. In medicine and surgery it will do away with vivisection altogether. It will make it possible to take a reliable picture of any part of the animal body in the very midst of its performances of physiological functions—of the stomach digesting food, of the lungs breathing, of the heart pumping blood, of the liver secreting bile. A man who has heart disease can have a photograph of his heart taken and show it to his physician when asking advice as to the proper treatment to be employed.

By this means the internal defects of any metal work can be ascertained, and many hidden things made manifest, and some of the sanguine dreamers believe that pictures can be taken through untold depths of salt water of ocean bottoms, with their mountains and valleys and strange debris of wrecks and uncouth skeletons of monsters long dead, and new sea fauna and flora. Gold and diamonds can be accurately located in mines, the denser objects always show-

ing in bolder relief and more distinct outline than those of looser texture.

There is here no attempt to explain the details of this wonderful discovery in photography. It is based on the ability to couple or combine rays of light and heat with an electric current, and is another step into the field of science which was first opened by the invention of the telephone.

Sound travels through the air at the average rate of 1,100 feet a second, while electricity moves at an assumed rate of 180,000 miles a second. By means of the telephone, the sluggish sound wave was made to catch on to the swift electric current and to travel with it. Now, by the Roentgen method, light, which can only penetrate transparent substances, is forced to catch on to an electric current which can penetrate anywhere and anything under certain conditions, and then record its impressions upon the sensitized plate of the photographer. Thus Roentgen has made an enormous advance into the field first opened by the Bell telephone. Who shall set limits to the progress and power of electric discovery? Electricity is, as it were, an emanation of divine power, possessing all the capabilities of life and death, and of discovering all that is hidden, and of recording it in lights that never pale and with voices (of the phonograph) that are never wholly silenced.

The method of photographing through opaque bodies is thus briefly given: The light is thrown upon the object to be photographed by means of one of Crooke's tubes. This is an air-tight tube, or vacuum, through which a current of induced electricity passes. The rays from the light generated by this current are of sufficient intensity to penetrate all organic substance.

The Crooke's tube is arranged just like the lens in an ordinary camera; the induction coil—the wire through which the electricity flows—runs from a small storage battery arranged in the camera itself, and not at the rear of the tube. A heavy cloth is thrown over the end of the tube, whose heat rays are focused. This covering is arranged in such a way as to clearly define the tube's end. The operator is thus enabled to focus the rays. The photograph is taken through this heavy cloth, and also through the more or less dense covering of the actual object whose picture is desired.

Thus it is that "There is nothing covered that shall not be revealed, and hid that shall not be known."

RADIX.

He Took It Out in Trade.

Rev. T. F. Clarke, formerly pastor of one of the Methodist Episcopal churches in Syracuse, and now pastor of an independent church in Brooklyn, was noted for his success with the poorer churches in country districts. He always succeeded in getting the full amount of his salary, being content to take the same in cash or products, as his congregation might elect. He was located one year at Bridgeport, Madison county, on one of the poorest charges of the district. At the close of his first sermon to the Bridgeport church, he said: "Now, brethren and sisters, I know you have not much money to pay your pastor, but I think we will get along all right. You who cannot pay cash can pay in potatoes or cheese or butter or hay. Pay in anything you raise on your farm except two things—dried apples and brooms. The last charge I had stocked me up with enough of them to last ten years. Remember I draw the line at dried apples and brooms."

Value of the Cyclometer.

Any good cyclometer can be depended on to give an accurate record of the distance traveled. When one uses a cyclometer for the first time he is likely to think that its record for a mile, for instance, should exactly agree with the mileposts along the road on which he may be traveling; but it does not, and he begins to suspect that there is something wrong with the little machine that he has attached to the axle of his front wheel. There are two or three things to be borne in mind: The first is that on most roads the mileposts, so-called, are not put down accurately. As an engineer remarked, in talking on the subject: "I've done that sort of work myself, and I know how it is done. One of the things aimed at is to put the milestone at a corner every time, if possible, and so they are often several rods out of the way. It is safe always to take the cyclometer in preference to the mileposts, for it is constructed on scientific principles, and is bound to be accurate." The cyclometer will invariably register more than the distance between the posts, because it is almost impossible for him to ride in a straight line, even if he has the road all to himself. Every time he runs across the road, every time he makes a little swerve to the right or the left, he is adding to the distance traveled, and it is all recorded by the cyclometer.

A little observation will show, too,

that the front wheel of a bicycle travels further than the rear one, and hence, if a cyclometer could be attached to the rear wheel, its record of distance covered would be somewhat more close to the truth. Besides, every time the bicycle is taken in or out of the house or store-room, the record is being added to; only a trifle, to be sure, but still enough to amount to something in the course of a whole season. A wheelman using a cyclometer cannot, of course, allow anyone else to ride his machine, if he desires to keep his record accurately; but some of the cyclometers are so arranged that it requires very little trouble to adjust them so that they will not register, without, however, having to remove them from the wheel.

A Difference of Opinion.

Some merchants make it a rule not to retain the services of clerks for a long time. They contend that when a clerk feels sure of a permanent position he is apt to lose his efficiency. Consequently, no inducement for a steady position is held forth. While there may be clerks who would become indifferent and fall away from usefulness on account of the assurance of steady work, their number is certainly limited. On the contrary, the chance for a permanent position is just the incentive a right-minded, ambitious young man needs, and it may be set down as a certainty that, where the feeling exists that his services may be dispensed with any day or week, a clerk is not going to put forth his best efforts.

Cathode Rays

Reveal the human brain
—if the skull contains the
article. *

THE BRAINY MERCHANT *

Knows that in Economy of conducting a store,
preventing Losses, avoidance of annoyance,*
both to himself and customer, the

TRADESMAN
COUPON BOOKS

Acknowledge no superior. They are handsome in form, absolutely accurate in amount,* and perfect in manufacture.* We shall be glad to send samples and prices to any place in the World.*

Tradesman Company, *****
Coupon Manufacturers, Grand Rapids *

Around the State

Movements of Merchants.

Cheboygan—Jos. Kessler succeeds Kessler Bros. in the grocery business.

Judd's Corners—Harry F. Brown succeeds Brown & Boman in general trade.

Gustin—Milton Hill, general dealer at Killmaster, has removed to this place.

Sturgis—J. W. Blood has purchased the grocery business of Joseph Schweder.

Big Rapids—Ward & Co. have purchased the meat business of Wm. Hangstorfer.

Camden—John B. Alward, of C. B. Alward & Co., druggists and grocers, is dead.

Frankfort—E. A. Gardner has purchased the grocery business of H. R. Grostein.

Detroit—Bowman & Cameron, harness dealers, have dissolved, Lewis Cameron succeeding.

Saginaw (W. S.)—F. W. Blodgett has purchased the stock of the Thompson Hardware Co.

Brooklyn—Edwin J. Ennis has purchased the general stock of Palmer, Coulson & Co.

Stanton—Yover & Chebb succeed Hans Peterson in the agricultural implement business.

West Bay City—Miss Martha Dunn succeeds D. S. Dunn in the bazaar and notion business.

Lake City—Winter & Almes, hardware dealers, have dissolved, Winter & Bielby succeeding.

Pontiac—J. S. Stockwell has sold his stock of dry goods and cloaks to Waite Bros., Robertson & Co.

Saranac—Fred J. Young has sold his hardware and agricultural implement business to Abner Alberts.

Alpena—Greenbaum Bros. succeed Samuel A. Greenbaum in the clothing and boot and shoe business.

Saginaw—Seeley, Griggs & Parsons, clothiers, have dissolved, Seeley & Parsons continuing the business.

Bay City—Robt. S. Watson continues the plumbing business formerly conducted by Watson & Tossell.

Kalamazoo—Hartman & Ackley have purchased the grocery business formerly conducted by Dailey & Walsh.

Fremont—Dr. Henry Lever has purchased the stock in the Eagle drug store, so long conducted by J. R. Odell.

Iron River—J. W. Stein & Son succeed Stein Bros. & Co. in the dry goods, clothing and boot and shoe business.

Flint—Bert R. Piper has rented the store recently occupied by J. Powell, shoe dealer, and will remove his stock there.

West Bay City—G. L. Mosher has merged his hardware business into a corporation under the style of the G. L. Mosher Co.

Calumet—The Mechanics' & Miners' Co-operative Association has dissolved the corporation and discontinued the meat business.

Alpena—The firm of Fontaine & Beaulieu, shoe merchants, has been dissolved by mutual agreement, Mr. Fontaine retiring.

Clio—Wolohan & Deyo, hardware and agricultural implement dealers, have dissolved. The business will be continued by B. W. Deyo.

Shelby—Geo. Eddy and Dr. Stringham have given up the drug business here and moved their stock and fixtures to Ferry. Four drug stores are at least one too many for a town the size of Shelby.

Bridgeton—R. S. Shifert will close out his general store here as soon as possible and remove to Sherwood, where he will re-engage in trade.

Kalamazoo—Geo. H. Raynor has merged his book and stationery business into a stock company under the style of the Geo. H. Raynor Co.

Flint—Palmer & Haskins, late of Georgetown, have started a general merchandise business here. They will carry a boot and shoe department.

Alpena—Samuel and Louis Greenbaum have combined their clothing and shoe stores and will add several new lines, making a department store.

Manistee—E. A. Gardner has purchased the grocery stock of H. R. Grostein, at Frankfort, and the store has been placed in charge of Joseph Goleowski.

Cheboygan—H. Hale Cobb and Harry Freeman have purchased N. W. Lyons & Co.'s stock of stationery, books and periodicals. The new firm will be known as Cobb & Freeman.

Kalamazoo—W. D. Woolworth, formerly of Lincoln, Neb., has rented the store building formerly occupied by the Star Bargain House, and will open a hardware store about Feb. 20.

Kalamazoo—A new shoe store has been started here under the style of Cable & Lee. They have opened at 114 Burdick street. C. W. Lee, the junior member, comes from Cleveland.

Traverse City—Aldrich & Kubeck will shortly remove their clothing stock to Cadillac, where Mr. Aldrich has already purchased a store building admirably adapted for the clothing business.

Detroit—The Paxton-Layton-Williams Co., Limited, has leased the store building at 180 Jefferson avenue and expects to be ready for business about March 15 with a line of men's, boys' and youths' shoes.

Lyons—L. E. Morse, who engaged in the book, stationery and jewelry business here under discouraging circumstances, has steadily increased his trade until he is now compelled to move into a store in the new brick building, adding a complete line of staple groceries.

Manistee—Frank W. White, who has for several years acted as Secretary of the drug house of the A. H. Lyman Co., succeeds the late A. H. Lyman as President of the corporation. The position of Secretary has been filled by the election of T. J. Ramsdell, the well-known banker and business man.

Sheridan—W. J. Gould & Co. have foreclosed their \$3,100 mortgage on the general stock of C. D. Harmon. As the stock inventories about \$1,500, it is probable that the creditors whose mortgages come behind the Gould security will pay off the first mortgage, so as to obtain possession of the stock.

Sault Ste. Marie—The Ferguson Hardware Co. has sold its stock to Cheseborough Bros. F. C. Robbins, formerly manager for P. M. Church & Co., will manage the new concern. A. F. Wixson (Fletcher Hardware Co.) will price the stock in interest of the buyers. The new firm will take possession at once.

Saginaw—The firm of Heavenrich Bros. & Co. has been reorganized. The capital stock of the new firm is \$100,000, all paid in, and the term of existence is thirty years. The stock is divided into 10,000 shares, held as follows: Max Heavenrich, 3,120; Carl Heavenrich, 3,120; Samuel Heavenrich, 2,800; Samuel Heavenrich, trustee, 560; E. L. Griggs, 200; L. A. Bourbonnais, 200.

Traverse City—W. J. Bell has turned his stock of dry goods over to A. A. Stilson, of Detroit, to satisfy a mortgage held by Edson, Moore & Co. The embarrassment of Mr. Bell is largely due to his previous financial difficulty, about a year ago, the depressed times preventing an entire recovery sufficient to satisfy the mortgage.

Saginaw—The Hoyt Dry Goods Co. bid in the Tuomey dry goods stock, which was sold under a chattel mortgage by George A. Corwin, acting as agent for Burnham, Stoepel & Co., of Detroit. The amount paid for it, \$15,250, is about sufficient to satisfy the five chattel mortgages. M. H. Young, acting for Claflin, Young & Company, of Boston, one of the unprotected creditors, has commenced suit in garnishment against Mr. Corwin for \$1,447, the amount of their claim.

Manufacturing Matters.

Clarence—The Clarence Lumber Co. has removed its headquarters to Ithaca.

Vermontville—John P. Hartell succeeds Hartell & Convis in the flouring mill business.

Mt. Pleasant—The Wilcox Furniture Co. succeeds C. P. (Mrs. J. E.) Wilcox at this place.

West Bay City—Geo. Bauer succeeds Bauer & Osterhout in the cigar manufacturing business.

Kalamazoo—Wm. G. Austin, manufacturer of mixed paints, has sold out to Arnold M. Dean.

Mt. Clemens—Paganetti & Egan succeed Brehler & Paganetti in the lumber, lath and shingle business.

Jackson—The Herrick Manufacturing Co., incorporated, succeeds F. A. Herrick & Co. in the manufacture of tool racks.

Benton Harbor—The Spencer & Barnes Co., incorporated, succeeds Spencer & Barnes in the manufacture of furniture at this place.

Bay City—The Smalleys & Woodworth sawmill is running steadily. It is stocked with logs brought down by rail over the Mackinaw division.

South Boardman—J. H. Edmiston, proprietor of the Michigan Handle Works, is succeeded by the Cadillac Woodenware Manufacturing Co., Ltd.

Clare—A copartnership has been formed here under the title of Rhoades & Co., which will at once begin the erection of a large plant for the manufacture of heading.

Detroit—The Williamson & McPhail Manufacturing Co., chemists and manufacturers of perfumes, have merged their business into a stock company under the same style.

Cheboygan—D. C. Pelton has purchased 4,000,000 feet of logs from Hollister, Jewell & Co., of Oshkosh, Wis. The logs are being gotten out in Canada, and will be towed to Cheboygan and manufactured at Pelton & Reid's mill.

Saginaw—C. S. Bliss & Co. started their sawmill last week, having received a number of orders, and the mill will probably run through the winter. The output is all handled by rail, a yard being operated in connection with the mill plant.

Gladwin—A deed has been recorded here by which 18,000 acres of land belonging to the defunct Lansing Lumber Co. is transferred to the First National Bank of Ionia for \$15,000. The deed is the result of foreclosure proceedings. The land is heavily timbered with fine hardwood, which will be sold and manufactured.

Ludington—The Danahers are building a mill and logging road in the Upper Peninsula on a large tract of timber they own and which will come to St. Ignace for shipment. They expect to have the mill in operation the coming season.

Tawas City—Tawas City has secured the St. Louis Hoop & Stave Co., a concern with a capital of \$50,000. This company will erect a plant on the old Hale mill site and will also build a box factory at once. It expects to work 175 hands.

Marquette—Last summer J. C. Fowle, of this city, built at Falls Siding, where the Duluth South Shore and Atlantic Railway crosses the east branch of the Ontonagon River, a shingle, stave and heading mill. This he sold last month to F. H. Begole, who in turn sold it to Wm. Johnston, of Ewen, who will at once move it to a site on the main Ontonagon River and manufacture heading with the idea a little later on of adding hoop machinery.

Bay City—The lumber business looks materially better. Box factory and planing mill firms are receiving more orders than heretofore, and there seems to be a general improvement all along the line. Penoyar Bros., who recently removed here from Au Sable and opened an office, operating a mill now in the Upper Peninsula, at Sheldrake, report having sold 2,500,000 feet of lumber at \$22 straight, and 1,500,000 feet of Norway at an advance of \$2 a thousand more than the stock brought a year ago. This firm predicts a good trade and that prices will advance. They expect to cut 40,000,000 feet of logs this winter.

Manistee—The sawmill men have not settled on prices for the opening of the season, although there is already considerable inquiry for stock for early spring shipment. Those who have hemlock held over think that it will be worth \$6 for short and \$7 for long on dock at Manistee, and that is about the figure at which it will open. Cedar shingles will be about \$1.55 to \$1.65 and pine shingles from \$1.85 to \$2, according to grade. Common pine inch will not vary greatly from last fall's figures, probably \$12 to \$12.50. Pine piece stuff prices we hardly venture to predict this early. Mill culls, both 1 and 2 inch, will be in good demand and bring good figures.

Alpena—F. W. Gilchrist is to engage extensively in the manufacture of hardwood lumber. His mill plant was connected with the northern division of the Detroit & Mackinaw Railroad last week, and he is buying large quantities of hardwood logs on the line of that road, chiefly maple, birch, elm and basswood. This timber will be cut in the Gilchrist mill at Alpena and shipped in the rough to the Gilchrist & Co. planing mill at Cleveland, where it will be worked up into flooring, inside finish and furniture stock. The firm is shipping white maple flooring to Engleland. Mr. Gilchrist is operating two camps near McCormack Lake and will put in 5,000,000 feet of pine, which will be manufactured at Alpena.

Chicago is congratulating herself over the fact that through the operation of the civil service law a policeman recently arrested a couple of aldermen for disorderly conduct on the streets without risk to his position. There is not so much congratulation over the conduct of the aldermen, however.

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

Grand Rapids Gossip

H. M. Reynolds & Son will shortly open an office and warehouse in Detroit.

Graham & Jenks succeed Wm. Graham in the flour and feed business at 705 Madison avenue.

Braam & Wolett have opened a grocery store at 609 South Division street. The Musselman Grocer Co. furnished the stock.

L. E. Morse, dealer in books, stationery and jewelry at Lyons, has added a line of groceries. The Musselman Grocer Co. furnished the stock.

R. S. Brown, cigar and tobacco dealer at 48 Monroe street, and John Callahan, saloonist at 82 North Waterloo street, have merged their business under the style of Brown & Callahan.

Wm. Karreman, formerly engaged in the grocery business at 206 Plainfield avenue, has opened a confectionery and cigar store at the corner of West Division street and Shawmut avenue.

C. M. House has retired from the firm of F. I. Nichols & Co., wholesale dealers in lumber, lath and shingles. The business will be continued under the same style by the remaining partner.

John Faulkner has retired from the lumber business of John Faulkner & Co. The business will be continued by the remaining partners, E. L. Maddox and H. T. Stanton, under the same style as before.

O. D. Steele, Vice-President of the Riverside Yeast Co., who has been spending a few days in Grand Rapids, has decided to change the location of the local depot from 106 Kent street to the Hermitage block, 138 Canal street.

The Valley City Syphon Co. has been organized in this city during the past week. The corporation has a capital stock of \$10,000, divided among four stockholders as follows: Cornelius Crawford, 200 shares; H. B. Fairchild, 200; C. S. Hazeltine, 100; Frank S. Hillhouse (Kalamazoo), 250.

It is reported that the Sligh Furniture Co. will shortly merge its bicycle business into stock company under the style of the Sligh Cycle Co. The new corporation will have a capital stock of \$100,000, all of which will be subscribed and paid in. It is understood that Chas. R. Sligh will retain a controlling interest in the company.

The Grocery Market.

Canned Goods—Buyers are not showing even a casual interest in the offerings, and are displaying no disposition to purchase beyond actual requirements. The entire absence of speculation is shown by the disregard paid to futures. Under ordinary conditions there would now be considerable doing in various kinds of canned goods for future delivery, but the general report about the market is that buyers will not talk of futures at all, and the feeling prevails that there will be comparatively little future business done this season. The demoralized condition of the market is shown especially in tomatoes, although nearly all vegetables are weak and in buyers' favor. Recent failures among packers and the enforced marketing of their stocks have, of course, intensified the weakness. In both tomatoes and corn there is considerable stock to be had at very low prices, but it does not seem to attract buyers at all. The stocks

in the hands of the wholesale grocers are not thought to be excessive, but there has developed so much pressure to sell lately that buyers prefer to wait until they require the goods before placing their orders, particularly for the two leading articles in the vegetable line.

Provisions—The failure of provisions to respond liberally to the bullish sentiment which existed a little while ago has rather discouraged efforts for bull speculation. This, in connection with the dull condition of export business, operated most of the week to a lower range of prices, with the close only showing slight reactions. The receipts of hogs have been moderate, but have exerted but little influence with the restricted movement in the products. The stocks abroad are so large that no immediate improvement in demand is expected from that source. The home distribution is being carried on in a very moderate way, and the general interest does not appear alarmed over any talk of possibilities of the near future.

Bananas—The local market is bare of good shipping stock, as the last car to arrive reached here in an overheated condition and was, practically, worthless. There is little demand from the out-of-town trade, however, as the weather is too cold to warrant taking the chances of damage in transit, and good fruit is too expensive ordered by express.

Lemons—There is no change from the conditions of last week. Arrivals of large quantities continue regular and are selling very low, owing to the fact of the limited demand. The extreme cold weather deters wholesale fruit dealers from buying speculative quantities, and thus importers are compelled to force sales, with low prices as the lever.

Oranges—Are about the only item in the fruit trade which seems to show activity. The frozen stock from California is getting cleaned up and the holders of good fruit are asking better prices, and, in sympathy with them, foreign fruit is being sold at higher prices. At the New York sales last week, Valencia and Messina oranges showed an advance of fully 50 cents per box on sound stock, and the demand was spirited.

Foreign Nuts—Remain unchanged, and the indifferent demand is responsible for the prevailing low prices.

Figs and Dates—Go very slow, even at the low prices which rule. Stock is plenty and the conditions are likely to remain unchanged for some time.

Flour and Feed.

The price of both flour and feed remains, practically, unchanged for the week. The local demand has been good. The city mills are running steadily and have booked some good orders for shipping account. Enquiries are more frequent, and, while no advance has been made, prices are well sustained and the trade is beginning to have more faith in a higher level of values for bread-stuffs.

The consumption of flour is, undoubtedly, increasing, and available supplies diminish with astonishing rapidity, unless steadily replenished. A few years ago good wheat bread was considered a luxury by thousands of people, but for the past three years good wholesome bread is the cheapest article of diet and can be found on the tables of the poor, as well as the rich, in our own favored land.

WM. N. ROWE.

The Grain Market.

Wheat has been heavy during the past week and everything seemed to favor the bears. The large Northwestern receipts, the large offerings from Russia and the Argentine and the moderate exports aided them quite materially. The local millers are paying fully up to the price paid one week ago, while the market in wheat centers has sagged off $1\frac{1}{2}$ @ $1\frac{3}{4}$ c per bushel. The visible failed to show up as much of a decrease as was anticipated, being only about 103,000 bushels, while a decrease of 500,000 to 750,000 bushels was expected, which is another potent bear factor. The longs have only one thing thus far in their favor and that is the abnormally small receipts in the winter wheat belt. Up to the present time Chicago 2 red winter has been used largely in Missouri, Indiana, Ohio and some in Michigan. The railroads have reduced the rates from Chicago to interior points fully $\frac{1}{2}$ c on wheat, so in a short time we may expect to see the winter wheat cleaned out of the Chicago elevators. As soon as this becomes a settled fact, prices, in our opinion, will be elevated. Still, we have often been mistaken and we may be this time. One thing is almost certain and that is these large Northwestern receipts cannot always hold out. It is claimed that Europe will need fully 70,000,000 bushels of our wheat of this crop. If this is a fact, it will certainly cut in on our visible, as we have only about 66,000,000 bushels in sight to-day, 16,250,000 bushels less than at the same time last year.

Corn, as well as oats, remained stationary through the week, closing at the end of the week at about the same point as it opened on Monday. There seems to be no snap to the market on coarse grains.

The receipts were: wheat, 57 cars; corn, 17 cars, and 4 cars of oats. This is rather an unusually large number of cars of corn.

C. G. A. VOIGT.

Purely Personal.

S. G. Ketchum has been confined to his bed for several weeks by reason of a fall on an icy sidewalk.

Wm. Logie (Rindge, Kalmbach & Co.), who has been confined to his house several days by an attack of the grip, is convalescent.

A. B. Hirth and Ed. Krause (Hirth, Krause & Co.) are spending a fortnight in the Eastern cities, selecting stock for the fall trade.

C. S. Hartman is making a tour of the principal Western cities for the purpose of establishing agencies for the bicycles manufactured by the Sligh Furniture Co.

Review of the Sugar Market.

Detroit, Feb. 15.—The market of the past week records the practical acknowledgment by refiners, not only of the full strength of the position, but that they have lost their game in the raw market. Quotations remained unchanged and occasional parcels were secured on the basis of $3\frac{7}{8}$ c for centrifugals until Tuesday, when refiners suddenly absorbed everything obtainable on the basis of 4c, securing, approximately, 30,000 tons, and thereby establishing firmly an advance of $\frac{1}{8}$ c per pound. London reports increasing strength and slight gains from day to day. Late advices from Cuba indicate that the total amount of the crop cannot possibly reach one hundred thousand tons.

Refined shows an advance of 1-16c from Dominoes to Confectioners' A, inclusive, and also on grades No. 5

and No. 6. A further general marking up to the basis of raws may be expected at any time and is delayed only by the absence of a rush for refined. A heavy buying movement was forestalled by advancing prices 1-16c before business could follow the news of the advanced raw market and seems to have been a sufficient check to demand for the time being. Buyers are, naturally, timid and, with the recollection of recent manipulations fresh in their memories, are generally disposed to feel their way along. There is no considerable stock of sugar in the country and, owing to scarcity of money, the purchasing power of the average dealer is restricted to actual requirements. It is possible, therefore, that the advance movement may not be rapid, but, with centrifugals firmly established at 4c, it can only be a question of time.

W. H. EDGAR & SON.

PRODUCE MARKET.

Apples—\$2.75@3 per bbl. for good quality Michigan and Ohio fruit. The favorite varieties at present are Ben Davis, Greenings, Baldwins and Roman Beauty.

Beans—There has been considerable pressure to sell and the market favors buyers. Despite the fact that the receipts have been moderate, the demand has not been sufficient to absorb them and stocks are still accumulating.

Butter—Fancy dairy is scarce and higher, dealers having been able to obtain 14@15c for extra choice lots. Ordinary dairy is dull and slow sale. Creamery is in moderate demand at 19@20c.

Beets—25c per bu.

Cabbage—50@60c per doz. and scarce at that.

Celery—13c per doz. bunches. Scarce. Cider—12 $\frac{1}{2}$ c per gal.

Cranberries—Barrel goods are about out of market. Jerseys in boxes are still in limited demand and supply at \$2.50 per bu.

Eggs—The market on fresh dropped to 12 $\frac{1}{2}$ c last week, but rallied Monday to 13c. A few sunny days will send the price down to 10@11c.

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

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

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

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

Pop Corn—Rice, 3c per lb.

Potatoes—No change to note from last week.

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— $\frac{1}{2}$ @1c per lb. for Hubbard.

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

The Opportunity of a Lifetime.

Do you want to get out of the mercantile business and embark in the healthful and profitable occupation of fruit growing? If not, have you a friend whom you would like to assist by establishing him in the fruit business by means of a moderate expenditure? If so, why not take up with the offer of G. W. Barnett, 159 South Water street, Chicago, and secure his 60-acre place in Berrien county? It can be had for \$400 down, the remainder of the \$82,000 payable in easy installments and low interest. The farm has five acres set to apples, cherries, etc., with buildings sufficient for a beginning, plenty of water, and other conditions which make it possible to make of the tract one of the best places in Berrien county. If the farm is not large enough to suit, adjoining land may be obtained on reasonable terms. There is still a chance to get this good chance, but if you want it you should lose no time in making application to Mr. Barnett.

JANE CRAGIN.

Cy Works for the Public Good.

It was the event of the season—of seventy-five seasons, for that matter—in Milltown and the dinner party was and has been a constant topic of conversation from the minute the dainty invitations reached their destination until this very day.

"Ain't it awful pretty paper, and not a line on it? How in the worl' she ever writ straight 's that, I can't see; and see how right up and down the writing is.—Lovina Jilson, you go straight to the sink and wash your hands! You're the greatest young un to be always wanting to take hold of things with your fingers all stuck up with molasses that I ever see. Now go back and wipe 'em dry. We're going to keep that to lay on the table in the parlor;" and long after the event had become a thing of the past, the invitations were found, yellowed by time, in the parlors throughout the Milltown neighborhood.

Of course, the leading object of interest was the subject of dress; and it was not confined to the female portion of the community. Bob Burleigh and Job Winters came to the store to have a long and earnest conversation with Cy. Job said that "Every blamed one of 'em ought to have a swaller-tail. 'Twa'n't every day they had an invite to a seven o'clock dinner, and they ought to show that they 'preciated it." Burleigh wanted to "do the proper caper," and he'd leave the whole thing to Cy. "If it's swaller-tails, then swaller-tails 'tis."

Cy's eyes twinkled. "Fact is, boys, I don't believe we're quite up to it. 'T would be too much like old Tim Taft's trying to smoke a cigar. I offered him one, the other day, just to see what he'd do with it. 'No, thank ye, the dumb thing won't draw 'out biting the end off and I hain't got no teeth. 'F it's all the same to you, I'll stick to my old pipe.' So, boys, I don't think the thing will 'draw' and we'd better stick to what we're used to. Never had one on, did ye? Well, I have. I put one on one day I was in town. The tailor said ' 'twa'n't a fit; but I came pretty nigh having one before I got it off! I'm all arms and hands anyway and, with that thing on, seemed as if they'd growed a foot. 'Nother thing: I like to have my clothes come around and button. Well, the vests that go with those coats don't pretend to button till you get within an inch of your pants, and you feel all the time as if you didn't have any vest on; and, when you stand up and look down at yourself, all you can see is a shirt front bulging out like a petticoat on a clothesline in a gale o' wind. Then there ain't any pockets in your pants and—well, the amount on't is, there'd be six big gawks where there needn't be any; and I don't go for the swaller-tails!"

He did, however, suggest a new suit for the dinner party; and he thought it would be better for the tailor to come to them with his samples than for the six to go to town. The plan was agreed to and the tailor sent for.

It was a happy hit. When Burleigh told his wife what the boys had done, it met with her hearty approval. "Good! That's exactly what we'll do. I've looked at all the fashion plates I can get hold of from Eve down, and I can't find anything I want; and I know the others are in the same fix. If Jane or Miss McWayne knows of a good dressmaker, we can get her to send sam-

ples and then come here with the goods and do the work. It'll be cheaper and we shall get rid of feeling and looking as if we'd all been turned and colored and made over. For once in my life I should like to know how it seems to have a gown that hasn't been 'fixed' a dozen times before 'it'll do.'"

So the tailor and the dressmaker came, and that part of the dinner party was handsomely provided for. In the meantime, Mrs. Neely and Miss McWayne were busy.

For some reason known only to the world of woman, any unusual event in the household is always preceded by a general cleaning. Mrs. Neely was no exception, so, when Miss McWayne came over and said that Mr. Huxley wanted to have a dinner party at her house instead of at home, on account of his mother's ill health, her first task was to give the house "a good going over." Then plants were placed and the walls brightened with pictures. Then the table and sideboard from the Christmas show-rooms were brought over and some linen from over the sea was brought from Mrs. Huxley's to grace the occasion. When the beautiful cloth was laid and Miss McWayne placed thereon her own treasures of china, "rich and rare," and of glass quite as fine, together with the "solid silver, an heirloom," the dining-room shone with a splendor it had never known before. So, too, the parlors were made beautiful and, when Miss McWayne, becomingly attired and looking "sweet's a peach," supported on one side by Miss Cragin and on the other by Mr. Huxley, greeted the guests, who were also "fair to see," the soft lights were very sure that there was nothing finer to look upon anywhere under the-moon!

There had been a little holding back on the part of "the men folks" about coming in; but the minute they had passed the threshold, they forgot their new clothes and "somehow it seemed as if they'd always worn 'em." Miss McWayne had exercised her pretty gift of knowing whom to bring together, "and ye didn't have to s.o.p and think what to say once;" so that, when dinner was announced and Miss McWayne took Cy's arm to lead the way, one would have thought, as the others fell into line, that going out to dinner in just that way had been a part of their training from childhood up.

The diningroom by daylight had been declared "a bower of beauty;" but by candlelight—and there is nothing quite equal to the wax candle for the best effects—it was splendor itself.

Awkward? Not a bit of it; and, if they were, what of it? Awkwardness comes only with self-consciousness, and, with Miss McWayne at one end of the table and Cy at the other, with Jane flanked by Sid on one side and Steve on the other—they were home for the holidays—how could there be any embarrassment? The only one in the house who was even the least bit nervous was Mrs. Neely and she acknowledged that she was foolish; for her sons, who served as waiters, in white jackets—"a piece of Cy's foolishness"—had been so thoroughly drilled that, as one of them said afterwards, "we couldn't have made a mistake if we'd wanted to."

A dinner in courses out there in the country! Why, yes; why not? You don't suppose that Miss McWayne, with her training, would have anything else, do you, especially as she was taking this very way to give her guests something more than a glimpse at the dining

world? It was not an elaborate affair; but the dinner was good and well cooked and well served and was, from soup to coffee, a credit to all concerned. Only one real blunder happened, and no one but Miss McWayne saw that; and, when Job Winters, conscious that he had made a mistake, looked to see if she had noticed, she was so busy with Mr. Burleigh, just then, that he thought the secret was his own. The finger bowls had just been placed, and Job, mistaking it for lemonade, took a sip. Aware, then, of his blunder, his face flushed to his hair; but he found, to his great relief, that no one had noticed it, especially Miss McWayne, whom he feared most of all.

Dinner over, the party repaired to the parlor for music and games and, after Miss McWayne had delighted them with some music, concluding with Cy's favorite, and they were about taking their places at the card tables, Cy invited them to the rooms over the store. He wanted to tell them what he had been thinking about and planning for some time past.

The distance was not far, and over they went, Cy leading the way. Sid had been over and lighted up, and the rooms had been thoroughly warmed and were ready for the guests. The covers had been taken from the carpets. The parlor furniture sold at the exhibits had been replaced by finer pieces. The room intended for a library was a full-fledged one now, with walls lined with well-filled shelves. The diningroom was a diningroom still. The fourth room had been turned into the neatest and best-appointed kitchen that Milltown ever saw.

Well! Even Jane Cragin was surprised and wanted to know "what all this meant?"

"Come back into the library and be seated at that long table in there, and I'll tell you. Miss Cragin, you take the chair at that end of the table and I'll sit here in this. There! These rooms are the headquarters of the Milltown Library Association. I'm giving my modesty an awful wrench in saying it, but I'm President of this Association, an office I intend to hold so long as I foot the bills. Miss Cragin is Vice-President and Miss McWayne is Secretary. The rest of you are directors. The object of this Association is the improvement of Milltown and its neighborhood. I've lived here long enough to be convinced that this little corner of the earth has a future—and a pleasant one, too—if somebody will give it a start. I've made up my mind to be that somebody to set the ball in motion, and I don't believe I've made a blunder in picking out my helpers. I've been watching things out of town and in, and I've noticed that a place where folks don't read is a place where the grass isn't cut in the front yard—if there is any—and where the gate hangs by one hinge—if there's any gate. That isn't the kind of place we want Milltown to be, and I think I've begun right in putting up these shelves and filling 'em with books. This table and the one in the parlor you'll always find covered with the popular magazines. Each of us is to take one and keep it a week and bring it back on some day we can all agree on, and that's the day we'll have our regular weekly meeting. This isn't going to be a place for anybody and everybody to come tramping in just as and when they please. I ain't going to have any young ones tramping up and down these stairs and wiping their muddy boots on these carpets; but, if

any of us knows of a boy or a girl who will look at it as a privilege to come here and get a book to read, and who will take care of it, that's the boy and girl I'm after. The kitchen and the other rooms are for the convenience of the Association, with such of their friends as they care to bring with them. The long evenings are here, and there isn't any reason why we shouldn't make the most of them in these rooms, and I hope we shall. If you'll open the drawer in front of you, you'll each find a key with a card tied to it with a name on it. If the name is yours, that is your place at this table and that is your key. Put it in your pocket and come in here whenever you want to. Now, Sid, if you and Steve 'll bring in the tables, we'll have our opening now. How do you like it, Jane?"

"Like it! If half of what you're hoping for is realized, Milltown has taken a start that will put it ahead of any place in the county; and there isn't any reason, so far as I can see, why the whole of what you're after shouldn't come out just as you want it to. It's all a grand idea!"

That led the way for the others, and they were not backward in promising to help the thing along in every possible way; and, although the tables were made ready, the other matter kept them long at the council board. When, finally, they had decided to meet a week later, they played a game or two, "just to dedicate the rooms and the cards," and then went home, everybody thanking Cy for the honor of directorship he had conferred and thanking the three for the pleasure of "the finest dinner party they had ever attended!"

"Cy," said Jane, as that honest fellow left her at her gate, "you have made a move to-night that you are going to be proud of all your life. I'm proud of you now. Good night!"

RICHARD MALCOLM STRONG.

Hosiery Trims Now in Order.

From the Dry Goods Reporter.

As spring is the big season for hosiery, and the time is not far away when an active demand will spring up, the hosiery department should receive especial attention on the part of the window trimmer. Hosiery is not the easiest thing in the store to trim a window with, and the trimmer will have to exercise his ingenuity to originate something new.

In making hosiery displays it is advisable to draw on the stock of fancy hosiery freely. Fancy hose add color to a display and relieve the monotony of a display of simple black or tan hose. By using the fancy hosiery with the black or tan hosiery desirable results can be secured.

In purely stock displays the goods can be left in the boxes, and it will not take as many goods to fill the window.

In displays where fancy hose are used, the best results are secured by the goods out of the box. A display seen in a store on State street recently used ladies' fancy hose for the center and plain blacks at the back and side. In the center was a circular pillar and attached to this were circles of "misses" and ladies' fancy hose stuffed so as to show their form. Black hose were hung on short rods at the side. On the floor blacks were shown in boxes stood on end. The idea was well worked out.

Another idea is to fasten the hose to rods formed into circles and suspend them one above the other, the largest at the top, giving the effect of a glare chandelier. By exercising care in the placing of the colors a pretty window can be secured.

You cannot dream yourself into character; you must hammer and forge yourself one.

TEAS! TEAS! TEAS!

OUR
**Quakeress
Japan Teas**

Are the Finest Grown, and for High Cup Quality Cannot be Excelled!

COFFEE!

COFFEE!

COFFEE!

**Quaker
To Ko**

**Golden Santos
State House Blend**

HAVE NO SUPERIORS

They are put up especially for us, and we Guarantee their Excellence!

If you are not already using these goods, get into line at once.

Worden Grocer Co.

GRAND RAPIDS, MICH.



Devoted to the Best Interests of Business Men

Published at the New Blodgett Building,
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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 19, 1896.

EXCEEDED HIS AUTHORITY.

The last (January) Bulletin of the State Food Commissioner contains savage attacks on two Battle Creek preparations—Rye-O and Postum Cereal—which are intended to be used as the basis of a morning drink in place of coffee. No attempt is made to prove that the preparations are unwholesome, the sole point of attack being the ground that the preparations cost from $\frac{1}{2}$ of a cent to 1 cent per package, exclusive of label, and that, by means of extensive advertising, the manufacturers succeed in selling the goods at 15 and 25 cents a package, respectively.

In the name of common fairness and ordinary decency, the Tradesman feels disposed to call a halt. The Food Commissioner was created for the purpose of detecting and punishing adulterations in food. Nothing in the law which created the office authorizes the Commissioner to go out of his way to take up the cause of the consumer against the manufacturer, or take up the cause of one manufacturer against another manufacturer, solely on the ground of economy. Unless the articles are adulterated or sophisticated in such a way as to cheapen them in point of food value, the Commissioner has no business to interfere, and the fact that he does so interfere discloses, very plainly, the fact, which the Tradesman has maintained all along, that Mr. Storrs is not a proper person to hold the position of Food Commissioner and that his administration of the office will not only bring disrepute upon him but upon the State as a whole.

The Tradesman does not wish to be understood as favoring exorbitant profits on the preparation and distribution of food products; on the other hand, it believes and has always advocated that staple articles of food should be handled on small margins, leaving the dealer the option of securing larger profits on fancy goods and delicacies which are purchased almost wholly by people of large means. If the manufacturer sees fit to put a wholesome article on the market and create a demand for that article by a system of judicious and extensive advertising, there is no reason why the Food Commissioner should step in and assert that the consumer is paying too much for his favorite article. That is a matter between the manufacturer and the consumer, and any attempt on the part of anyone to interfere in the manner in which the Food Commission-

er has interfered in this instance should be met with a prompt rebuke. Unless this is done, manufacturers of food products will be at the mercy of every adventurer who may temporarily fill a position of responsibility and influence and there will be no incentive for the manufacturer to invest largely in advertising a preparation which he has protected by trade mark, as the irresponsible denunciation of a public official might in a week dissipate the work of years. The same rule will apply to a patented article as to a trade marked article. It is universally conceded that the man who invents a labor-saving machine is entitled to the fruits of his invention and that he is privileged to ask for that invention all that he thinks the public will pay, his price not being based on the cost of the material which enters into its construction, but on the value the device may possess to the purchaser in saving him time or labor over the old method of procedure. It would be just as consistent in Mr. Storrs to attack the Bell Telephone Co. for creating and maintaining a monopoly, based on valuable inventions which it has purchased at great expense, as it is for him to condemn certain food articles of Battle Creek origin, solely because the manufacturers placed a high value on the experience and capital it took to place the preparations on the market.

In order that the Tradesman may not be accused of mercenary motives in thus condemning the action of the Food Commissioner, it is in order to state that no one connected with the office of the Tradesman has ever seen either gentlemen; nor has either manufacturer ever seen fit to patronize the advertising department of the Tradesman—which affords conclusive evidence that they are not gentlemen of discriminating judgment. With the men who have been wronged by a blundering and incompetent official, the Tradesman has nothing in common; but, above and beyond all that, there is a principle at stake which Mr. Storrs ought not to, and must not, violate, and the Tradesman will be very much mistaken if his action in the premises is not universally condemned by people who love fair play and believe that the man who invests money in a trade mark and in printers' ink, in creating a demand for a meritorious article, has an investment which is just as sacred as though his property were in lands and chattels.

There is considerable discussion in some of the Eastern States as to the proper municipal regulation of the bicycle. It is a matter of complaint that many towns have arbitrary ordinances, and that the tourist, as he wheels from place to place, is liable to be caught unwittingly violating some local law. The proper way to regulate the use of the wheel, the one largely obtaining in the West, is simply to class it with other vehicles and make it subject to the same regulations. Where there are streets fit for the use of the wheel as a vehicle, the laws governing other vehicles are entirely sufficient.

The Senate silver substitute for the House bond bill received consideration in the latter body last week, being buried by a vote of 213 to 90. This action demonstrates the impossibility of completed action on any important financial or industrial measure. Even if the houses should succeed in passing such a bill, it would be certain of the veto of the Executive.

MARKETS GENERALLY REACTIVE.

While the effects of the bond sale still continue in an improved tone generally, the uncertainty in Congress and close money markets have operated to produce a general bearish tendency of the markets. The reaction of wheat is encouraged by news of improved crop prospects in Australia and New Zealand; the decline has been slow but regular for several days.

In the iron situation there is improved demand for plates, sheets and wire nails, and orders are fair in bars and material for railroad cars. While the production of pig iron has been further reduced, the stocks on hand are increasing, showing output exceeding demand. Prices remain the same except that Bessemer has declined slightly at Pittsburgh. Coke output is still further reduced. Copper is firmer at 10 $\frac{1}{4}$. Tin and lead dull and unchanged.

Prices of wool have been firmer but for reasons not encouraging to domestic manufacture. Heavy shipments of goods to his country have increased the price abroad. This keeps it up here and increases the gloomy outlook for home production. Woolen goods are very unsatisfactory; too heavy stocks on the hands of clothiers and dealers. Cotton has declined slightly, though prices are 45 per cent. higher than last year. Sales, however, are much less. Prices of textiles have generally declined, though still averaging 12.7 per cent. more than last year.

Corn, pork and lard have sympathized with the downward tendency of wheat. Prices of coal, lumber and petroleum remain the same, while advances are reported for leather and hides, oats, coffee and sugar.

The outlook as to silver legislation and the favorable effects of the bond sales, with a better foreign feeling, have improved speculation somewhat, and the stock market indications have been mostly favorable.

Failures, 321, against 270 last year. Bank clearings increased 10 per cent. over same week last year.

FRIENDSHIP AND WAR.

A good deal of comment is being made as to the real sentiment entertained for each other by this country and England. The latter especially seems to feel considerably hurt that there is such a feeling of hatred, as her writers term it, on the part of the Americans. That there should be such a feeling seems incongruous in view of the Anglomaniac which has been so widely prevalent in this country for a long time.

In reality, the idea of hatred between the two nations is absurd. Both recognize the relationship and when anything occurs to mar the kindly feeling both regret it. If there were a condition of hatred, pretext for enmity would be sought and would result in an indifferent estrangement. The fact of the concern manifested by each is an indication that strong feelings of friendship are suffering—there is no manifestation of the indifference or antipathy of hate.

It is a well-known principle, however, that the most violent quarrels are those where the strongest friendships are concerned. The proverbial results of meddling with a family quarrel illustrate this and it is further illustrated by the fact that no other wars are so terrible as civil wars. The reason for this is to be found in the very intensity of the sentiment of friendship outraged.

The United States cherishes no enmity or hatred toward England. On

the contrary, the ties of friendship are tender and strong. But if, through the grasping policy of English statesmen, a quarrel should be precipitated, resulting in war, the very fact of the close relationship and friendliness would make the contest the more violent.

STEEL TRACK HIGHWAYS.

The plan of building roads with steel tracks adapted to the use of ordinary wagons is receiving considerable discussion through the press. The scheme is to use rails similar to those used in street railways except that they will be much lighter and shaped to suit vehicle traffic. It is estimated that such a road can be built for about \$2,000 per mile, while the cheapest permanently improved highway costs about one-half that amount. When it is considered that a horse can draw twenty times as much over a steel track as over a dirt road, and five times as much as over the most costly macadam, it will be seen that the economic feature of the plan makes it worthy of inquiry.

The plan of using such rails for the vehicle traffic of cities is also under discussion. The cost of maintaining pavements for this purpose is so tremendous that it seems as though some such means of transportation could be made practical. The advantages are shown by the use of street car tracks when the vehicles are of the right gauge.

In view of the fact that the production of iron demands some new application to dispose of the surplus, it would not be surprising if something practical should develop from this consideration of the subject.

People who have had dealings with the unsophisticated farmer and found stones in the bottom of the butter jars and brown sugar in the maple syrup, have had their doubts about the honest hayseed. Nevertheless he does exist, and has just been discovered in Nebraska. In 1894, when there was such want in Nebraska, owing to the failure of crops, the merchants of St. Joseph, Mo., sent money to the farmers around Grand Isle, Neb. A few days ago the Secretary of the St. Joseph Commercial Club received a letter from Grand Isle stating that the farmers had had good crops, and those who received help, no longer needing it now, wished to return the money to their generous benefactors. The letter also contained a draft covering the sum, with interest. The money sent the Nebraska sufferers was sent as a gift, not as a loan, and its return is something unprecedented. There is something as big as their Western prairies, and generous as their soil, in men who repay favors in days of prosperity. The men who follow the plow can give points in honor to many city people who get all they can from everybody and make no haste to return borrowed money.

Recent advices from Washington indicate that there is little probability of the enactment of a law placing a duty of 10 cents per pound on tea. This feature was not included in the tariff bill now before Congress, and, as it is doubtful whether the House bill will meet with approval in the Senate, favorable action in the matter at this time is out of the question. Nor will the proposition be favorably entertained by the next Congress—in case it happens to be a Republican Congress—because a tax on tea would not be in the nature of a protective measure, on account of there being no tea grown in this country.

MONEY AND CREDIT.

The Tradesman has repeatedly insisted that what is wanted to make times good, and the people everywhere prosperous, is not an increased amount of money, but general confidence in the stability of the money standard and the establishing of credit for all who deserve it.

The Tradesman has more than once referred to the vast amount of business which is constantly carried on with a limited amount of money. By the use of bank checks and clearing-houses, the actual money passed from hand to hand in the business which is conducted in any commercial city in the United States is not one-tenth of the values exchanged in the business itself. When it comes to a comparison of the actual money, gold, silver and paper, in the country, with the actual wealth, which means all property values, probably it is not more than \$1 to \$100,000.

There was no lack of money to do the business before and up to the financial panic of 1893, and at the worst time of the panic there was just as much money as ever there had been during the flush times. The only difference was in the loss of confidence that pervaded business circles. There was no reduction in the volume of money, but there was a general absence of business confidence, and, as a result, those who needed money were not able to get it.

Imagine a time when all industries are being actively conducted and the masses of the people are earning wages. As a result, every honest workingman can get credit for a week, or a month, with the grocer, the butcher, the baker, the milkman, and other providers of necessities. On the basis of this fact, the retailers of all sorts can get credit from the wholesale dealers. The wholesalers can get credit from the manufacturers, and the manufacturers can borrow money from the banks.

Thus trade is all bound together by a golden chain. Everybody has credit, because everybody pays when his debts are due, and they all pay because they are earning money and are honest. But only let a break occur in this golden chain of business, and then confidence is withdrawn and prosperity comes to an end. For instance, let it be supposed that the flush times have tempted parties into speculations in real estate, in mines, in stocks, or the like, and prices are carried in the midst of an excitement far beyond the real values of the property. Somebody, having become overcrowded with purchases at inflated prices, finds it impossible to borrow money on the basis of this inflation, and must sell out because he cannot make payment.

An alarm is sounded, prices go down with a rush, and all who are so overloaded lose money enormously. The banks become skittish and call in loans, refusing to make more, except upon unusual securities and rates of interest. Then the manufacturers become unable to secure money to buy raw material with and shut down their mills, or discharge large bodies of laborers, who at once lose credit with their tradespeople, because they are no longer earning wages. The retailer quits buying, and the wholesaler quits selling, and thus the whole commerce of the country is disturbed profoundly, and prosperity takes wings and flies away, not for the lack of money, but for the loss of confidence.

It may be said that if every individual had all the money he wanted, there

would be no need for credit; but this is absurd. Money would have no value if everybody had plenty of it. Money cannot be used save to exchange for what is needed, and, if everybody had it, its exchangeable value would be gone.

Thus it is shown that, with a proper degree of confidence in business, there is no lack of money; but what is necessary in regard to money is that it shall have a standard of value which is high and well-established that it commands universal confidence. When a promise is made to pay money, it is necessary not only that the promise be soundly based, but that also the money to be paid shall be of the best description, and, if there be any doubt of the quality of the money, then the credit of the proposing payer is correspondingly damaged.

This is seen in the condition of the United States to-day. So far as the basis of its credit is concerned, that could not be better. It is of the highest class; but there has grown up in many quarters a suspicion that, although the United States is sure to pay its obligations when due, it may pay them in money different than that which the creditor expected to receive. We all want the best that is to be had, and money is no exception to the rule. What is wanted is a final settlement of the national finances on a basis of sound money, every dollar of which shall be as good as it is possible to make it, and a restoration of conditions which will bring back general confidence and credit. Then there will be prosperity, and only in some such way can it be secured.

The world is full of theories for keeping people young, and for patching them up and hiding the footprints of time when they are no longer young. The barber who knows his business combs the few hairs of the bare-haired man so that they make the most show by being put where they do most good. Massage rubs out wrinkles, rouge makes fresh roses on cheeks whose natural bloom has fled, and old beaux and belles go on playing at being young. An inquisitive man asked Sarah Bernhardt, who at 55 is still young and blithe, how she keeps so youthful, and she replied: "I work, work, work. In work I take my greatest pleasure. It is a tonic, a delicious preventive of old age. There you have it all." This remedy will not be believed in by weary young men who come late to their offices and watch the clock for quitting time. They are always talking about people's working themselves to death, and do not think that it is better to wear out than to rust out. They believe in keeping young by killing time, and would have to be well shaken before taking Sarah's work prescription. Lazy people are too tired to talk about work, and they die of rust and mildew.

An expedition will shortly be fitted out to go in search of the South Pole, to be under the command of Borchgrevink, the Norwegian explorer, who went on a cruise among the antarctic ice fields last year, and succeeded in making a landing on what he believes to be the antarctic continent, which he estimates contains about 4,000,000 square miles. He feels confident that he can do it again, and mark the way for future and successful explorations of that unknown land. As soon as he starts it will be proper to send out a rescuing party.

The Essentials of a Successful Business Career.

A successful business man is one who makes the most of himself in his chosen vocation. In order to make the most of himself in any business pursuit he must possess certain elements. I shall name only a few of them.

First, he must possess a thorough, all-round, practical education, something more than a mere knowledge of books. He must be able to turn his mental resources into "spot cash." A bright thought, after the opportunity is gone, is of little value.

Second, he must consider adaptability. Thousands of men who have failed in the professions, or who have failed to make a living by their wits, have borrowed a few hundred dollars and drifted into business. Having observed a vacant store, and having observed that business is transacted in a store, they at once launch out. There are men who are fitted, physically and mentally, for business pursuits. Business is best conserved in the hands of such men.

Third, habits of industry and economy must influence the successful man. The day is past when any considerable number of men in any community can accumulate a large amount of wealth rapidly. Small gains must determine the success or failure of the coming business man. This is not altogether a misfortune. The finest elements of character are favorably affected by those habits of self-denial and circumspection which are essential to the industrious and economical man.

Fourth, the successful business man must offer as an evidence of his success something more than wealth and power. The busy world asks how he obtained this wealth. The public is exceedingly sensitive. The man who disregards the requirements of rigid business honesty is not respected. The kind of honesty manifested by George William Curtis continues to arouse admiration. Having failed for a hundred thousand dollars, he could have taken advantage of the law and discharged the entire obligation without making any special effort. Of course, he would have paid only a few cents on a dollar. Instead of doing that, he stepped upon the American platform, also worked upon a salary for the Harpers, and never left his tasks until he had paid the last dollar. Susan B. Anthony manifested the same characteristic when she failed in Rochester, N. Y., for ten thousand dollars and returned to the American platform, resolving never to leave it until she had paid the last dollar of her indebtedness. She made good her resolution. Dr. Dwight, Professor at Yale, was advised once upon a time to buy a certain bank stock. He did so. The investment bore good fruit. Several years later the man who had advised him to buy the stock came to him a second time. This time he advised Professor Dwight to sell the stock, arguing that he had advised him wisely the first time, therefore, it might be inferred that he was advising him wisely the second time. Professor Dwight responded by saying, "If the stock is what it is represented to be, I want it. If it is not what it is represented to be, I have no right to sell it." It is that kind of honesty that is to-day an essential to a successful business career.

Fifth, too many business men smile when the suggestion is offered that the imagination should be cultivated as a means of achieving common, everyday success. The business man too fre-

quently boasts that he is a practical man—that he is an admirer of facts. His admiration for facts, however, is too frequently of an inferior character. The man of trained imagination admires the facts, but works them into something more beautiful than the facts themselves. This factor he puts into his business, into his shop windows, into the arrangement of his goods, into his advertising, into his daily work.

Sixth, an appreciation of the beautiful demands its share of consideration. Other things being equal, we avoid calling at the grocery store where everything is in chaos. The attractive store, the attractive clerk, the attractive manager, the attractive merchandise—all these command attention.

In conclusion, I would say, let no man without an appreciation of the beautiful, without a trained imagination, venture upon a business career. The world demands that men shall not be the slaves of their business, demands that they shall so live and so develop their business that, in their daily work, they may give expression to the very best that there is in human life.

W. N. FERRIS,
Principal Ferris Industrial School.

Rich Americans with recently acquired fortunes who feel it necessary to sport coats of arms and crests in a republican country have made a new profession possible and profitable in New York. A young man who styles himself a "pursuivant of arms" does a rushing business hunting up pedigrees for people rich enough to "acquire ancestors by right of purchase," as the hero of the comic opera did. In mediaeval days, before people had learned to read, the signs of heraldry were valuable in enabling one gentleman to distinguish another gentleman with whom he had a feud in time to make himself scarce. It was a kind of trade mark. Now there seems little use for them; but, if Americans are bound to have something to paint on their carriage doors, it seems a pity not to have a coat of arms that will have some significance. There is no reason why a pig couchant, or a bucket of oleomargarine rampant, isn't as good as a lion or a boar's head. The man hunting for a crest has to take any kind of bogus device the "pursuivant of arms" can find for him; but a woman is all right as long as she has plenty of money. She can buy anything, from the strawberry leaves of a duchess down to a plain coronet. When nobility and pedigree can be bought by the yard, or by the bucket, wealthy pork packers are not going to be without them.

A woman of New Jersey had been ill for three months with what seemed to the many doctors who attended her a baffling and inexplicable lung disease. In a hard fit of coughing she coughed up a wisdom tooth. A dentist had pulled it maladroitly while she was under the influence of laughing gas, and had allowed her to breathe it in. She is rapidly recovering health. Her husband will ask the dentist to pay the doctors' bills. He ought to. A dentist as careless as that should not be allowed to work at his trade. He may regard his crime lightly, and pass it off in a laughing-gas way; but he is dangerous, and the people should tell him so to his teeth.

When a commercial traveler is badly "stuck on himself," as it were, he reminds us of a postage stamp—he is not worth 2 cents for any practical use.

Getting the People

Art of Reaching and Holding the People by Advertising.

What a contrast there is in the wording of advertisements. Some ads. stare you in the face with a dogged persistence which refuses to go unread. They say plainly, "I refuse to be passed by unnoticed," and they always gain their point. Like the cathode rays, their light penetrates where all other light fails to pierce, and they reveal to the reader the character of the man who writes them. They show their author to be a man who says just what he means—just as he means it—just when it should be said. The result is an impression gained by the reader that such a merchant is a very good man to buy goods of, and thus such advertising pays from its very strength of character.

Below are three advertisements taken from the Manistee News, which contain good hints for the readers of the Tradesman.

HAM!

Noah had three sons: one black, one white, one yellow. The black one was called Ham. He wandered off into the Transvaal country and got lost. But it is another kind of Ham to which we wish particularly to call your attention. We have just unpacked a tierce of them. The sweetest, tenderest, juiciest you ever tasted. Unquestionably the finest that can be procured. Buy one.

E. RUSSELL.

435 River St.

Look at Shoes

When you go in to buy a shoe, don't merely glance at it before you try it on. Take it in your hand. Then with a critic's eye examine the quality of the leather, the stitching and the finish. After that try it on and decide as to fit and style. These are things we want you to do in buying shoes of us. Want you to be EXACTLY suited. That is why we ask you to be careful when you buy. We CAN suit you and it will be entirely your own fault if we do not—because you do not let us know what you want.

JOHN HANSEN,

The Shoeman.

News Gazing

Is what we pay for, so you will read our advertisements.

Piano Buying

Is what we want you for. Do you know what a beautiful stock of pianos we carry? Come and see.

J. M. RAMSDELL.

I overheard a remark in a barber shop, the other day, which is extremely pertinent to the subject of good advertising. "I am sick and tired of this advertising business," remarked a gentleman, evidently an educated man. "It's getting so one can hardly pick up a paper and read an article but what he finds the interesting introduction only the precursor of an advertisement, and no matter how disgusted I am, I can't help finishing the article."

Such advertising not only pays but it acts as an educator for other men in the line of publicity. By watching

closely the honest methods now in vogue among the great advertisers, one can readily see where their success comes from—conciseness, reliability, attractiveness.

F.D.C. FOSTER FULLER.

Who Should Advertise, and the Consequences of Competition.

Written for the TRADESMAN.

Every merchant, in establishing a business, gives as much consideration as possible to the question of location. In many instances the policy is to find a place where competition can be avoided as far as may be. It is frequently the case that this consideration is permitted to offset other more valuable advantages, the projector of the new business fondly hoping that the avoidance of competition will obviate the necessity of putting good money into printers' ink.

There are some kinds of business which are properly independent of the newspapers, where the location is sufficiently advantageous. But none of these are the province of the full-grown hustling business man. The competent hustler should not content himself with anything which could not possibly be benefited by the use of advertising.

There are many places, to be sure, where business has developed to a considerable extent independently of other means than location and absence of competition. It is possible that, for a limited time, such a business may be moderately profitable, and even warrant the attention of a hustler; but such conditions are temporary only. Before the merchant attains a competence some interloper disturbs his pleasant dreams and he wakens to the stern realities of competition. Frequently, this awakening is a revelation. Perchance, the business has enjoyed so exclusive a monopoly that the proprietor imagined that he was selling all the goods that could be disposed of in that locality. Competition comes and, trusting to the prestige of an established business, the merchant is little concerned and imagines that the newcomer will fare so poorly that he will not persist in remaining very long. In due time the new enterprise is getting to be talked about. It is announced and advertised in the local papers covering the region, whether published in the same town or in other places. Then it develops that the trade of the old resident is cut into a little; but not so seriously as was expected. And now comes the astonishing feature: the newcomer quickly attains a trade which more than doubles the sales in the town.

Now what is the lesson? The merchant who supposes he is supplying a market without advertising finds that he is mistaken, and learns the lesson that, if he had advertised before the competition came, his business and profits might have been greatly increased.

Another lesson is that competition is not always so serious a misfortune as the prospect of it forebodes. In the majority of cases, when the old trade is ready to respond to the new conditions, the benefit is mutual; but, when the conservatism of the old dealer prevents his doing more than trust in the stability of established business, until, by advertising, the new has diminished his trade and profits to the extent of business embarrassment, the consequences may be as serious as their anticipation.

W. N. F.

"Taking things as they come" is not half so hard as parting with them as they go.

HAS NO EQUAL FOR CARRIAGES AND HEAVY WAGONS



Keeps axles bright and cool. Never Gums.

1 lb. {
3 lb. {
5 lb. {

TIN BOXES {
4 doz. in case.
2 doz. in case.
2 doz. in case.

25 lb. Wooden Pails.
Half Bbls. and Bbls.

Scofield, Shurmer & Teagle,
GRAND RAPIDS.

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

RUINED BY POLITICS.

How an Ambitious Shipping Clerk Fell from Grace.

For many months Pete has been looking for a job. Every night he returns to Mollie with the same story: "They haven't fixed me yet, but they will soon." Every morning he seeks the same men; leans against the same door; walks up and down the same corridor and has the same eager look in his eyes when the great men shake hands with him and pat him paternally on the shoulder. Less than a year ago it was different with Pete. He had a desk in one of the offices which opened into the corridor where he now paces back and forth daily. He it was who then shook hands with men who came every day to lean against the door, and Mollie, at home, did not cry in those days until her pretty eyes were swollen and red. If Mollie had not been so sick during the critical days which came just before the change, Pete would be sitting before that desk yet.

But Mollie was in a bad way for several weeks, and Pete, instead of rushing around the ward, conferring with precinct captains, listing the names and addresses of the foreigners who were to be run through the naturalization mill, attending the committee meetings and working up enthusiasm, stayed at home with Mollie. There he committed the unpardonable sin; he did not carry his own precinct for his party.

"I am sorry, my boy," said one of the great men a few days after election. "Politics is politics, you know. It's them what works that gets the jobs. A man who can't carry his own precinct ain't got no kick coming if he gets turned down. The party has done well by you. You've had a good thing for three years and you haven't held up your end. The committee is going to put another man in your place. Oh, we'll look out for you after a time. You're a pretty good sort of feller and we'll find a clerkship for you, but, of course, it won't pay so well."

The next week Pete was out, and another man was in, and Pete began looking for that promised clerkship.

There was a large-sized "if" in Pete's life which switched him from a promising business career into practical politics. If one of his friends had not been nominated for alderman in the ward, Pete would have been the shipping clerk of a large Lake street store. He had been raised in that store. From errand boy in the office he had become the head shipping clerk, drawing a fair salary and regarded as a rising, energetic young man.

The aldermanic candidate, his friend and an officer of his lodge, asked him to come to a ward meeting and sit on the platform.

"I want to get the boys with me," said the candidate. "It looks well to have the young business men who live in the ward going around with me. I am making a clean canvass, you know, and I did not seek the nomination, but now that I have it I want to be elected. Now, Pete, come out and do a little work for me."

So Pete promised to come.

He had lived in the ward all his life, and he was one of those sunny, companionable, hearty, friendly, genial fellows that everybody knew and liked. He was president of the Round Robin Pleasure club, which had 200 voters on its rolls; he was an officer in the lodge, and was prominent among the young people of the church. When he and Mollie were married the church was jammed; the club sent bushels of flowers and stacks of presents, and all these things were known to the candidate for alderman, who was making such a clean canvass.

He shook hands effusively with Pete when Pete walked upon the platform, and Pete grinned and nodded his head right and left in response to the numerous pantomimic salutations he received from his friends in the body of the hall. He rather enjoyed the novelty, and applauded every speech that was made,

until some waggish friend yelled out, "Conners! Conners!" and every one in the hall took up the call.

The candidate heeded no protests and ignored the blushes, pulled Pete from his chair and said, "Ladies and gents, I have the honor to introduce our fellow-citizen, Mr. Peter Conners."

Pete made a good speech. It was generally spoken of as "a corker," and Pete's mother wit prompted him to tell good stories and make several first-class hits, which met such appreciation that the applause told him that his was the speech of the evening.

Mollie was immensely proud of Pete when the candidate, who happened in, as he said, the next evening, told her of it, and Mollie's dimples and bright eyes and pleased look won the day when the candidate asked Pete to take the stump for him in the ward.

* * *

Every night thereafter, until the Saturday before election day, Pete drove from hall to hall in a carriage with the ward glee club and the candidates. His fame spread and he was invited to speak for the ticket in other wards. Mollie read and reread the newspaper accounts of Pete's campaign work. One morning she rushed to him and showed him a paragraph in the political column which read: "Peter Conners is slated for a good clerkship if the party wins."

This was news to Pete. He had no desire to become an officeholder, and he told his employer so when the old man called him into the office and demanded an explanation. "Now look here, Conners," said his employer, "you have had too much to do with politics lately. It won't do. Politics and business can't go together. I must say that you have not neglected your work, but I give you this friendly tip: Keep out of politics. A business man has no business going around making speeches and campaigning."

That night Pete's employer responded to the toast, "The Urgent Need of Reform in Municipal Affairs," and won large applause by earnestly beseeching his hearers to go to the polls and do their whole duty. Pete read the speech in the papers the next day and wondered where the line must be drawn.

* * *

His party won. It was a landslide, and his friend was sent to the council on one of the biggest majorities ever given in the ward.

A week later the new alderman called on Pete and told him that he had been appointed to a clerkship which would pay him \$200 a month "and not three hours' work a day, Pete."

Pete demurred. He did not care for the job. He was doing well where he was, and had an assured position, with a good chance to rise. He was getting only \$25 a week, but he got it every week. The alderman would not take "no" for an answer. He knew the great men wanted to keep Pete "in line." They had recognized his worth, and good speakers were none too plenty.

"The only way we can keep him is to put him under obligations. That young fellow has the right stuff in him. He is a hustler and a worker from 'way back, and we've got to have him," said the great men, those leaders who carry whole wards in their inside pockets, name tickets and pull the strings in conventions. The alderman finally carried the day, and Pete gave two weeks' warning to his employer.

* * *

For a time he was pleased with the exchange. The work was easy, and \$200 a month was twice the \$100 he was paid at the store.

He soon found out that he was not expected to spend his spare hours at home or taking Mollie out visiting. He was appointed chairman of the ward club, and his little sitting-room became the gathering place for all sorts and conditions of men.

Mollie did not like this, for the curtains held the smell of poor cigars and reminiscent odors of worse whisky in spite of all she could do. Then Pete was obliged to attend conferences held in saloons, and was kept up till long past midnight several times a week.

Pete found that after all he had to work harder and keep longer hours, although his public duties took but a few minutes each day.

He was a conscientious fellow, and grew to believe that the party was all in all and labored accordingly. For three years he retained the confidence of the great men. They said that they could bet on Pete Conners, and he was made a central committeeman.

Then came Mollie's illness in the heat of the campaign and Pete fell from political grace.

He has no money; he has but a prospect of a \$60 a month clerkship; he is but an humble member of the ward

club, and is no longer a central committeeman. Mollie trembles every time the door-bell rings, for the landlord's patience was exhausted two months ago. Pete still believes in the party. When he is asked why he does not seek for work in his old line of business, he shakes his head and replies: "I guess politics spoils a man for other work. The boys will take care of me yet, and if I once get in I'll get up again."

STENCILS.

Detroit
RUBBER STAMP
Company.
99 Griswold Street.

Millar's Penang Spices

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



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

E. B. Millar & Co.,

Importers and Grinders,
CHICAGO.

Send for Housekeeper's List of Fine Spices

Good Goods Create Trade.
Poor Goods Kill Trade.

We Manufacture

Absolute Butcher Spices

But do not neglect our trade in

Absolute Spices for Grocers and Bakers

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

Michigan Spice Co., GRAND RAPIDS.

OF COURSE YOU HANDLE

ELION 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.

Bicycles

THE BICYCLE INTEREST.

Written for the TRADESMAN.

The growth of the bicycle idea is a subject of constant interest. That the movement had assumed such proportions as to command a large share of attention of the business world, of the press and of the people, last year, and then that, at one jump, all this should have doubled, is certainly a phenomenon of sufficient magnitude to attract notice.

It is not alone that the number of wheels made is so great as to almost stagger the imagination, but every interest connected with wheels has advanced in the same proportion. For instance, take the matter of placing this great output. This has required the organization of a large army of traveling salesmen, covering every part of the United States. These have established thousands of local agencies and made the most careful preparation for placing the vast production in the short period called "the bicycle season." The bicycle trade in every town in the country has suddenly assumed proportions of no mean importance. Then, the matter of advertising involves other business considerations of no small magnitude. The great value of the product of bicycle factories, in proportion to the number of patterns made early, gave the engraver and the printer opportunity to exercise their skill in the making of catalogues. The production of these, for several years, was the exponent of the progress of the typographic art. As might be expected, the great advance in this year's business has put the task into the hands of catalogue makers to produce the utmost of artistic excellence that unlimited effort of cost and skill could do. The results are little less than marvelous.

The inclemencies of the winter, this year, seem to have had less effect on the bicycle fever than ever before. Usually, little has been heard of wheels when they could not be used to advantage. This winter, however, has made but little diminution in the interest. In many localities there has been so little snow that wheels have been ridden most of the time. Then the exhibits and the general interest, as mentioned at the beginning, have kept the subject thoroughly alive. The newspapers have devoted large space to the subject during the winter without interval; and the consideration given in their columns is constantly increasing.

Some of the continued interest in the larger centers and in the manufacture is accounted for by the fact that the wheels are now rapidly invading the regions of the country where there is no winter. The number sold in the Southern States is as much greater in proportion as the general output, and in California the demand is simply wonderful—they are going like "hot cakes." It is stated that the largest factory in Western Michigan is placing half its product in that State.

The wheel industry, of mushroom growth, is a wonderful subject. It differs from the most of such productions in that it comes up endowed with all the elements of stability and permanence. A short time ago, many were discussing the question of how long the fad or craze would last. Now, all who give the subject careful consideration recognize that it is a new and useful adjunct to human health, happiness and

convenience, and is to be as permanent as any great invention ever made to serve such purposes.

NATE.

First Moments on a Wheel.

A traveled young woman has been talking about her first efforts on a wheel. "It came my turn," she says, "and I tried to look unconcerned. A young man rolled out a wheel in front of me in a businesslike way, turned a screw, lowered the seat, gave it a final shake to see that it was all right, and then motioned to me to mount. I have been in a hurricane when our steamer was hove to off the coast of New Zealand and all the woodwork was washed overboard; I have been in a railway smash-up and was handed out of the car through a hole in the roof; I have sat by the off window of a stagecoach when a wheel slipped over the side of a precipice; I have been in many strange adventures, but never had I such an acute feeling of peril as when I sat on the top of that bicycle, holding on for life to the steering bar." Ah! but she got over it all right away.

Cigars and Cigarettes in 1895.

The output of our cigar industry for the calendar year 1895 amounted to 4,180,915,200 or 25,115,904 less than the output in 1894, which was 4,206,031,104.

Inasmuch as the output in the two Metropolitan districts decreased about 33,000,000, there is actually an increase of 8,000,000 to be credited to the rest of the country. The deficiency was consequently borne all alone by New York.

Six of the twelve months in 1895 show an increase over the corresponding period of 1894, viz., January, April, May, July, August and December. But the increase was but slight and not at all sufficient to wipe out the heavy losses of the other six months.

An entirely different tale presents the output of our cigarette industry. It increased 528,181,340 in the calendar year 1895, the entire output for 1895 amounting to 3,774,221,160, against 3,246,039,820 in 1894. The heavy increase commenced with the month of May and continued down to the end of the year, overreaching the cigar production in the month of October. If the increase keeps up the same space this year, it will by the end of the year surpass the output of cigars, for it was last year behind it only 400,000,000.

The Bicycle as a Vehicle of Punishment.

It is said the sultan of Morocco uses bicycles as instruments of torture for any of the ladies of his harem who have the misfortune to offend him. The unhappy odalisques are compelled to mount machines and ride around a marked track in the palace gardens. Not knowing how to ride, their repeated falls and other mishaps furnish the sultan and his more favored wives with endless amusement. When they have fallen twenty times—provided, of course, that they have not broken their necks in the meantime—the punishment is complete, and the bruised beauties are allowed to retire. If the brute could be taken in charge by some of the new women who wheel about in this country, Mr. Morocco would soon be walking on his uppers.

Reasonable Conjecture.

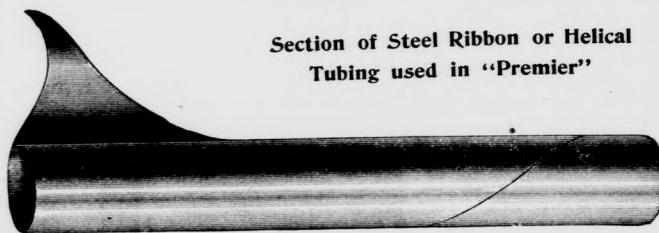
Sunday School Teacher—"And the prophet rent his clothes." Johnny, what does that mean?

Johnny—I s'pose he didn't have the price to buy 'em.

John B. Robinson, of South Africa, was a poor grocer in 1878. He and his wife begged their way to Kimberley, and he was lucky enough to find a diamond, which he sold for \$1,200. This laid the foundation of his fortune. To-day he is said to be worth \$350,000,000.

"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.

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.

GRAND RAPIDS IN 1850.

CHAPTER IV.

Written for the TRADESMAN.

In writing of the furniture trade of old Grand Rapids, I am reminded of the oft-repeated faith of my friend, John W. Peirce, in the future of Grand Rapids as a manufacturing city. He used to speak with enthusiasm of the great natural facilities for the manufacture of furniture particularly, such as the never-failing water power, the great supply and variety of timber, so easy of access, and the sure demand that must come from the great Prairie States and cheap lake transportation to points where timber was scarce and furniture was dear. I frequently heard him insist that Grand Rapids would become, at some future day, the greatest furniture center in the United States. Another enterprising business man who still lives to see the fulfillment of his hopes, William T. Powers, often indulged in the same prophetic vision, and was the first to "start the ball a-rolling."

Cabinetmakers, as they were then called, were the only furniture dealers. They manufactured the plain staple articles of household furniture, mostly to order, and seldom had a stock of \$500 worth on hand. The venerable "Deacon Haldane" was the oldest dealer in that line, but, I believe, never advanced his business to the dignity of a regular furniture outfitting store.

The real pioneers in the manufacture of furniture were William T. Powers and Morris Ball. These enterprising men were hustlers in those early days. Mr. Ball manipulated the turning lathes and was the general inside manager of the business. Mr. Powers, with his large ideas of business progress, took

charge of the extensive outside operations of the firm. They manufactured doors, sash and blinds, as well as staple furniture, such as tables, chairs, bedsteads, bureaus, dressing tables, etc. They also operated a sawmill, cutting hardwood for the Chicago market. Mr. Powers was first to introduce what might be named "rapid transit saws," to distinguish them from the old slow-going upright pitman saws then in general use. These saws were called "muleys" and their rapid cutting motion was at that early day considered marvelous. The first office desk ever manufactured in Grand Rapids was made for me by Mr. Powers, forty-five years ago, from a draft which I furnished him. I afterwards sold it to the late C. C. Rood, in whose office I saw it but a short time previous to his death. I presume it is there at this time. It ought to find a place in one of your elegant furniture showrooms, in contrast with the elaborate and beautiful specimens turned out by the Grand Rapids furniture houses of to-day, and should then find a fitting home in the Kent Scientific Institute or the Historical Society of Grand Rapids.

Two years later, Eagles & Pullman opened, on Canal street, a small stock of Eastern manufactured furniture. I have in my possession a bedroom suite purchased of them which, in finish, is a curious specimen of artistic skill. It is profusely ornamented with vases of flowers and gilded butterflies, that every new application of varnish brings out as brilliantly as when new. Although made of soft wood, it has been in constant use for forty-three years and is, apparently, good for as many years more. This firm of furniture dealers continued business but a short time, Mr. Eagles

returning East and Mr. Pullman joining his brother, the great sleeping car magnate, in Chicago.

I have no data before me showing the vast extent of the furniture industry in Grand Rapids, at this date, that I can offer in contrast with that of forty-six years ago. Its fame as a center of attraction for furniture buyers from wherever furniture is used is patent. In extent, variety, strength and beauty of design, the furniture manufactured in the Valley City challenges comparison and competition.

A history of the clothing trade at that early period will form the subject of my next sketch.

W. S. H. WELTON.

Owosso, Mich.

Paddling your own canoe on the road is one of the best ways to demonstrate what kind of a hustler you are.

His Knowledge of Knives.

From the New York Sun.

"I remember seeing on my father's table when I was a boy," said the middle-aged man, "some knives that had been so worn down with long use and repeated cleaning that they were almost pointed, and that were so thin that they were flexible, like the knives that druggists use to get things out of mortars with; I know I used to think the folks must have had them a long, long time. The other day I saw at my place at the table an ivory-handled steel-bladed knife that was so worn down at the end that it was almost pointed, and that was so thin that it was flexible, like a druggist's knife; I picked it up and tried it on my plate. An heirloom? It was a knife that I had bought myself when I was married, and which had gradually worn down to this, and I had never until now understood it."

"And I wonder what my children think of the thin-bladed knives they see on my table?"

If You
Handle
Bicycles

And want a wheel that has the finest bearings of any wheel on the market and one that allows agents a liberal commission, it will pay you to write us about

"THE GARLAND"

PENINSULAR WHEEL CO.
GRAND RAPIDS, MICH.

Also agents for
Sterling,
Dayton,
Phoenix,
in Kent Ionia and
Ottawa Counties.



SLIGH BICYCLES

MADE BY

SLIGH FURNITURE CO.

GRAND RAPIDS, MICH.

"Have achieved success through Merit."

Because they are Strictly High Grade
Have Detachable Cranks
Adjustable Handle Bar
Interchangeable Sprockets
Workmanship Perfect

Prices \$100 and \$85.

The Sligh is a Seller.

Write for territory and
discounts.



Shoes and Leather

A SHOE IN THE MAILS

Interferes With the Duties of the Clerks.

From the New York Sun.

'Twas only a little shoe. A half-worn, sturdy, copper-toed affair, with a knotted lace and run-over heel.

It popped out of a mail sack in one of Uncle Sam's big cars on its run across Maine the other night.

It slid along the polished surface of the table almost into the hands of a big fellow in overalls and jumper, who picked it up and, seeing at a glance that it bore no name or address, poised it a moment to get the range of the "nixie" sack in the distant corner.

Something prompted him to take a second look at the waif; perhaps there might be some clew to its owner or destination, after all.

At the head of the car the chief clerk was "sticking" letters with a steady "click-clack"—the automatic nonchalance that comes of years of practice.

Whoo-oo-ar-oot! shrieked the locomotive. Instinctively, the head clerk looks over his shoulder and down the car. The train is now but its length from the little station with its mail bag hung upon the crane to be snatched by the sweep of the iron catcher.

The "wayman," who should be at the door in readiness for the exchange, is still at the table and seems to be totally absorbed in something which he is examining, oblivious of his surroundings.

He held a little shoe in his hand and as he turned it over and over the rough tough grew gentle and a soft light came into the gray eyes.

The car with its busy workers and glaring lights faded away and he saw a little chamber in a cottage up among the Berkshire hills. The rumble and roar softened to the whisper of the night wind, the creak of the low rocker and the murmur of a gentle lullaby. He sees the dearest, sweetest face on earth bend low to a curly head and a hushed whisper, "Benny's asleep." "Mind your catch down there!"

There is a wild clutch for a pouch, the door is yanked open and the iron catcher arm swung to a level almost simultaneous with a swish and bang. One pouch goes whirling out into the darkness and another is released from the clutch of the catcher.

"Lansdowne in, Lansdowne out," the head clerk mutters as he checks the record on the paper before him; "never knew Sam to come so near missin' a catch before."

The clerk picks up the little shoe which came so near precipitating upon him a "stuffed club" from headquarters, and now notices tucked inside a small note book. He pulls it out and soon discovers that the waif of the mails is not so much of a waif after all.

It is of quite frequent occurrence in the mail service that nondescript articles, old hats, shoes, bottles, tin cans, dolls of all kinds, with big bunches of blank slips attached, are started on pass-me-along journeys.

The little shoe was a traveler of this variety, and somehow seemed to have received unusually warm welcome wherever it had gone, judging from the numerous and diverse sentiments which the little book contained. It was set in motion by a letter carrier connected with the Fort Scott, Kan., office.

In the first stages of its journey the little wanderer seems to have fallen in with well-wishing but childless postal clerks, for the indorsements read:

"Nothing yet to fit this."

"Same here."

"No use for it. Sorry."

Then comes a regretful:

"I wish I had one."

"So do I—wouldn't kick at twins."

It is almost at the city limits of St. Louis before it falls in with a daddy, who writes:

"I have three and would use it if you were not so particular about having it

returned, but none of mine are one-legged."

Then we have:

"I have two. Send three more, same size."

"I have a pair and hope they may wear them out."

Then came some poetry:

"Some shoes have copper tips,
Some babies have ruby lips;
But babies with one leg are rare,
So please next time send us a pair."

These are but a few of the sentiments between the red covers. The shoe and book went to Halifax before it turned toward home, and is no doubt nearly or quite back to Kansas.

Over one hundred mail clerks spared a moment to express a kindly thought which the mute little trudge won for itself, and it came near making a big rough fellow miss his catch at Lansdowne.

American vs. Italian Shoes.

Consul Stephan, of Annaberg, Germany, recently transmitted the following translation from a recent report of the directors of the Berlin Board of Trade:

A very keen competition is growing in the shoe trade, partly owing to the fact that the producers are endeavoring to dispense with retail dealers and partly from the appearance of foreign competitors, not only on the Berlin market, but on the German market generally. There is really nothing unusual in the former circumstance; in France especially, in the shoe trade, this kind of business, which excludes retailers, has become very extensive. The second fact has reference chiefly to the competition of Italian and American shoes, which have lately made their appearance. These foreign firms, which establish their stores in various towns of Germany, seek to simplify their production by manufacturing goods at one price only and selling them directly to the public. In France, a pair of shoes was at first sold for 12.50 francs; this was soon followed by another quality at 10.50 francs, and it cannot be denied that the manufacturers really do their utmost to supply the best goods which can be made for the price. With these foreign firms the native manufacturers cannot, as a rule, compete, because they are obliged to produce hundreds of varieties and not a single staple article only. However, such one-price factories are beginning to appear here and there in Germany, also, which sell their goods in a large number of stores directly to the public, and, therefore, independently of dealers.

The two stores of an Italian shoe factory, erected in 1894, are prospering, according to all appearances, whereas it is stated that the store of this factory in Hamburg is not doing a good business, because the lightly-made Italian shoe is not adapted for countries where there are frequent heavy rains. An association of American makers in Boston has also established a store in Berlin for ladies', gentlemen's, girls' and boys' shoes, which, according to the opinion of competent judges, has a good prospect of success.

As a new and independent industry the manufacture of fancy shoes is to be regarded. The number of factories engaged in this manufacture and erected in 1894 is quite large. This is especially important, as the import of Austrian, particularly Vienna, goods is thereby more and more reduced. Until lately Vienna goods entirely commanded the German market in this direction. However, this will not yet remove the general competition of Austrian factories, which, like those in Italy, have the benefit of lower wages, whereas the American production enjoys the advantage of better division of labor and cheap material.

The number of women commercial travelers is increasing every year, and firms who employ them say they get good results. It is claimed that the sales of the "ladies of the grip" will compare favorably with those made by their brethren of the sterner sex.

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.

We are To-day Showing
The Most Complete Line of

"Infants" Little School Shoes.

"Our Boss Line."

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

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

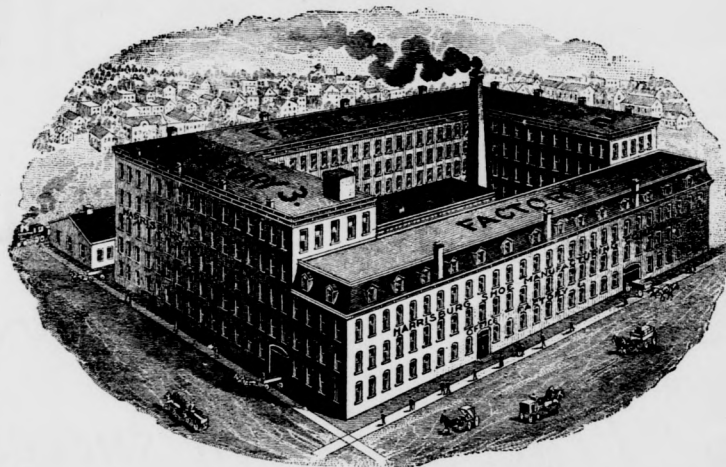
Herold-Bertsch Shoe Co.,

State Agents for Wales-Goodyear Rubbers.

5 and 7 Pearl Street
GRAND RAPIDS

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 dozens.

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

THE BACK OFFICE.

As the days go by and it seems to be certain that Russia has appropriated Turkey, wishbone and all, the outcries of those who didn't get any of the long-wished-for dainty are heard on every side. A recent wail is to this effect: "We can conceive nothing more shocking to the moral sense of the world than for a great and professedly Christian nation to ally itself with the 'unspeakable Turk' for the extermination of a whole race of Christian people!"

The point is well made. There is nothing more "conceivably shocking" than just that condition of affairs; but isn't it remarkable that the conception should take place at this late day, when the lamentable causes thereof have existed for lo, these many years? No new and, certainly, no strange things exist in the country of the "unspeakable Turk." It would be more wearisome than a twice-told tale to hear the well-known story if the recent recital of increased suffering and slaughter did not dispel the weariness by an awakened sense of horror at the atrocities carried on there. It is too much, however, to hope, or even to expect, that the moral sense of the world is to be greatly disturbed by it. The moral sense of the world has had too much of that sort of thing already to consider it as outside the pale of the ordinary; and the only thing surprising is that the inevitable and the expected didn't take place long ago. Admit that a great and professedly Christian nation has done an outrageous thing—isn't it true that there is a goodly number of great and professedly Christian nations that have been sitting for years around Armenia like so many great and professedly Christian bumps on so many great and professedly Christian logs, and the dripping blade of the Musselman has plied, unchecked, its damnable business before their very eyes, while another nation—which shall be nameless—equally great and more professedly Christian than them all, frantically calls upon the Christian nations not to shock "the moral sense of the world" by allowing the slaughter of the Christians in Armenia to go on!

It begins to look as if this "moral sense" business and the "Christianity" idea supposed to be behind it had better be dropped. "Acts speak louder than words;" and the fact is that Russia has done exactly what the other powers would have done if they had had the chance. It has been a question of greed against blood all along, with not a particle of moral sense or Christianity about it—the ground, exactly, of this same "unspeakable Turk;" and, while the Musselman declares his creed and puts it into practice, the great and professedly Christian nations declare theirs and practice the Musselman's! "Allah is great and Mahommed is his Prophet!" exclaims the Turk as he sheathes his sword in the Armenian breast. "Great is the Dollar and tremendous is its profit!" exclaim the great and professedly Christian nations, as they see the butchery go on; and Turk and Christian alike await with impatience the rich rewards. "We can conceive nothing more shocking to the moral sense of the world than"—that!

RICHARD MALCOLM STRONG.

Convenient Canes.

An inventive genius has devised a cane which will doubtless meet with a large sale in cities where the electric light is out and the lighting contract has been sublet to the moon. This cane provides a way in which every man is

his own electric light, and doesn't have to wait for moonlight nights so he can see to go out without falling into mud holes. The cane is a hollow tube filled with the necessary chemical solution. The knob is really an incandescent bulb, with an ornamental and protective covering of nickel or silver, which either screws or flies open at a touch upon a spring. The poles of the battery extend into the hollow of the cane, but not far enough to reach the acid. But when a light is desired, the cane is held knob downward, the acid attacks the zincs, and the electricity generated lights the bulb. They give out a really surprising amount of light, and last nearly two hours. A man with a cane like that could see how to walk in the straight and narrow path without stumbling. It will satisfy all classes, except the brainless dudes. They have empty heads, and try to fill the abhorred vacuums by thrusting cane heads in their mouths.

American Shoe Styles.

The Neue Wiener Schuhmacher-Zeitung, of Vienna, Austria, in one of its recent issues pays a high tribute to the American shoe industry. The paper says: "An enormous opposition in the manufacture of shoes has brought the American shoe industry to such a high degree of perfection that America is today the most producing land, quantity and quality considered. The fabulous amount of shoes produced on the other side of the ocean can easily be imagined by those acquainted with the shoe industry upon hearing that in America there are factories employing one thousand and more hands, and that the latest and most improved machines are used. To get an idea of the American quality one has to see for himself to be convinced. That, in regard to shoe styles, we look west honors the American shoe industry, which first introduced 'with the season changing shoes.' America is the ideal land for footwear. The wearers of shoes in America don't care much for repaired shoes and they buy new shoes as soon as the old ones are defective. Thus the trade between the dealer and the buyer is a more brisk one than in Europe, and the dealer must always be on the lookout to administer to the oft-changing wants of his customers at shortest notice."

Those Dollar Shoes.

She bought them in the town one day,
My lady fair, my lady gay,
Those dollar shoes.
She showed them to us all with pride.
The stuff was coarse, the last too wide.
The place uneven where they tied.
Those dollar shoes.
But when she put them on her feet,
They looked so trim and fine and neat,
Those dollar shoes.
That Cinder-Elle, coquette fair,
Might have been glad to change her pair
Of glass ones for a chat to wear
Those dollar shoes.
So with all things my queen doth touch,
They gain in grace and beauty much,
And coarseness lose:
That we who know her as earth's leav'n
Are willing, though with steps uneven,
To follow, up the path to heaven,
Those dollar shoes.

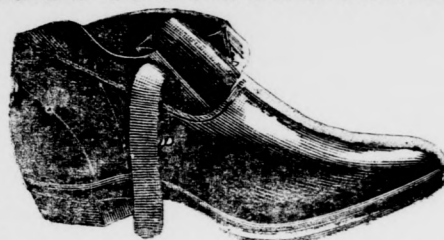
Every time you are tempted to cut prices you should remember that capital invested in business assumes great risks, and should, therefore, bear a much larger return than is usually expected from other sources, such, for example, as money out at interest or investments in real estate.



BADGES.

Detroit
Rubber Stamp
Company.

99 Griswold St.



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.

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.



**Michigan Bark
& Lumber Co.**

Grand Rapids, Mich.

508, 509 and 510
Widdicombe Bld.

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

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

Correspondence Solicited.

THE THREE FACTORS.

Relative Status of the Jobber, Retailer and Traveler.*

The subject assigned, "A Traveling Man's View of the Retailer, the Jobber and the Traveling Man," is a three cornered one, either of which is a topic in itself. I will endeavor to point out a few things for your consideration, from a traveling man's point of view only.

I will not criticize the retailer or the jobber beyond the point where they do not come in contact with the traveling salesman; neither will I laud the traveling man (I am too modest to do that) but in our behalf I will not let this golden opportunity pass without telling you of some of our grievances. We can't talk to you individually on this subject, for fear of offending you; but here you are, all together—your committee has asked me to express my views, and I may never again have such a good opportunity to do so. So, when you go home, think the matter over and see if you can't do something toward making the traveler's life more pleasant.

It is from the jobber that the traveler gets his salary. It is among the retailers that he earns it, and you can plainly see that the three are so closely connected that they cannot be separated. The three then should work in harmony, and it is in such meetings as these where methods to bring about the best results should be discussed and adopted. Manufacturers have their associations, jobbers theirs, the travelers have theirs; you have yours and the whole quartette should work together.

I have been a commercial tourist ten years and have met a great many retail hardware men. I am not much acquainted in the southern, central, or western part of the State, but I will take the stand that human nature is pretty much the same wherever you go. We travelers have a good chance to study human nature, and those who do will find among the retail hardware dealers plenty of food for reflection.

It is always a pleasure to meet a good-natured customer. You have nothing to dread before calling on him and you leave him reluctantly; if all customers were good natured, it would be a pleasure to travel.

The cranky customer makes one sick. We know before going into his store the song he'll sing. He looks at the dark side of everything, is always looking for trouble, and usually gets it. Men with such dispositions should not go into the hardware business. They are better fitted to be undertakers. It is a pleasure to breathe the pure air after a session with them.

Retailers have a great many business peculiarities. Some keep a well-assorted stock of staples and pay little attention to the miscellaneous goods and cutlery; they let that trade go to some competitor. It is quite noticeable, in towns where there are two or more dealers, how differently they sort up stock. Some will buy nothing but what they in their own minds deem the proper thing, while others would buy a stuffed elephant if they could sell it.

Sometimes the retailer thinks the traveler is a nuisance and when in that mood is apt to act ungentlemanly. He makes a serious mistake when he does so. He may not know it, but we travelers could give him a pointer—if we dared.

Some think a traveling man's time is not worth anything; but I tell you it is. He is out to do business. Certainly he is at your command, should always be ready and willing to await your pleasure, but he can't waste his time. Competition is very sharp these days and, at best, it is hard to make a good showing. It will take you no longer one time than another to do business with him, then why not get the job done and tell him to get out. This unreasonable waste of a traveling man's time by the retailer is one of the most annoying things we have to contend with.

Make an appointment with him, setting some time when convenient for you to listen to what he has to say, and then, if you don't want to buy any goods, you can say so in a manner that will not make either, of you feel uncomfortable. We travelers fully realize the importance of the retailer's being courteous to customers. Due consideration should be given them on all occasions, yet while you are dispensing courtesy, don't forget the traveler, who would like a few minutes of your time, so that he may be able to catch the next train out of town.

Often the salesman has some special bargain to offer. If you don't give him a chance to tell you of it, he will go to some competitor and give it to him—probably give him a closer price, out of revenge for your treatment, which will enable your neighbor to undersell you.

There are plenty of dealers who never know what they want and are never ready to buy; but, once you get their order down, they will kick like Texas steers if the goods are delayed twenty-four hours.

The cancelling of orders is not business. When you place an order with the price guaranteed it is your duty to give the house holding it a chance to meet a lower price. Probably your order has already been changed to conform with the new price.

If some traveler calls on you who represents a house you do not like, or you don't like the traveler himself or his prices, be frank with him and tell him so. He will thank you for doing it and will set about to correct the faults.

If you have had trouble with a certain traveler or jobber, keep the matter to yourself. No one else is concerned. Don't tell anybody but a policeman about it. You would object if a traveler advertised your faults.

Don't make promises you never intend to keep. Don't tell a traveler of the order you will give him next trip and next day give it to your favorite traveler. Downright lying never did pay.

There are a few bluffers in the retail hardware business. They make claims of being quoted certain prices with the expectation of getting concessions. They don't mean to lie about it, but that is their way to get low prices. We soon come to know them and treat them accordingly.

Some dealers are constantly making complaints to us about shortages, damaged goods, overcharges and, in fact, about anything and everything. A traveler's business should be to sell goods and not to adjust claims. Jobbers pay men in the house to do that; besides, a traveler can't settle a dispute upon its merits. The retailer will say, "Settle my way or you get no order."

Frequently a traveler will name a retailer a low price, confidentially, and the retailer tells another salesman of it. The cut is reported, trouble follows, the price is withdrawn and the retailer gets the worst of it, for he never gets a cut price again from that salesman.

The habit of certain retailers' showing invoices is certainly a bad one. You can't place confidence in a dealer who does this. If he shows one invoice, he'll show another. If he can't buy goods right without exposing another traveler's prices, he had better get some one to do the buying who can.

I do not deny the retailer the right to buy goods at the very lowest prices, but certainly do not approve of the unbusinesslike manner in which some of them go about to do it.

You retailers are here in convention to devise methods for self-protection. You have just cause for complaint against certain jobbers and manufacturers who sell the irregular trade and consumers; but here let me ask how many of you practice at home what you preach here? How many of you are not buying largely of the very houses who do the worst pirate business? There are plenty of traveling fakirs on the road trying to sell goods which no reliable jobber will handle; you buy goods from specialty men at no better prices than those made by jobbers. Then why not patronize the legitimate hardware houses

NICKELINE....

A MODERN WONDER.



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

:000

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

:000

Every box is guaranteed to the trade and consumers.

:000

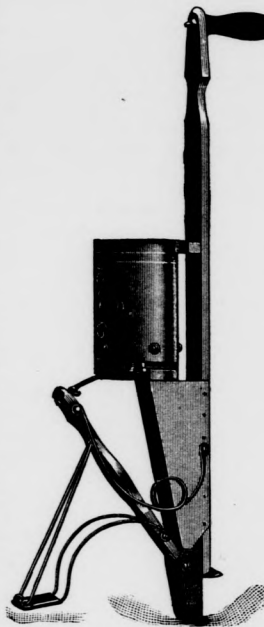
If your jobber doesn't keep it, write

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

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.

*Paper read by Albion F. Wixson at convention of Michigan Hardware Association, at Saginaw, Feb. 12, 1896.

and favor the travelers who call on you regularly—those who appreciate your trade and do everything in their power to treat you right?

The jobber is a necessity in the hardware business. He carries an enormous stock of the most salable and up-to-date goods, from which the retailer's needs are supplied. He can market most goods cheaper than the manufacturer, but on many goods his profit will not pay the traveling expenses of a man the manufacturer might send out.

Jobbers should employ men of ability to represent them—men who will command the respect of the trade, thereby building up a profitable business. Some jobbers have experimented with men, considering low salaries rather than ability, with bad results. It has proven a poor investment.

Jobbers should have confidence in the judgment of their travelers to do the very best thing possible under the circumstances. Nothing is more discouraging to a conscientious traveler than to get a letter from his house complaining of some low price he thought necessary to make in order to keep the customer in line. Some go so far as to say: "That was a foolish thing to do," "No money in the business." Rather have passed the order. Such letters show little consideration for the traveler's efforts to hold the trade.

Jobbers are shortsighted who deceive their salesmen as to the cost of goods. Nothing will take the backbone out of a man like having the impression go out that he does not have the correct cost. He has no confidence in the prices his house has given him. He is afraid to quote, he can't do a satisfactory business, and the house gets the unenviable reputation of being "not in it." If the jobber can't trust the cost to a certain traveler, he had better let him go and get one that he can trust.

Jobbers should make as few changes on the road as possible. Every time a change is made trade is more divided. We all have seen territories where certain houses enjoyed a large trade, but frequent changes ruined it, so that they eventually dropped it.

Some jobbers think the trade they enjoy is entirely their own. This is a mistake. Let some old traveler go with another good house over the same territory and you will see he will take with him two-thirds of the business. Of course, no traveler can succeed unless he has a good house behind him and is allowed to take the bull by the horns and be his own judge of what to do and how and when to do it.

Jobbers should give the traveler credit for all goods sold on the territory, for mail orders are the direct result of the work done by the salesman. The traveler should be paid what he is worth—not just enough to keep him from going with someone else.

Jobbers owe their popularity largely to the men who represent them. They should back up their travelers, furnish them with plenty of ammunition to use in their hunt for orders and not be afraid to encourage them.

The traveling man—Who is he? You all know. He is human and he has been much abused and badly misrepresented. To hear some people talk one would think the traveling man had nothing else to do in life but stuff his expense account, live on the fat of the land and flirt with the girls. That is not the case at all. He is not out for his health but to sell goods at a profit and further the interests of the house he represents, as well as to put a bimetallic lining in his own pocket. He has the interest of his customer as well as his employer to look after. If he does not sell the goods, his house has no use for him. If he does not use his customers right, he gets no business. In either case his salary is at stake. So you see it is truly a three-cornered fight. What he has to contend with, by way of competition, you all know, and the men who say they have no competition are the new men and the old liars.

We get blamed for a great many things we do not deserve. I don't believe traveling men, as a rule, are as bad as some retailers are—when they are

away from home. I think the morals of the traveler will compare well with those of any other profession. Really, I don't believe we would be as bad as we are if it were not on account of our business associates. You know a man is known by the company he keeps.

The traveler is indispensable to the jobber and the manufacturer in marketing goods, and a necessity to the retailer in buying them. He keeps you posted on the prices of the new and salable goods and tells you the latest story. He often gives you a tip on goods which are advancing, by which you are enabled to make a little extra profit.

It is not a great many years ago that the retailer had to go to market once or twice each year to buy goods and make arrangements for purchases by mail between times. Those were the days of canal boats and stagecoaches. Now, nearly all the business is done by travelers, few retailers being acquainted with their jobbers, even after having done business with them for years.

The traveler of to-day must hustle, know his business and work, to be a success. He has no time to waste and popularity on the road is not won by dissipation and inattention to business.

A glance at the names of the members of the foremost jobbing and manufacturing concerns in the country, as well as those holding the most responsible positions inside, will reveal the fact that the majority of them are old travelers.

A traveler often hears remarks made in different stores which are not intended for his ears—it may be about the prices another dealer is making or about some personal matter. We could easily get ourselves into trouble by repeating to another customer what we are often forced to hear.

A traveler should be on good terms with the clerks in the retail stores, for in them he will find his future customers. He should, also, be on good terms with his fellow travelers and he will find enough to do to study the merits of his own goods without running down those sold by a competitor.

The disposition of some travelers to do a jockey business is wrong, although some dealers invite that kind of business. All goods should be sold upon their merits and aboveboard. One item should not be offered at a loss, with the hope of getting it back on something else. Every item should be sold at a profit. No reasonable dealer expects to buy goods at cost.

A salesman should be loyal to the house he represents, have confidence in himself, and fight it out on that line and get the trade by fair means only. The confidence of a retailer often reposed in a traveler is the result of an honest and straightforward business. It does not come in a day. It takes years to get it. The success of a traveler is largely due to the kind advice of the retailer.

These associations will pave the way to a more friendly feeling and better acquaintance between retail hardware men, and will tend to do away with the bitter rivalry and ill-feeling which exist, locally. In the end it may be a pleasure to do business and be a hardware man.

We have many grievances other than those in which the retailer or jobber is concerned. As they do not bear on the subject of this paper, they have not been mentioned.

I beg your pardon for taking this unfair advantage of you, and will refer you to but one more before I close.

In this State there are about 3,000 commercial travelers, nearly every one of whom is a citizen of these United States. Election days we are often compelled to go to considerable expense in order to get home to vote. If sailors are favored by law and are allowed to vote at any port, why can't we travelers be so favored?

I would suggest that a traveler be provided with a certificate of citizenship, properly made out by the Clerk of the county in which he resides, and be allowed to vote the State and National ticket in any town in which he happens to be. As a safeguard against illegal

voting, let the privilege be good for but one hour during the day; let him be identified by a resident of the town in which he wishes to vote, and let the certificate be deposited with the ballot. Local elections do not interest us away from home, but give us an opportunity to vote the State and National ticket, and we will be satisfied.

Hardware Price Current.

AUGURS AND BITS

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

AXES

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

BARROWS

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

BOLTS

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

BUCKETS

Well, plain.....	\$ 3 25
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BUTTS, CAST

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

BLOCKS

Ordinary Tackle.....	70
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CROW BARS

Cast Steel.....	per lb 4
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CAPS

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

CARTRIDGES

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

CHISELS

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

DRILLS

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

ELBOWS

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

EXPANSIVE BITS

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

FILES—New List

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

GALVANIZED IRON

Nos. 16 to 29; 22 and 24; 25 and 26; 27.....	28
List 12 13 14 15 16.....	17
Discount, 70.....	

GAUGES

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

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

MATTOCKS

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

MILLS

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

MOLASSES GATES

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

NAILS

Advance over base, on both Steel and Wire.....	2 50
Steel nails, base.....	2 55
Wire nails, base.....	2 55
10 to 60 advance.....	60
7 and 6.....	75
4.....	90
3.....	1 20
2.....	1 60
Fine 3.....	1 60
Case 10.....	65
Case 8.....	75
Case 6.....	90
Finish 10.....	75
Finish 8.....	90
Finish 6.....	10
Clinch 10.....	70
Clinch 8.....	80
Clinch 6.....	90
Barrel 7.....	1 75

PLANES

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

PANS

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

RIVETS

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

PATENT PLANISHED IRON

"A" Wood's patent planished, Nos. 24 to 27 10 20	
"B" Wood's patent planished, Nos. 25 to 27 9 20	
Broken packages 1/2 c per pound extra.	

HAMMERS

Maydole & Co.'s, new list.....	dis 33 1/4
Kip's.....	dis 25
Yerkes & Plumb's.....	dis 40&10
Mason's Solid Cast Steel.....	30c list 70
Blacksmith's Solid Cast Steel Hand 30c list 40&10	

HOUSE FURNISHING GOODS

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

HOLLOW WARE

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

HINGES

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

WIRE GOODS

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

LEVELS

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

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

SQUARES

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

SHEET IRON

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

SAND PAPER

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

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

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

WIRE

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

HORSE NAILS

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

WRENCHES

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

MISCELLANEOUS

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

METALS—Zinc

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

SOLDER

1/2 @ 1/2.....	12 1/4
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	

TIN—Melyn Grade

10x14 IC, Charcoal.....	\$ 6 00
14x20 IC, Charcoal.....	6 00
20x28 IC, Charcoal.....	7 50
14x20 IX, Charcoal.....	7 50
Each additional X on this grade, \$1.75.	

TIN—Allaway Grade

10x14 IC, Charcoal.....	5 25
14x20 IC, Charcoal.....	5 25
10x14 IX, Charcoal.....	6 25
14x20 IX, Charcoal.....	6 25
Each additional X on this grade, \$1.50.	

ROOFING PLATES

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

BOILER SIZE TIN PLATE

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

COIN! COIN!! COIN!!!

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

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

ALVORD-BOLTON CO., MFRS.
29 GRAND RIVER AVE., DETROIT, MICH. U.S.A.

BLACKSMITHS

Will do well to try our

BIG VEIN SMITHING COAL

It fills the bill.

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

RANDOM THOUGHTS AT ODD MOMENTS.

Written for the TRADESMAN.

Very careless people remind one of a man who carries an all life insurance policy—there seems to be no end to their contributions to fate until death calls a halt. Every blunder means one more premium paid on a blind contract that allows no rebate, nor does it contain a compensatory clause; neither can it be known when such payments will cease. Unlike the all life policy holder, however, it is possible to take out a term life insurance that shall lessen the number of premiums to be paid, without increasing the premium rate. A little forethought, a little introspection, a little extra care to profit by the sad lessons of experience, and he will, in time, come into possession of a new policy, self-sustaining, with premiums all paid, which will be a comfort in declining years.

* * *

Insurance men take special cognizance of moral risks in estimating the cost of carrying out contracts with their customers. With this element of danger eliminated, they claim that rates could be much reduced, leaving only those that spring from carelessness or unavoidable accident to be provided for. When we consider the matter, it will appear that moral risks make up the largest part of the uncertainties connected with mercantile business. If all men were true in heart and in purpose, half the losses in every line of trade might be saved. With every one receiving credit a prompt payer, the losses in this country from bankruptcy would cease to show such appalling weekly records. Not one in three is the result of actual misfortune. Failure to make sales should be the only cause of failure in business, whereas, it is now, in the main, failure to make collections. All other risks might be carried with ease if the business world could be relieved of those that originate in moral obliquity. The most radical remedy is a universal cash system. Perhaps that is something too Utopian to be realized in our day; yet there are many earnest advocates now boldly leading the movement towards that desirable consummation.

* * *

Some one, somewhere, once said, "Comparisons are odious;" yet it is natural to indulge in them at times, when observation and experience suggest their fitness to certain circumstances, facts or habits of people that seriously affect the welfare of others. For instance, when we think of the difference between now and then, as measured by periods of time, it is proper to contrast the present with the past and strike a balance, as it may be shown, of gain or loss.

There was a time within the memory of man when the youth of our land, ranging from boyhood through the formative stage of character, did not enjoy so many advantages as at present. As a natural result, their wants were fewer and the temptations to luxurious habits less frequent. In farming communities and small towns especially, young men were accustomed to plan earlier in life for its future duties and responsibilities. It was common for them, at the age of 21, to have a small capital laid by, or a good trade well learned, which, because of the discipline of industry necessary to its accomplishment, better qualified them to become useful and prosperous citizens.

To-day, as one scans the growing deterioration plainly evident among the same class, the comparison is certainly not at all favorable to the present. Perhaps education and want of parental authority may be, in part, a predisposing cause. In almost every town and village there are from scores to hundreds of boys growing up to—or, rather, drifting towards—the age of manhood who have fixed upon no definite plan of life themselves, nor is any marked out for them by their parents. The increasing personal wants encouraged by our growing civilization invite their acceptance, and they eagerly respond, although the means necessary to their gratification are seldom obtained by personal exertion. The value of money, or economy, is a lesson few of them learn early enough to secure much practical benefit from. The difference in personal expenditure for trifling wants or luxuries between the youth of the present and the same class of the period alluded to is evident to any careful observer; but, by reason of certain conditions, the lavish use of money by the former has been productive of an evil that does not stop at any definite turning-point, but reaches out through years of the future into the grave of many a disappointed hope.

The habit of using one's credit on every occasion, without considering the means of maintaining it has been the ruination of many men, young and old. The habit is acquired early in this day and generation and is the bane of commercial life. The boy who is accustomed to spend all his loose change, whether obtained by gift or by his own exertion, not only fails to learn the true value of money, but becomes, as he grows older, an inveterate borrower of small sums and, further on, an adept in the art of shirking just obligations. At first, he borrows from his mates as occasion offers; then, as opportunities narrow, from some kindly disposed dealer, either in the way of usual credit for a day or two, or a small loan as a favor to be promptly repaid. The habit of borrowing at last becomes second nature until manhood's cares find him always resorting to this inevitable recourse. In this propensity of human nature, permitted by careless parents to grow unchecked—and, I might add, too often encouraged by example—lies the difficulty of eradicating the evils of the present reckless credit system, that is mainly responsible for most of the panics from which we periodically suffer.

* * *

"Sentiment is one thing and business another," yet oftentimes both may join partnership, to obvious advantage. Since the poet Morris uttered his plaintive petition to the avaricious and matter-of-fact woodman to "spare that tree, touch not a single bough," thousands of hearts have thrilled in sympathy with the appeal, because it strikes a chord that vibrates whenever memory suggests the vanished joys of the long ago. No one with a mind above material things can fail to reverence, in some degree, the relics that visibly bring back a happy past; yet the beautiful lyric referred to would have had no effect on the owner of that tree, had it not been supplemented by a goodly sum of lawful money paid down by the author as a ransom for his arboreal pet.

Reasoning from analogy, we find occasion to note the value of sentiment when connected with the ordinary trans-

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.

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, Chestnuts, Pop Corn.

—Send in your orders to ensure choice selections.—

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

Established 1876.

SEEDS

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

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

Jobbers BEANS. SEEDS. POTATOES. FRUITS.



USE ATLAS SOAP

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

OUR LATEST NOVELTY—

ICELAND NUTS and QUEEN ANN WAFERS

CHRISTENSON BAKING CO.

Are great sellers. Get them and be in line. Mfrs of Crackers, etc.

252 and 254 Canal St., GRAND RAPIDS, MICH.

Oysters

FAMOUS WOLVERINE BRAND

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

OSCAR ALLYN,
106 Canal St. Phone 1001.

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

actions of a mercantile business. A boor may succeed in selling necessities to a certain class of customers; but, in dealing with persons of taste and refinement, one needs to add the graces of courteous speech, kindly consideration and politic appeal to their natural or acquired tastes, if he expects to secure a large share of profitable trade. The merchant who adds suavity of manner to business energy, a friendly interest in the welfare of each customer to the ordinary inducements of price and quality, will generally find that it develops corresponding sentiments in the mind of the buyer, which will, at the close of each year's accounting, swell to a large total the sum of his net profits. The confidence a customer reposes in the merchant is a sentiment that, while not shown on the ledger, has, nevertheless, a mercantile value and will, to a considerable degree, make up for any lack of cash capital.

S. P. WHITMARSH.

PROFESSIONAL EGOTISM.

Written for the TRADESMAN.

A common manifestation of pride on the part of those who are doing this world's work, or who think they are doing it, is the egotism engendered by personal attainments—professional pride. The possession of this egotism is a trait of character to be commended—the artisan or specialist who fails to do that of which he should be proud is unworthy of his calling. But the manifestation of this pride is another matter—the artisan or specialist who manifests undue vanity for what he has attained, if he does not become ridiculous, is apt to assume responsibilities and duties for which he has no recompense and for which he receives few thanks.

There are "experts," of course, in most avocations or professions. These have won their prestige by long experience, close application and a special aptness, perhaps, for the particular line selected, whether it be law, medicine, engineering, advertising, or any other of the numerous fields for specialty work. These experts, whose duties may be wholly advisory, or may be actual performance, assume a responsibility as to the success of the undertaking for which they demand remuneration. This is usually dependent on two elements—the skill, prestige and experience of the expert, and the magnitude of the interests involved. There may properly be pride in the attainment of such expert knowledge and prestige, but the true expert never manifests it, nor permits it to be an incentive for the assumption of responsibilities for which he does not receive recompense. The recompense may not be in dollars and cents, necessarily—philanthropy or other worthy motives may govern; but, if the motive be pride of execution, the expert becomes an amateur.

It is because all lines of industry and trade are so largely permeated by this spirit of professional or expert pride that I have been prompted to take occasion to refer to it here. In trade, especially, are its results so injurious that it makes it a subject worthy of serious consideration.

Now, most people in the ordinary enterprises in which they may be engaged, whether in advertising a specialty or a line of goods or whether in buying a coat, usually have some ideas on the subject. When that is the case, the wise expert, whether the professional advertiser or the professional coat seller, will recognize those ideas as far as he may in justice to the success of the en-

terprise. If the client chooses to put the enterprise entirely into the hands of the expert and will pay for the responsibility, that is another matter. I am speaking of the more frequent cases where advice and assistance are only desired to supplement the partial knowledge of the client.

The judicious counselor who is not paid for assuming full responsibility will be very careful to use all the knowledge of the customer which can be made available, and in the advice given will see to it that it receives the sanction of the latter's judgment as far as possible. To illustrate, by referring again to advertising: When counsel and assistance are sought, professional assurance prompts the expert to take the matter entirely in hand and proceed to persuade the customer that his is just the scheme for the purpose, forgetting that he is not paid for the responsibility of ultimate success. Now, a great proportion of advertising enterprises are failures. When such is the case and the scheme of the expert is followed, the responsibility of the failure is laid at his door, his reputation suffers and a customer is lost.

It is the same in selling a coat. The self-confident dealer or clerk "knows just what you want. Now, here is a coat that will just suit you." This is taking an unnecessary and harmful responsibility, for, if the dealer's superior knowledge prompts the purchaser to take a coat that does not suit him, afterward the dealer will be obliged to bear all the blame and will probably lose a customer, which would not have been the case had he judiciously guided the latter's judgment and let him take the responsibility.

In every line the judicious artisan or dealer will endeavor to make use of the customer's judgment and knowledge. There are few people who are pleased by having their ideas ignored. Many times they will submit to it for the occasion, but the custom ends unaccountably to the dealer. Many an able man has lost his chance of success by failure to learn that other people like to have their own opinions deferred to somewhat.

While it is never advisable to hide one's light under a bushel, the judicious proprietor of a lamp will do well to keep it in mind that there are other lamps. And there need be no fear but that the brilliancy of his particular lamp will be duly recognized, if proper care be taken to keep it in perfect trim, without the necessity of flashing its splendid rays to the obscuring of the lesser lights. Men admire brilliancy, but it is a characteristic to admire it most when it is their own brilliancy, and the one who does most to enhance the brilliancy of others is the one in most request.

W. N. FULLER.

Cow Butter and Hen's Eggs



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

A. B. CLARK,
Plainwell, Mich.

Molasses Chews



Is the name given to a new piece of goods something like a caramel which we are now offering to the lovers of fine confectionery—they are delicious and will soon be

In Everybody's Mouth

Every piece wrapped in printed wax paper and put up in pails holding 15 pounds, at \$1.95 per pail. Order a supply at once.

THE PUTNAM CANDY CO.,
GRAND RAPIDS.

The Best Starch

In the Market.



The Only Starch with Bleuing in It.

Requires No Cooking.

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

25-50 PACKAGES FREE
WITH EACH CASE.

I. M. Clark Grocery Co.

GRAND RAPIDS.

MEN OF MARK.

Geo. R. Treble, of the firm of Strong, Lee & Co.

Geo. R. Treble was born in Windsor, Ont., Dec. 31, 1865, his antecedents being Cornish. He was educated in the High School of that city, from which he graduated in the English course in 1879. He then accepted a position as clerk in an insurance office, but three months' experience demonstrated to his satisfaction that he was not cut out for an insurance agent. He then entered the employ of the Grand Trunk Railway as clerk in the office of the car accountant, but, learning of a vacancy in the wholesale dry goods establishment of Chas. Root & Co., of Detroit, he crossed Detroit River and took a position as office boy at a much less salary than he was receiving in his former position. As time wore on and the capacity and ability of the young man developed, he was promoted, respectively, to the positions of assistant book-keeper, head book-keeper and cashier; and on



January 1, 1893, his fidelity and zeal were recognized by his being admitted to a partnership in the firm of Strong, Lee & Co., since which time he has occupied the position of credit man and general manager of the office department.

Mr. Treble is a bachelor—whether from choice or necessity the Tradesman is unable to state. He resides with his mother in Detroit and all reports agree in the statement that the relationship of mother and son is an ideal one in every respect.

Mr. Treble attributes his success to persistent effort and close attention to business. He is gifted with a wonderful memory, and his business associates agree in the statement that he uses excellent judgment in making credits and exceptional ability in keeping track of accounts after they are once made. He makes up his mind quickly and does not parley in negotiating or executing business deals of any kind. He believes in calling a spade a spade, and garnishes neither his letters nor his conversation with fine phrases. His long connection with the house has given him the personal acquaintance of almost every customer of the establishment, and it goes without saying that he is held in high esteem by all with whom he is acquainted, either in a business or a social way.

Surrounded by friends, pleasantly located in business, and well regarded by

all, Mr. Treble has reason to review his success with satisfaction and look upon his future with complacency.

A RETAIL DEALER'S TEMPTATION.
Written for the TRADESMAN.

I have lately been in receipt of certain pamphlets and circulars calling attention to the fact that in Chicago, where life is real and earnest and where the wheels of business whirl with amazing rapidity, there are countless opportunities for the man of small means to invest them profitably, and that without the trouble of giving the matter any personal supervision. In one of them, entitled "Speculation, or How to Get Rich," the author, to avoid shocking the scruples of his reader, deems it desirable to introduce a page or two of argument to prepare the mind for the proper reception of the schemes to be explained later. He gently states, "Before money came into general use speculation was confined to very narrow limits," and goes on to say that "Hard work and frugality are the only methods relied on to keep a family above want." Referring to the fact that these modern times reveal "a bright page in history," he declares that every form of legitimate business to-day is conducted on speculative lines. The merchants, the manufacturers, even the farmers, he characterizes as speculators pure and simple; also includes insurance men, bankers and all who follow the various professions. He argues, therefore, that every form of legitimate enterprise, from the highest to the lowest, upon which the comfort and happiness of man depend is "founded, to a certain extent, on speculation," because controlled as regards profit or loss by the natural fluctuation of values. From this premise he draws the conclusion that dealing in commodities, stocks, bonds and shares on 'change is an equally lawful and honorable pursuit.

It is unnecessary to follow the unfoldment of the schemes he offers as baits to draw reluctant dollars from people who have been hitherto content with the regular rewards of industry to be gained in a line of legitimate business the methods of which are easily understood. There is no doubt that such appeals to country merchants have borne abundant fruit for many years; if not, where do all the lambs come from that are daily shorn in these greedy marts of trade? We hear of ambitious speculators in options; puts and calls getting squeezed in corners, or, perchance, when on the right side of the market, raking in profits by the tens or hundreds of thousands.

We need not wonder, therefore, where a considerable portion of capital comes from that is thus made a football of for the chances of fate. The big players, of course, use the immense reserve in their possession to fight each other with for supremacy in the arena, called, by courtesy, "legitimate trade." But much of it flows into the maelstrom of speculation in the shape of little rills trickling through the hands of professional brokers, whose influence has drawn them from quiet springs where they had heretofore served more useful purpose. To employ an equally apposite metaphor, much of the grist that feeds these remorseless mills comes from the hard-earned savings of business men, who foolishly listen to such blandishments as those considered. Among the wrecks that appear in bankrupt reports may be numbered thousands of once prosperous dealers, who loved money "not wisely, but too well."

STRONG, LEE & CO.

DETROIT, MICH.



Our various Departments are complete with the largest and best selected stock in the West. We invite your inspection. Special values in

**PRINTS, GINGHAMS, Percales,
DIMITIES, WHITE GOODS.**

In our Lining Department we have all the new things---

**TAFFETAS, MORINES,
PERCALINES.**

Ask our Travelers to show you their line of

**CALICO DRESSES,
SHIRT WAISTS and SKIRTS,**

our own manufacture. Owing to large number of orders taken, we have doubled our capacity within the last month.

On Friday morning, Feb. 21, we will open 100 cases choice New Work **Spring Prints**, at 4 1-2 cts. per yard. Order a few sample pieces.

Personal attention given to mail orders.

STRONG, LEE & CO., DETROIT.

These victims of outside speculation were not naturally weak in intellect or lacking in sound principle, and perhaps were equal in ability with those who invested without loss, or who refused outright to tempt fickle fortune. They, unfortunately, listened to the voice of the syren and were persuaded to use a small portion of surplus capital as a "side line" to their regular business. They did not, at first, intend to invest more than they could safely lose, should fate be unkind; but, encouraged by one or two profitable ventures, wherein the per cent. of gain seemed enormous compared with ordinary commercial profits, and lured on by the infatuation of the new delightful game, the withdrawals from home capital became more frequent. In the exciting pursuit of wealth acquired, at a distance, so easily, interest in home affairs began to flag. Then, as losses came, new schemes to hedge against adverse conditions and recover lost capital occupied much time, to the neglect of more important matters. Soon, the speculative part of a divided enterprise became paramount, and the feat of riding two horses moving in opposite directions was again exemplified. The horses, represented by the capital so foolishly disposed of, became the property of more cunning financiers and of creditors in the jobbing line, leaving the unlucky rider "pedestrianated" to go afoot for the rest of his natural days, or until he should be contented with a single mount.

It is not the intent of the writer to denounce or even criticize the modes of dealing adopted on 'change. There is already too much radical fault-finding based on ignorance of the subject, and adverse opinion has often sought to influence national legislation, though so far without result.

Whenever the law of supply and demand makes it advisable to organize an association of business men to deal in the products of the soil on a large scale, or to classify and determine the market value of personal property in the form of bonds, shares or securities certified by corporate enterprise, stock and produce exchanges have, no doubt, a legitimate standing and serve a useful purpose. The evil connected with them is not inherent but extraneous and is susceptible of correction. As in other enterprises affecting the public, abuses will spring up in spite of the greatest care for their prevention. The majority of members in each wholesale auction mart are honorable business men, seeking to aid in the fair valuation and distribution of whatever products may be proper objects of barter. They often act as agents for those who require their services, as wholesale commission merchants do for their customers.

But there is a class, such as the author of the pamphlet referred to, who use this legitimate enterprise for other purposes. The comparatively small investments solicited from a confiding public unacquainted with the details of a purely speculative business are not needed to promote the avowed purposes of metropolitan exchanges. The investor has to be plied with many plausible inducements before he consents to accept the hazardous proposal. So far as his own judgment is concerned, he may as well deal with the bookmaker of a race course, for blind chance, over which he can have no control, is his only guide. It is like putting a stake in the hands of a professional gambler, to be played at high hazard—he to receive for

his services and advice only a "moderate" commission.

Few country dealers who accept such tempting offers ever realize a tenth of anticipated profits, while the many who venture receive nothing but harsh object lessons in the school of experience. To the professional speculator holding out to the dealer flattering hopes of profit simply by investing a small part of idle capital, coupled with the assurance that the business is honorable, with no more chance of loss than the one he is now pursuing, the most sensible reply would be the words of the Apostle Paul, whose fame reaches across the centuries, "All things are lawful for me, but all things are not expedient." The pith of the aphorism lies in the application.

S. P. WHITMARSH.

A SHIP CANAL PROJECT.

Small canals for interior transportation have been superseded by railroads, but the present is pre-eminently the age of ship canals, by which vessels may proceed by short route from one sea to another without breaking bulk.

The Americans are very backward about constructing ship canals, and heretofore they have left all of that sort of enterprise to be monopolized by the Europeans, and many distinguished examples of that kind of work have been executed in the past few decades.

One of the latest projects of the sort is a plan to open a canal for ships from the Baltic to the Black Sea. The Russian war fleets are liable at any time to be locked up in the Baltic by ice, and in time of war to be bottled up there by blockading squadrons. It is, therefore, proposed to open a ship canal through Russian territory from the Baltic to the Black Sea. True, a Russian war fleet would be no better off at present in the Black Sea than in the Baltic, since the Dardanelles are closed to all warships of any nation save Turkey; but then Russia will some day own Turkey, and then the embargo will be at an end.

Hence the need for such a canal. The proposed route would commence at Riga, would utilize the Duna, the Beresina and the Dnieper rivers and end at Kherson, on the Black Sea. There would be no canal, properly speaking, except to unite the Beresina with the Duna. The total length would be about 984 miles, and the least width 219.8 feet on the water surface, and 120 feet at bottom. The topographical conditions are most favorable, since they would require only one lock at each end. The canal would, besides, pass through a clay soil, which would give every confidence in the security of the work and would provide the bricks necessary for the masonry.

Ports would be established at Kherson, Aleschki, Eriklavi, Nikopole, Alexandrousk, Werchneidneprowsk, Kremenchug, Kanew, Kjew, Lepel, Dunaberg, Jakobstadt, Riga, etc. A vast reservoir established at Pinsk would also permit the new route to connect with the Niemen and the Vistula through the river Pripijat. The terminal locks would be erected at Kherson and at Riga, which ports would be enlarged. The total cost, including the purchase of the ground, is estimated at \$96,500,000, and it is calculated that the works could be finished in five years. At the rate of six knots, vessels could pass through the canal in six days.

It is not likely that this work will be commenced at an early day, but it will become a sort of military necessity to Russia, and will be executed some time or other. It would furnish employment to vast numbers of Russian laborers.

In the Race Once More!

It gives me great pleasure to inform my old friends and patrons that I have just completed the organization of a stock company, to be known as the

MONROE ROSENFELD CO.,

And have leased the building at 178 Jefferson Ave. (near Woodward Ave.) Having the active management of the business, I can guarantee my customers first-class treatment and entire satisfaction. A new and complete stock of notions and fancy goods, secured at lowest cash prices, enables me to offer extra good values, aiming to be recognized as

LEADERS OF LOW PRICES

Before placing your order it will be to your interest to write for our new price list, which you will find full of bargains and novelties.

Thanking you for past favors, and trusting to receive your patronage again, I remain, Yours very truly,

MONROE ROSENFELD.

DETROIT, MICH.

Windsor Epatant papered prints, all dark work 5 C

Hamilton, Merrimac and Garners new work, red prints 5 C

Indigo prints, all new work 4 1/2 C

B Indigo prints, all new work 7 3/4 C

C Indigo prints, all new work 6 3/4 C

Standard shirtings, all new work 4 C

Standard black and white, all new work 5 C

Lawrence L. L. sheeting 4 1/2 C

Arrow brand sheeting 4 3/4 C

Wickford fancy dress gingham 4 1/2 C

P. Steketee & Sons,

GRAND RAPIDS.

Fast Black Hosiery

We pay particular attention to this department. Our prices are right and goods sold with a guarantee by us. SEE?

Voigt, Herpolsheimer & Co.,

Wholesale Dry Goods

Grand Rapids, Mich.

SPRING & COMPANY

IMPORTERS and JOBBERS.

Show Largest Line of **Gents' Furnishing Goods**

Ever Offered by Them

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

GRAND RAPIDS.

NATIONAL CHARACTERISTICS.

American, English and French Methods Contrasted.

Written for the TRADESMAN.

It was on Monroe street and the window was radiant with neckties. There were silks of every color, rich and heavy, and the hand of the artist was seen in the articles selected and in their arrangement. More than one masculine passer-by, drawn to the window, stopped to admire the general effect, settled in his mind the tie that pleased him best, and passed into the store to make a purchase.

Said one gazer at the fine display: "The feller that got up that winder knew what he was about, now I tell ye. Neckwear makes the prettiest winder-dressing stuff in the world if anybody only knows how to use it. Ye can loop 'em, ye can tie 'em, ye can do anything with 'em, and it's the best way to advertise I know of. That's the way they do in the old country. A London haberdasher's shop is a sight; and, when ye git before such a winder in Paris, ye feel's if that was what ye crossed the ocean to see—you do, for a fact!"

It may have been what he went over there for; but it was not my purpose, by any means. The remark, however, suggested an idea of comparison, which it seemed well enough to follow up; so, fixing on a tie which I should be willing to be coaxed into buying, if over-persuaded, I followed an intentional buyer into the store.

"Let's have a look at some of them Jim dandies in the winder," said the intentional buyer.

"All right; we've the best line of ties in the country! Just look at that! See this one! How's this for silk that'll stand alone if you give it a chance? Is this the one you like? This is the way it'll look when it's tied. Isn't she a daisy? This, though, is the one you want if you're going to have the swell-est thing of the season!"

"Gee! I should say! What's the figure on that?"

A popular price was named

"No, thank you—I don't intend to have it framed; it's just to wear on my neck, you know, and I couldn't think of any such figure."

"All right. Isn't there anything else I can show you?"

"Not after that. That's your bottom price, I suppose?"

"Clear down to bed rock."

"All right. I'll come in sometime when I'm flush and load up."

Away he went and the young fellow came forward to wait on me.

"What can I show you to-day?"

"Nothing. I came in to ask the price of one or two ties in the window—if it wouldn't be too much trouble?"

"Trouble! That's what I'm here for."

The price was politely stated and the offer made to show me a nice line of similar goods. Not wishing to purchase that day, I declined the offer and, thanking him, came away, thinking of a summer or two ago "in the heart of London town." I sauntered along the Strand that day, then, as now, a sight-seer on the lookout for something fine in the line of neckwear for myself and, possibly, for some friends. Then, as now, the window of the haberdasher had been placed in artistic hands, with pleasing results, and, gratified that I had found, at last, exactly what I wanted, I entered the shop, determined to have the goods at any price. It was early in the day and the attendant on one side of the store was busy with the

morning paper. I went directly to the window for a nearer view of my intended purchase, expecting that the clerk would soon be ready to wait on me. He didn't budge. Not accustomed to that sort of thing, I turned to the fellow, still buried in his paper, and said, "I'd like to look at these neckties in the window."

"Do you want to buy any?" was the astonishing question of the attendant, still sitting and still busy with his paper.

"W—e—ll, that depends. I certainly won't buy any unless I can examine them."

"I know; but, unless you want to buy them, it wouldn't be worth while to go to the trouble to take them down."

I looked at that lump of English impudence with amazement. "You are right," I said; "it wouldn't; but I can tell you one thing, young man—if you want to be a success in selling neckties, you'd better take the first steamer to New York and learn how!"

Are they all that way in London? Let us hope not; but there is a feeling very prevalent that whoever goes into a shop is expected to buy something, whether he wants to or not.

The finest shops in Paris are not located on Rue de Rivoli; but, for the purpose of studying the French shopkeeper in all his infinite variety, it probably has no equal. Of course, every window is made the most of, although the goods displayed are not always pleasing to look at and not always decent. The point, however, just now, is that the French shopkeeper is on the alert and no customer who shows the least interest in the window display is allowed to pass on unchallenged. Does a picture please? The beholder is hardly aware of the fact before a voice at his elbow anxiously asks "if M'sieur would be pleased to have a copy." Does a pair of Turkish slippers, by their very ugliness, catch the eye? The least halt will find the obsequious trader urging the traveler to improve his only opportunity of securing these gems of the Orient! He only is safe who knows exactly what he wants and will have nothing else.

It was at a window brightened with men's furnishing goods that I found a linen collar that was just what I wanted. The clerk inside knew it before I did and with just enough English to do so asked if I would be so good as to step inside. Then the fun began. His "Wish you?" and my "Je desire" were soon exhausted and, while I was trying to think of the French for collar, he was touching with his finger every box in the not extensive establishment. That gave me a pointer and when he turned again I touched the article on my neck. Presto! the counter was covered with collars. The selection was soon made. "Comment, M'sieur?" Instead of trying to think of the answer in French, I just held up ten fingers first and then two, an ignominious proceeding on the part of an American wont to pride himself on his French at home—vastly more effective there than the attempt to speak it across the pond!

It was noticed, in furnishing the dozen, that three only were of the kind selected and all the pantomime in the world couldn't make that Frenchman understand that he was trying to give me two kinds of collars and that I wanted but one kind. Evidently giving up in despair, he carefully wrapped them up and smilingly handed the parcel to me, who as smilingly received them, removed the wrapper, took from the twelve the three

O. E. BROWN MILL CO.

SHIPPERS OF

FLOUR, GRAIN,
BALED HAY

In Carlots.

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

Office 9 Canal street,

Grand Rapids.

Self=
Raising BuckwheatReady for use.
No salt.

No Soda.

Always uniform.
No yeast.

Warranted to Contain no Injurious Chemicals.

DIRECTIONS FOR BUCKWHEAT CAKES.

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

SILVER LEAF FLOUR

The Best Family Flour Made. Always Uniform.

Muskegon Milling Co.,

MUSKEGON, MICHIGAN.

Don't
Lie.....

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

VALLEY CITY MILLING CO.,

Sole Manufacturers of Lily White Flour.

Grand Rapids, Mich.

that suited and handed them to him to do up, pushing the others aside with a decided "Non!" "I understand, M'sieur," and, going to another shelf, he took down a box like the three selected, counted out nine, rewrapped the goods, took the money for them and, with a profound bow, a hearty "Thank you!" and a smiling "Good day," followed me to the door, and I left him thoroughly convinced that the publican was about right when he thanked kind Providence he was not made as other men are!

Here is the American, the Englishman and the Frenchman; and, prejudice aside, I prefer to take my chance with the American, every time.

RICHARD MALCOLM STRONG.

Competition and Quality.

From the New York Shipping List.

The late Col. W. P. Thompson's idea of the broadest and completest achievement in business was that it should be based upon making the best article in popular use for the least cost of production and then selling it cheaper than any competitor could sell it. He was not the original exponent of this idea, as it is one of the fundamental principles of many reliable corporations and firms, but Col. Thompson was such an intense believer in the policy that he would not tolerate any departure from it on the part of employees.

Aggregated capital is in a better position to carry out this rule than smaller competitors, but the pace once set has to be followed by every manufacturer who seeks a reputation for reliability and invites public patronage. The old-time methods of lowering the quality to meet competition are not successful in these days of survival of the fittest, except in large department stores and chromo tea shops patronized by ignorant bargain hunters. A brand placed on petroleum, white lead, medicinal preparations, food products, etc., is a recommendation for the consumer to accept by continued patronage or to reject by favoring competing goods. The chief aim of reputable manufacturers is to place quality above question and then to fix the price. A change in this respect is very noticeable in the paint trade. In previous years barytes entered largely into the manufacture of white lead to reduce cost and increase profits, rather than to meet competition. Foreign white lead loaded with barytes has also found a demand in American markets, but the latter-day education of consumers has turned the tide to a better quality of paint materials. Just now there is considerable prejudice against barytes, which is well merited. That prejudice curtailed the domestic production of barytes 5,635 tons, or 20 per cent., in 1894, and reduced the importations of manufactured or floated barytes from 14,968,181 pounds in 1867 to 836 pounds in 1894, and of crude barytes from 5,008,816 pounds in 1884 to 1,884 in 1894, according to the sixteenth annual report of the Geological Survey.

Mineral lubricants have supplanted sperm, whale and castor oils, not because of superiority, but because the products of petroleum answer the purposes just as well and are much cheaper in price. This change has been brought about by perfection in manufacture. Various attempts to produce substitutes for linseed oil have been unsuccessful, and the practice of adulteration has likewise received a serious set-back through the dissatisfaction of painters whose reputation demanded pigments and oils of staying qualities. Food products and medicines give more occasion for discrimination, and there are many manufacturers in both lines who have nothing to fear from the competing Cheap Johns who depend on sophistication for their profits. Trade associations have assisted to promote the better era in manufacturing circles. The tendency is stronger than ever in favor of pure goods; disreputable practices are of short duration, as the guilty

parties soon discover that the public cannot be humbugged all the time. The evils are correcting themselves without the aid of legislation.

The Unreliable Advertiser.

From the Counting Room.

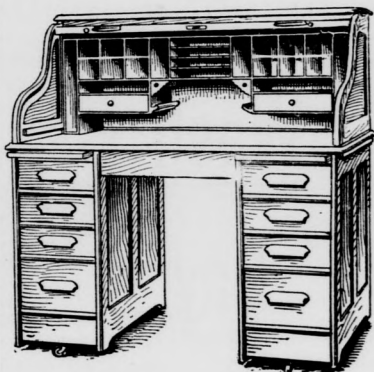
If there is one thing against which all the business men of a town should be united, it should be the unreliable advertiser. These deceptive fake advertisers destroy public confidence and detract from the force of the matter sent out by the legitimate advertiser. In more than one instance an entire town is stigmatized by the operations of one dishonorable concern advertising under various aliases. There is nothing better to keep up the trade of a place than keeping up the standard.

In these days all live merchants and manufacturers advertise; and it is just as true that there cannot be successful, up-to-date advertising without the use of illustrations of some sort. It may also be stated as an advertising axiom that poor illustrations are almost worse than none, perhaps quite so.

Use all the common-sense you have in the preparation of your advertising matter, and, if you find that the kind you are writing doesn't pay, send to an expert advertising man to do it for you. There's a right way and a wrong way; a profitable and an unprofitable kind of advertising.

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.



Detroit Rubber Stamp Co.
99 Griswold St.

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.

Grand Republic Flour

Absolutely the Highest Grade of



SPRING WHEAT FLOUR
Manufactured.

Ball-Barnhart-Putman
Company,

Sole Distributors,

Grand Rapids, Mich.

SEE QUOTATIONS
IN PRICE CURRENT.

THE BANE OF BUSINESS.

Written for the TRADESMAN.

The bane of business is the failure to meet engagements. With the best of intentions, it is frequently a matter of the greatest difficulty; with the worst, or with no intentions at all, the results are often disastrous. The tradesfolk, generally, are notoriously dilatory in this respect. The tailor who had the suits of his customers ready on time died so long ago that his name has passed from the memory of man. The cobbler who took your shoe this morning and asked you as a special favor to call for it at noon isn't dead; but there is a large circle of disappointed customers whose regret in that direction is softened by the strong conviction that the cobbler that deceived them will be cast into "the lake of fire and brimstone, where shall be weeping and gnashing of teeth!" The paper hanger and his twin brother, the painter, with put-off engagement and work needlessly delayed, were long ago classed among the animal pests associated with spring cleaning; while the actual profanity and abnormal wickedness that hover over the printing office, if all is to be believed which is said of it, have made it an object of aversion to all who are forced to have dealings within its walls.

It has been ascertained, however, that much of the fault found with the tradesfolk does not belong to them—that it is a myth, and one with no more real foundation to it than the shooting of the apple by William Tell. Time and occasion can, of course, furnish instances where the promised work has not been done at the appointed time; but investigation shows, also, that both can furnish more instances where it has not only been done on time, but long remained uncalled for. It is the latter condition, then, that is the rule and the former which is the exception confirming it.

The above conclusion has not been hastily reached. The Back Office is not far from that of the foreman, and it is not difficult to know something of the engagements made there. Here is one to the point, and one of many:

"Here's some work that I must have done at a certain time. Can I have it by three to-morrow?"

"Yes, sir."

"If I can't have it then, just say so! I must have it at precisely three o'clock to-morrow. Now, I don't mean day after to-morrow, but to-morrow. Can you do it?"

"Yes, sir."

"To-morrow and to-morrow and to-morrow Creeps in its petty pace from day to day To the last syllable of recorded time—"

that is—almost; but that job which "must be done precisely at three o'clock to-morrow" is still waiting for that customer. "He cometh not." In the language of Mr. Pickwick, he is "a humbug." "Falsus in uno, falsus in omnibus," he is the offender; and the printing house whose job was ready at "precisely three o'clock" on that particular "to-morrow" is—well, not the one which has anything to do with the future fire and sulphur of a certain locality.

It is too often forgotten that there are at least two parties to every engagement; and it's always "the other one" that's the one to blame. The tailor and the cobbler can have no good reason for failing to have the work done at the appointed time, any more than the printer. That was a part of the contract—"the work to be done precisely at three." There the responsibility ends. Then if

the customer fails to come, that is the customer's lookout and the workman can go on with another job.

Right here lies the mistake. The responsibility does not end there. To meet these engagements on time, other work, well under way, must often be laid aside, the routine is broken into to meet the particular engagement, and the customer has no right to make it a matter of convenience on his part and govern himself accordingly.

These engagements are not confined to the trades. They are a part of the daily business routine; and that business man who does not keep his appointments will soon lose caste among his associates.

"I will be at your place at two o'clock. Can I see you then?"—"Yes, at two, sharp;" but at the place and the hour the caller was obliged to wait in the anteroom a bad quarter of an hour while "the party of the second part" settled a question with his book-keeper. The result was that the caller just missed his car, which delay caused him to break another engagement, equally important, and he was subjected to inconvenience and expense, all because the business man failed to recognize the fact that his part of the engagement was to be as religiously kept as the other part.

Traced to its source, it is found to be the result of selfishness pure and simple. The tailor, the cobbler, the printer—the other party generally—is not to be considered for a moment. I, in a tremendous capital, stands squarely in the foreground, and to that the other parts of the picture must be made subordinate. If I want my suit done on a certain afternoon, it is the tailor's duty to drop everything for me. If my shoe calls for a patch, it is obligatory upon the cobbler to remove the shoe and begin the repair at once, even though the article is not needed for days; and, if the printer with whom I leave my order will not instantly begin to fill it, and that, too, at the regular rate, I will at once take it "where I can have it done when I want it."

What a tremendous lot of Dogberrys there are in the world; and what a tremendous hullabaloo there would be if each should insist on being written down the ass that he really is!

RICHARD MALCOLM STRONG.

Ideas for Spring Windows.

From the Dry Goods Reporter.

Embroideries are not hard to utilize in window displays. They drape so gracefully that very little is necessary in the way of fixtures. A good idea was that seen in a city store this week. The central feature was three half circles at the back of the window, from which the embroideries were draped in graceful curves. At each side was a half circle draped in the same way. On the floor embroideries were draped from uprights about five feet high. The window was of pure white and attracted many people.

A display of pin dot swisses was commendable as a stock display. The goods were shown mostly in bolts except in the center of the floor, where there were three short columns, on top of which the goods were bunched so as to show how they look when made up. All the new colorings were shown and, being one of the first displays of its kind this season, attracted much attention.

Traveling men don't say exactly that business is "booming" just now, but are contenting themselves as reporting "a slow, steady improvement in trade conditions, with every evidence of its indefinite continuation."

Jardine, Matheson & Co., Mourilyan, Heimann & Co., Hellyer & Co., Smith, Baker & Co.,

Are well known in the Tea world as the leading Importers of Japan Teas in the United States.

They own their firing establishments in Japan, and are first hands in every sense of the word.

Their Teas are recognized by the trade as first-class in every respect. We have lines of Japan Teas in stock bearing the name of all these honored firms.

We paid them the cold cash for their Teas, and that is the reason we are in position to undersell any firm in Michigan to-day.

The recent sharp decline in medium and low grade Teas struck us just right. We have just unloaded two carloads, and we certainly would not have added to our already immense stock, unless we had unbounded faith in our judgment in taking hold of these Teas.

We guarantee to sell a line of Japan leaf and Nibs at 12½, 13½ and 14c, that other firms have asked, and are now asking 17 to 19c. We will gladly furnish samples; this means a bonanza to any live retailer taking advantage of our offers.

Terms cash, as usual, with order, in current exchange.

THE JAMES STEWART CO.,

(LIMITED)

SAGINAW, MICH.

Wash Day

Nearly every woman dreads "wash day" with its drudgery and discomfort. Some women have found out that there is one great aid that helps to make *lighter* the work of washing clothes. That is

OAK-LEAF SOAP.

It takes the *dirt* out without excessive rubbing—leaves the clothes *clean* and *white*, without injury. You can well afford to *give it a trial*. Get it at your dealers. A catalogue of beautiful pictures free.

GOWANS & SONS, Buffalo, N. Y.

LEMON & WHEELER CO. Wholesale Grocers.....

GRAND RAPIDS

VALLEY CITY ICE & COAL CO.

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

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

Use Tradesman Coupon Books and Avoid Loss

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.

H. B. Auger, representing Jas. Walker & Sons, Detroit, is now in the Lake Superior country, boring the plumbers and hardware trade.

Geo. W. Stowitts has severed his connection with the Boston suspender house and is spending a few weeks with friends at Mansfield, Ohio.

J. A. Gonzalez has gone to Wisconsin and Minnesota, where he will spend about eight weeks in the interest of the Best & Russell Co., of Chicago.

Geo. H. DeGereaux, of Cheboygan, who has been traveling for a Detroit paper house, is now on the road for the Canfield Oil Co., of Cleveland, Ohio.

H. A. Hydorn has been assigned the position of New England traveling salesman for the Bissell Carpet Sweeper Co., with headquarters at Springfield, Mass.

The Diamond Crystal Salt Co. has engaged Frank VanDevan to represent it in this city and in the western portion of the State, operating in conjunction with the traveling men of the Olney & Judson Grocer Co.

It takes a certain sort of genius to make a good traveling salesman, and when a firm has such a one in its employ it is a good stroke of business to pay well for him.

Willis Peake, who travels for Gray, Toynton & Fox, Detroit, has changed his territory so that he makes a three weeks' trip in the Upper Peninsula and three weeks in Ohio, calling on the jobbing trade. He also runs a confectionery store at Mt. Pleasant.

Algernon E. White, for several years on the road for Rollo Thomas, of New York, now covers Michigan and Ohio for the Jaques Manufacturing Co., of Chicago. Mr. White is rejoicing over the arrival of a 9 pound daughter—the first girl to grace his hearthstone.

John D. Mangum now resides at Marquette, where he manages the clothing, hat and cap and boot and shoe stock of M. S. Johnason. At intervals of about three months he goes out on the road on a commission basis for the men's furnishing goods house of the Cohen Brothers Co., of Milwaukee.

The newly organized Paxton-Layton-Williams Co., Limited, will be represented by E. Paxton in Southern Michigan and M. R. Layton in Central Michigan. Three other men have, also, been engaged, but their identity will not be disclosed until they are ready to make the change, as they are at present engaged with other houses. The boys expect to have their samples in readiness to start out about March 15.

Every traveling salesman furnishes, to-day, about twenty times as much mental work as was demanded of him a quarter of a century ago. The perpetual noises, the kaleidoscopic street sights, the constant expectation of letters and telegrams from the firm and many other things cost his brains wear and tear, for all these activities involve an effort of the nervous system and a wearing of tissue. Hence he should acquire a habit of forgetting, or not noticing, inconsequential things that are outside his line of activities.

Up to the evening of Feb. 15, which was the last day on which Death Assessment No. 1, of the Michigan Knights of the Grip, could be paid, without accompanying the payment with a certificate of good health, 1,340 members had sent in the proper amount. As 1,564 members paid the annual dues, it is hoped that the remainder of those who are in arrears for the death assessment will undertake to remit the amount, so as to get in good standing again before the end of another week.

The traveling salesman who expects to do much business during 1896 must practice the lesson taught in the following story: Two frogs found themselves in a pool of milk and they could not jump out. One of them was for giving up and said to his mate, "Good by; I sink—I die." Said the other: "Brace up, you duffer! Keep a-jumpin' and see what turns up." So they kept jumping up and down all night, and by morning had so churned the milk that it turned to butter and they jumped off the butter to the ground. Applied to business the fable means this: If you want your sales of 1896 to exceed those of 1895, "keep a-jumpin'." Don't cry "I sink—I die!" The commercial traveler who continues looking for bad times will not survive to see good times. The man who keeps a-jumpin' will see good times first.

Jackson Citizen: The traveling men of the city scored a tremendous success Friday evening, when occurred a social event of the first magnitude. It was a fine event in more than one sense; the decorations were of surpassing beauty; the toilets of the ladies charming; the music entrancing, and the welcome accorded the guests most generous and hearty. With all of these happy conditions entering into the affair, it could not possibly fail to afford the most genuine pleasure. There were nearly 200 couples in attendance, and the program contained twenty numbers and six extras. Although the dancers were many, all were made comfortable by the floor managers. There were a number of guests present from abroad. Between parts one and two, lunch was served in the store below the armory. In every particular the ball was a success, such a happy culmination being due to the very efficient labor performed by the several committees in charge.

In an interview with newspaper men here last week, Mayor Pingree denounced the granting of special privileges to traveling men in the following language: "The mileage book business is all wrong. The selling of them is an unjust discrimination against the poor. If a man is able to put up \$20, he gets a cheap rate, but a poor man who cannot raise that amount has to pay regular fare. Any court which would not declare that business unconstitutional ought to be given a transfer." This plainly foreshadows the policy Mr. Pingree would pursue in case he should be able to secure an election to the governorship. A few years ago, when Mr. Pingree was himself a traveling man, he has one of the strongest advocates of mileage books and week-end tickets for traveling men, and within a very few months he has advocated special privileges to traveling salesmen, on account of the freight shipments which follow them on their routes. His sudden change of front is due entirely to the fact that he is not "in politics" and is bidding for the support of the "brony-handed sons of toil," evidently acting under the assumption that there are a larger number of "poor men"—to whom he appeals so frantically for support—than there are traveling men.

SELLING CHEESE.

Should the Manufacturer Go to the Retailer Direct?*

The question presented to me for discussion this evening is one that is not only broad in its application, but in its fundamental character affects the very existence of the business in which I am vitally interested.

Representing, as I do, a wholesale grocery corporation doing business in this State, and, in conjunction with its competitors and co-workers, arraying itself solidly as in favor of the manufacturer of any product, distributing that product through its legitimate channels—namely, the manufacturer to the jobber, the jobber to the retailer and the retailer to the consumer—it seems impossible that I can view the distribution of the manufacture of cheese as a product to the retail trade in any other light than as a controversy of our established principles.

As has been well said, "There is no rule without its exception," and, in the question I am asked to discuss this evening, I find that exception more self-evident than has occurred to me in the consideration of others of similar nature.

It requires the retrospection of but a few years to recall the time when the people of the State of Michigan were obliged to look to New York for their cheese, as well as other dairy products; but Michigan has always been a progressive State and it but needed to learn the requirements of its people and the necessities of the situation to immediately take up the manufacture of any article which proved of necessity; and, as has been demonstrated in other cases, they have in this case provided the consumer with an article which not only equals the New York product, but, to the satisfaction of the consumer, has proven more acceptable to them than the article they were obliged to go elsewhere for.

This has resulted in what is popularly known as over-production. The pioneers in this industry were successful beyond measure and their success induced others to engage in the same business, until the time arrived that more cheese were produced in Michigan than could be distributed conveniently through the proper channels. Here arises the question as to how the manufacturer shall dispose of this product he has produced. In ordinary seasons it may be possible for him to make his sales entirely through the jobbing trade, but in case there is excellent pasture and the proper conditions for producing large quantities of cheese prevail, he soon becomes overburdened with stock which must be moved, and, after soliciting earnestly his jobbing trade, he is yet without orders, and he sees the product of his capital lying on the shelves, certainly not growing better and in imminent danger of becoming worthless. Can any one imbued with common sense or with ordinary charity toward his fellowmen expect this manufacturer to hold his product and permit a total loss, when by the exercise of prompt and commendable business intelligence he can dispose of this over-production to the retail trade? I say no, and I believe that in this statement I will be supported by a vast majority of the jobbing grocers of this State. Be it far from me to place any man in the position of sacrificing his capital or losing the product of his toil. Admitting, as I do, the possibility of the necessity's arising whereby the manufacturer of cheese is obliged to sell his product to the retail trade, may I be permitted to suggest that, when this necessity does arise, there be a disposition on the part of the manufacturer to place his product with as little disadvantage as is possible to his friend, the jobber. During the summer months, when cheese are most plentiful, the jobber oftentimes is obliged to handle them at a profit not to exceed a quarter of a cent per pound; and, in many instances, the profit naturally anticipated resolves itself into a

*Paper read by Fred H. Ball before twelfth annual convention of the Mich. Dairymen's Association.

positive loss, and all that the jobber asks is that the factoryman shall not cut his price below the price the jobber may consistently ask.

No one can for a moment dispute the propriety of the jobber of groceries obtaining a fair percentage of profit on the volume of his sales in the business in which he is engaged, and he certainly is entitled to that consideration and that fair margin of profit that are due the individual by reason of his ownership of property and the payment of taxes; and let me say that such profit is so far below the common acceptance of margins that none but those well versed in the manipulation of large quantities of merchandise can in any sense become successful in it.

The question I am asked to respond to this evening admits of but little argument and all I can do is to answer that question and in a brief manner state my reasons for the position I take. There is, however, a still broader question involved, and that is the legitimacy of the wholesale dealer; and that I wish to impress upon the minds of those present this evening is considered by the jobbing interests of the State as paramount to everything else. In round figures, the capital employed in the jobbing grocery business of this State is \$10,000,000, and these same jobbers are annually contributing in the way of taxes to the maintenance of the State, county and municipal Governments \$300,000; and, believing that they are engaged in a legitimate business, they ask of the manufacturers of this State their co-operation and their endorsement of the policy which they set forth as the channels through which business should be done, and through their co-operation they can consistently demand of the manufacturers, outside of this State, adherence to this line of policy.

Let us look upon business in a broad, general sense and not in a bigoted way, and thus we may contribute to each other's prosperity and assist in each other's ultimate success.

There are societies for righting the wrongs of women, young men, Armenians, and pretty much everything else, but it still seems to be all right to impose on old men.

Before advising a young man to reform, we would advise him to so conduct himself that reform will be unnecessary.

Whilst you are prosperous you can number your friends; but when the storm comes you are left alone.

Bank accounts are sometimes like exaggerated newspaper statements—badly overdrawn.

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

Cutler House in New Hands.

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

Bridge Street ...House...

Corner of Bridge and
Kent Streets,

Grand Rapids, Mich.

Rates \$1 and \$1.25 per day.

Best House in the State
for the Money.

E. FULLERTON & CO., Props.

Drugs==Chemicals

STATE BOARD OF PHARMACY.

One Year—C. A. BUGBEE, Charlevoix
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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.
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F. D. STEVENS, Detroit; H. G. COLEMAN, Kalamazoo;
E. T. WEBB, Jackson; D. M. RUSSELL, Grand Rapids.

The Drug Market.

Acetanilid—Has continued to meet with only a moderate inquiry, but values are maintained with a fair degree of steadiness.

Acids—The general market has continued firm without important fluctuations in values, and the bulk of the business has been mainly in jobbing quantities of the various leading descriptions. Leading brands of carbolic in pound bottles are quoted 1c higher.

Alcohol—The market for grain is without special animation, but fair sales are reported for consumption, and prices remain steady.

Arsenic—The market for powdered white continues to harden and the principal holders of English have advanced their quotations.

Balsams—Jobbing parcels of Central American copaiba are moving freely into consuming channels. Tolu is in rather better request and steady. Peru is neglected and nominal.

Beans—Only jobbing sales are reported of the various grades of tonka, but prime Angostura are held firmly. Vanilla have been moving freely and several large lots of Mexican have been taken from first hands by dealers at private figures.

Cacao Butter—There is no essential change in the general condition of the market.

Caffeine—Is without further quotable change. The keen competition is wholly between dealers, as first hands are largely sold ahead, the output of one leading maker being contracted for up to next August.

Cassia Buds—The only noteworthy feature is a continued steady jobbing trade.

Cocaine—Remains quiet under a limited consuming demand with values unchanged and nominally steady.

Cocculus Indicus—The market is firmer, and the quotation has been advanced.

Codine—Consumers wants are light and only small sales are reported, but values remain unchanged.

Cod Liver Oil—The market continues somewhat unsettled, but competition is less keen and a steadier feeling seems to be developing with most holders anticipating an early improvement. It is claimed that recent cables warrant a quick reaction in values, as the reports regarding the coming catch are very unsatisfactory, all previous advices of "lean livers, etc.," being fully confirmed.

Colocynth Apples—Dealers report a continued moderate jobbing trade, with values maintained.

Cream Tartar—A continued average

volume of business is in progress with manufacturers' prices firm.

Cubeb Berries—Remain dull and barely steady.

Cuttle Fish Bone—A continued good business is reported at unchanged prices.

Essential Oils—General trade has been almost entirely of the jobbing order, but the aggregate sales reach satisfactory proportions.

Flowers—The leading feature in this department is the active demand for powdered insect flowers, with an advance of about 5 cents per lb. in all descriptions. The improvement in values is almost wholly due to efforts which are being made abroad to concentrate the stock of flowers and stems, particularly the latter, which are largely used for adulterating. It is claimed that the operators, however, are miscalculating, as silica has taken the place of stems as an adulterant during the past two years, as it is very deceptive, being entirely free from fibre and light enough to float on water.

Glycerine—Continued firmness is manifest on the part of holders and a fair consuming business is in progress, with values maintained.

Gums—Curacao aloes are without demand of consequence and the quotations are rather nominal. Asafetida shows increased activity but no improvement in prices, supplies being readily obtainable. Camphor continues very strong with sellers offering sparingly, and the market is very sensitive, owing to the influences heretofore noted.

Leaves—Short buchu and senna are unchanged and both continue in fair demand for consumption. New crop Damiana have been advanced.

Lycopodium—Continues in fair jobbing request and steady.

Menthol—The market is dull with values more or less nominal.

Opium—No material change has occurred in the local market during the past week and moderate sales have continued to be made. The arrivals for the week comprise 107 cases, per Aurania, from Liverpool, 25 of which are hypotheated and will probably come on the market.

Quinine—Continues in good demand for consumption, with the tone of the market firm.

Quicksilver—Is without further quotable change.

Roots—Ipecac continues to advance abroad, and foreign markets are very strong, and some holders have marked up their inside price for prime. Galangal has been advanced. Senega is quiet, with orders limited to small parcels. Golden seal is easier. White squills is very scarce and higher, prices having been advanced. Gentian is very strong and tending upward; whole has been advanced.

Seeds—Canary of all descriptions remains quiet, with only small jobbing transactions at about quoted figures. Dutch caraway remains easy on account of similar conditions at primary sources of supply, and the consuming demand is not particularly urgent. Coriander is without improvement in price, but a good steady consuming demand is reported. There is no change to report in hemp, rape or mustard, except that the latter is generally firmer.

Spermaceti—The market continues to reflect an easy undertone and quotations have been reduced.

Sugar of Milk—Continues in active request and firm.

GYPSINE

Practical Plaster Paris Wall Finish.

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

Ready for Use by adding Warm Water. Equally well adapted to Plain Tinting or the heaviest Relief Work. Well Advertised. Well Known.

MADE ONLY BY

DIAMOND WALL FINISH CO.

Grand Rapids, Mich.

Straw Board, Building Paper, Roofing Material,

We are jobbers of these goods, among which are Tarred Board, Rosin Sized Sheathing, W. C. Oiled Sheathing

Tarred Felt,
Roofing Pitch,
Coal Tar,

Rosin,
Asphalt Paints,
Elastic Cement,

Ready Roofing,
Carpet Lining,
Mineral Wool.

QUALITIES THE BEST AND PRICES THE LOWEST.

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.



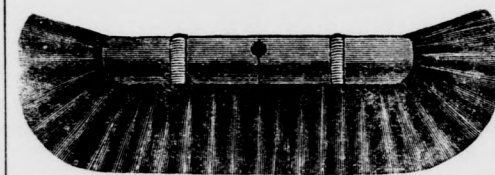
Grand Rapids ...Brush Co.

MANUFACTURERS OF

BRUSHES

Our Goods are sold by all Michigan Jobbing Houses.

GRAND RAPIDS, MICH.



The Good Housewife
Likes a
Good Floor Brush

Increase your trade by putting in a stock of the goods. They please the people all the time. Send for catalogue.

Michigan Brush Co.'s

William Reid

JOBBER OF
Paints, Oils, Brushes,
Varnishes, Etc.

PLATE and WINDOW GLASS.

26-28 Louis St.

GRAND RAPIDS, MICH.

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

Successors to
MILLER & MIDDLETON.

114 Monroe St.,
Grand Rapids.

Advanced—Insect Powder, Turpentine.

Declined—

Morphia, S.P. & W.	1 75	@ 2 00	Sinapis	@ 18	Lard, No. 1	40	43
Morphia, S.N.Y.Q. & C. Co.	1 65	@ 1 90	Sinapis, opt.	@ 30	Linsced, pure raw	40	43
Morhuina, Mor.	@ 40		Snuff, Maccaboy, De Vo's	@ 34	Linseed, boiled	42	45
Myristina, No. 1	55	@ 80	Snuff, Scotch, De Vo's	@ 34	Neatsfoot, winter strained	65	70
Nux Vomica, po. 20	@ 10		Soda Boras.	7 @ 10	Spirits Turpentine	35	40
Os Sepia	15	@ 18	Soda Boras, po.	7 @ 10			
Pepsin Saac, H. & P. D. Co.	@ 1 00		Soda et Potass Tart.	26 @ 28	Paints	BBL.	LB.
Piecis Liq. N.N. 1/2 gal. doz.	@ 2 00		Soda, Carb.	1 1/2 @ 2	Red Venetian	1 1/2 @ 2	68
Piecis Liq., quarts.	@ 1 00		Soda, Bi-Carb.	3 @ 5	Ochre, yellow Mars.	1 1/2 @ 2	64
Piecis Liq., pints.	@ 85		Soda, Ash	3 1/2 @ 4	Ochre, yellow Ber.	1 1/2 @ 2	63
Pil Hydrarg. po. 80	@ 50		Soda, Sulphas.	@ 2	Putty, commercial	2 1/2 @ 3	63
Piper Nigra. po. 22	@ 18		Spts. Cologne.	@ 2 60	Putty, strictly pure	2 1/2 @ 3	63
Piper Alba. po. 35	@ 30		Spts. Ether Co.	50 @ 55	Vermilion, Prime American	13 @ 15	75
Pilx Burgun.	@ 7		Spts. Myrcia Drm.	@ 2 00	Vermilion, English	7 @ 75	
Plumbi Acet.	10 @ 12		Spts. Vini Rect. bbl.	@ 2 54	Green, Paris	14 @ 20	1/2
Pulvis Ipecac et Opli	1 10 @ 1 20		Spts. Vini Rect. 10gal	@ 2 57	Green, Peninsular	13 @ 16	
Pyrethrum, boxes H. & P. D. Co., doz.	@ 1 25		Spts. Vini Rect. 5gal	@ 2 59	Lead, Red	5 1/2 @ 5 1/2	
Pyrethrum, pv	27 @ 30		Less 5 gal. cash 10 days.		Lead, white	5 1/2 @ 5 1/2	
Quassia	8 @ 10		Strychnia, Crystal	1 40 @ 1 45	Whiting, white Span	@ 70	
Quinia, S. P. & W.	37 @ 42		Sulphur, Subl.	2 1/2 @ 3	Whiting, gliders	@ 90	
Quinia, S. German	30 @ 40		Sulphur, Roll	2 @ 2 1/2	White, Paris Amer.	@ 1 00	
Quinia, N.Y.	32 1/2 @ 37 1/2		Tamarinds	8 @ 10	Whiting, Paris Eng.	@ 1 40	
Rubia Tinctorum	13 @ 14		Terebenth Venice	2 @ 30	cliff	@ 1 10	
Saccharum Lactis pv	24 @ 28		Theromæ	2 @ 45	Universal Prepared	1 00 @ 1 15	
Salacin	2 50 @ 2 60		Vanilla	9 00 @ 16 00	Varnishes		
Sanguis Draconis	40 @ 50		Zinci Sulph.	7 @ 8	No. 1 Turp Coach	1 10 @ 1 20	
Sapo, W	12 @ 14		Oils		Extra Turp	1 60 @ 1 70	
Sapo, M.	10 @ 12		Therol.	BBL GAL.	Coach Body	2 75 @ 3 00	
Sapo, G.	@ 15		Whale, winter	70 @ 70	No. 1 Turp Furn	1 00 @ 1 10	
Siedlitz Mixture	20 @ 22		Lard, extra	53 @ 60	Extra Turk Damar.	1 55 @ 1 60	
					Jap. Dryer, No. 1 Turp	7 @ 75	

Importers and Jobbers of

CHEMICALS AND PATENT MEDICINES.

Dealers in

PAINTS, OILS AND VARNISHES

Full line of staple druggists' sundries.

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

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

We sell Liquors for medicinal purposes only.

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









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

HAZELTINE & PERKINS DRUG CO.

GRAND RAPIDS, MICH.

GROCERY PRICE CURRENT.

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

AXLE GREASE. doz. gross Aurora.....55 6 00 Castor Oil.....60 7 00 Diamond.....50 5 50 Frazer's.....75 9 00 IXL Golden tin boxes 75 9 00 Mica.....70 8 00 Paragon.....55 6 00	CLOTHES LINES. Cotton, 40 ft. per doz.....1 00 Cotton, 50 ft. per doz.....1 20 Cotton, 60 ft. per doz.....1 40 Cotton, 70 ft. per doz.....1 60 Cotton, 80 ft. per doz.....1 80 Jute, 60 ft. per doz.....80 Jute, 72 ft. per doz.....95		Raisins. Ondura 29 lb boxes.....7@8 Sultana 20 lb boxes.....@6 3/4 Valencia 30 lb boxes.....@7 1/4 FARINACEOUS GOODS. Farina. Bulk.....3 Grits. Walsh-DeRoo Co.'s.....2 00 Hominy. Barrels.....3 25 Flake, 50 lb. drums.....1 50 Lima Beans. Dried.....4 Maccaroni and Vermicelli. Domestic, 10 lb. box.....20 Imported, 25 lb. box.....2 50 Pearl Barley. Empire.....2 1/2 Chester.....1 1/2 @ 2	Jennings. Lemon Vanilla 2 oz regular panel.....75 1 20 4 oz regular panel.....1 50 2 00 6 oz regular panel.....2 00 3 00 No. 3 taper.....1 35 2 00 No. 4 taper.....1 50 2 50 FLY PAPER. Tanglefoot. "Regular" Size. Less than one case, per box.....32 One to five cases, per case.....2 75 Five to ten cases, per case.....2 65 Ten cases, per case.....2 55 "Little" Tanglefoot. Less than one case, per box.....13 One to ten cases, per case.....1 45 Ten cases, per case.....1 40	RICE. Domestic. Carolina head.....5 1/2 Carolina No. 1.....5 Carolina No. 2.....4 1/2 Broken.....3 Imported. Japan, No. 1.....4 1/2 Japan, No. 2.....4 1/2 Java, No. 1.....5 1/2 Java, No. 2.....4 1/2 Patna.....4 SAL SODA. Granulated, bbls.....1 10 Granulated, 100 lb cases.....1 50 Lump, bbls.....1 Lump, 145 lb kegs.....1 10 SEEDS. Anise.....13 Canary, Smyrna.....6 Caraway.....10 Cardamon, Malabar.....80 Hemp, Russian.....4 Mixed Bird.....4 1/2 Mustard, white.....6 1/2 Poppy.....8 Rape.....4 Cattle Bone.....20
BAKING POWDER. Absolute. 1/4 lb cans doz.....45 1/2 lb cans doz.....85 1 lb cans doz.....1 50 Acme. 1/4 lb cans 3 doz.....45 1/2 lb cans 3 doz.....85 1 lb cans 1 doz.....1 00 Bulk.....10 Arctic. 1/4 lb cans 6 doz case.....55 1/2 lb cans 4 doz case.....1 10 1 lb cans 2 doz case.....2 00 5 lb case 1 doz case.....9 00 JaXon. 1/4 lb cans 4 doz case.....45 1/2 lb cans 4 doz case.....85 1 lb cans 2 doz case.....1 60 Our Leader. 1/4 lb cans.....45 1/2 lb cans.....75 1 lb cans.....1 50 Red Star. 1/4 lb cans.....40 1/2 lb cans.....75 1 lb cans.....1 40	CLOTHES PINS. 5 gross boxes.....50 COFFEE. Green. Rio. Fair.....18 Good.....19 Prime.....21 Golden.....21 Peaberry.....23 Santos. Fair.....19 Good.....20 Prime.....22 Peaberry.....23 Mexican and Guatamala. Fair.....21 Good.....22 Fancy.....24 Maracaibo. Prime.....23 Milled.....24 Java. Interior.....25 Private Growth.....27 Mandehling.....28 Mocha. Imitation.....25 Arabian.....28 Roasted. To ascertain cost of roasted coffee, add 1/2c per lb. for roasting and 15c per cent. for shrinkage. Package. Arbuckle.....18 95 Jersey.....18 95	COUPON BOOKS.   "Tradesman." \$1 books, per 100.....2 00 \$2 books, per 100.....2 50 \$3 books, per 100.....3 00 \$5 books, per 100.....3 00 \$10 books, per 100.....4 00 \$20 books, per 100.....5 00 "Superior." \$1 books, per 100.....2 50 \$2 books, per 100.....3 00 \$3 books, per 100.....3 50 \$5 books, per 100.....4 00 \$10 books, per 100.....5 00 \$20 books, per 100.....6 00  "Universal." \$1 books, per 100.....3 00 \$2 books, per 100.....3 50 \$3 books, per 100.....4 00 \$5 books, per 100.....5 00 \$10 books, per 100.....6 00 \$20 books, per 100.....7 00 Above prices on coupon books are subject to the following quantity discounts: 200 books or over.....5 per cent 500 books or over.....10 per cent 1000 books or over.....20 per cent Coupon Pass Books. Can be made to represent any denomination from \$10 down. 20 books.....1 00 50 books.....2 00 100 books.....3 00 250 books.....6 25 500 books.....10 00 1000 books.....17 50 Credit Checks. 500, any one denom'n.....3 00 1000, any one denom'n.....5 00 2000, any one denom'n.....8 00 Steel punch.....75	Peas. Green, bu.....90 Split, per lb.....2 1/2 Rolls Oats. Schumacher, bbl.....3 35 Schumacher, 1/2 bbl.....1 80 Monarch, bbl.....2 85 Monarch, 1/2 bbl.....1 45 Quaker, cases.....3 25 Oven Baked.....2 25 Lakeside.....2 25 Sago. German.....4 East India.....3 1/2 Wheat. Cracked, bulk.....3 24 2 lb packages.....2 40 Breakfast Food. Pettijohn's Best.....3 10 Buckwheat Flour. Excelsior Self Rising.....1 90 Case of 2 doz.....1 75 Five case lots.....1 75	FURNITURE. Cleaner and Polish. Henderson's "Diamond." Half Pint.....1 75 Pint.....3 50 Quart.....5 40 Half Gallon.....7 75 Gallon.....14 40 HERBS. Sage.....15 Hops.....15 GUNPOWDER. Rifle-Dupont's. Kegs.....3 00 Half Kegs.....1 75 Quarter Kegs.....1 00 1 lb cans.....30 1/2 lb cans.....18 Choke Bore-Dupont's. Kegs.....4 00 Half Kegs.....2 25 Quarter Kegs.....1 25 1 lb cans.....34 Eagle Duck-Dupont's. Kegs.....8 00 Half Kegs.....4 25 Quarter Kegs.....2 25 1 lb cans.....45 INDIGO. Madras, 5 lb boxes.....55 S. F., 2, 3 and 5 lb boxes.....50 JELLY. 15 lb pails.....34 17 lb pails.....40 30 lb pails.....60 LYE. Condensed, 2 doz.....1 20 Condensed, 4 doz.....2 25 LICORICE. Pure.....30 Calabria.....25 Sicily.....14 Root.....10	SPICES. Whole Sifted. Allspice.....9 1/2 Cassia, China in mats.....10 Cassia, Batavia in bund.....15 Cassia, Saigon in rolls.....32 Cloves, Amboyna.....15 Cloves, Zanzibar.....10 Mace, Batavia.....70 Nutmegs, fancy.....65 Nutmegs, No. 1.....60 Nutmegs, No. 2.....55 Pepper, Singapore, black.....10 Pepper, Singapore, white.....30 Pepper, shot.....16 Pure Ground in Bulk. Allspice.....10@12 Cassia, Batavia.....17 Cassia, Saigon.....35 Cloves, Amboyna.....15 Cloves, Zanzibar.....10 Ginger, African.....15 Ginger, Cochon.....20 Ginger, Jamaica.....22 Mace, Batavia.....60@65 Mustard, Eng. and Trieste.....20 Mustard, Trieste.....25 Nutmegs, No. 2.....50@60 Pepper, Singapore, black.....12 Pepper, Singapore, white.....15@18 Pepper, Cayenne.....17@20 Sage.....18 "Absolute" in 1/2 lb. Packages. Allspice.....65 Cinnamon.....75 Cloves.....70 Ginger, Cochon.....75 Mace.....2 10 Mustard.....75 Nutmegs.....2 10 Pepper, cayenne.....75 Pepper, white.....75 Pepper, black shot.....60 Saigon.....1 50 "Absolute" Butchers' Spices. Wiener and Frankfurter.....16 Pork Sausage.....16 Bologna and Smoked S'ge.....16 Liver S'ge and H'd Cheese.....16
BATH BRICK. 2 dozen in case.....70 American.....80 English.....80 BLUING. Gross Arctic 4 oz ovals.....3 60 Arctic 8 oz ovals.....6 75 Arctic pints round.....9 00 Arctic No. 2 sifting box.....2 75 Arctic No. 3 sifting box.....4 00 Arctic No. 5 sifting box.....8 00 Arctic 1 oz ball.....4 50 Mexican liquid 4 oz.....3 60 Mexican liquid 8 oz.....6 80 BR00T.S. No. 1 Carpet.....2 20 No. 2 Carpet.....2 00 No. 3 Carpet.....1 75 No. 4 Carpet.....1 60 Parlor Gem.....2 50 Common Whisk.....85 Fancy Whisk.....1 00 Warehouse.....2 50	LI0N COFFEE IN 1 lb. PACKAGES WITHOUT GLAZING. 16 FULL OUNCES NET. CASES 100 lbs. Equality Price 60 } less 2c per lb. CABINETS 120 lbs. SAME PRICE. 90¢ EXTRA FOR CABINETS. McLaughlin's XXXX.....21 30	Dried Fruits. DOMESTIC. Apples. Sundried.....@ 4 1/2 Evaporated 50 lb boxes.....@ 7 California Goods. Apricots.....@ 10 Blackberries.....@ 10 Nectarines.....7 @ Peaches.....8 @ Pears.....8 1/2 @ Pitted Cherries.....@ Prunelles.....@ Raspberries.....@ Raisins. Loose Muscatels. 2 Crown.....@ 3 1/4 3 Crown.....@ 3 1/4 4 Crown.....@ 5 FOREIGN. Currents. Patras bbls.....@ 3 1/2 Vostizias 50 lb cases.....@ 3 1/2 Schuit's Cleaned. 25 lb boxes.....@ 5 50 lb boxes.....@ 4 1/2 1 lb packages.....@ 6 Peel. Citron Leghorn 25 lb bx.....@ 13 Lemon Leghorn 25 lb bx.....@ 11 Orange Leghorn 25 lb bx.....@ 12 Prunes. 25 lb boxes.....@ 5 California 100-120.....@ 5 1/2 California 90-100.....@ 5 1/2 California 80-90.....@ 6 1/4 California 70-80.....@ 6 1/4 California 60-70.....@ 7 1/4 1/2 cent less in bags	Fish. Cod. Georges cured.....@ 4 1/2 Georges genuine.....@ 6 Georges selected.....@ 6 1/2 Strips or bricks.....6 @ 9 Halibut. Chunks.....14 Strips.....11 Herring. Holland white hoops keg.....70 Holland white hoops bbl.....9 00 Norwegian.....2 55 Round 100 lbs.....1 30 Round 40 lbs.....14 Scaled.....14 Flackerel. No. 1 100 lbs.....13 00 No. 1 40 lbs.....5 50 No. 1 10 lbs.....1 45 No. 2 100 lbs.....5 00 No. 2 40 lbs.....5 00 No. 2 10 lbs.....1 32 Family 10 lbs.....14 Sardines. Russian kegs.....55 Stockfish. No. 1, 100 lb. bales.....10 1/2 No. 2, 100 lb. bales.....8 1/2 Trout. No. 1 100 lbs.....5 25 No. 1 40 lbs.....2 35 No. 1 10 lbs.....68 No. 1 8 lbs.....57 Whitefish. No. 1.....8 00 No. 2.....7 00 No. 3.....3 00 40 lbs.....3 50 10 lbs.....95 8 lbs.....79 71 39	MINCE MEAT.  Mince meat, 3 doz in case.....2 75 Pie Prep. 3 doz in case.....2 75 HATCHES. Diamond Match Co.'s brands. No. 9 sulphur.....1 65 Anchor Parlor.....1 70 No. 2 Home.....1 10 Export Parlor.....4 00 MOLASSES. Blackstrap. Sugar house.....10@12 Cuba Baking. Ordinary.....12@14 Porto Rico. Prime.....20 Fancy.....30 New Orleans. Fair.....18 Good.....22 Extra good.....24 Choice.....27 Fancy.....30 OIL CANS. Crystal valve, per doz.....4 00 Crystal valve, per gross.....36 00 PICKLES. Medium. Barrels, 1,200 count.....3 75 Half bbls, 600 count.....2 00 Small. Barrels, 2,400 count.....4 75 Half bbls, 1,200 count.....2 50 PIPES. Clay, No. 216.....1 70 Clay, T. D. full count.....65 Cob, No. 3.....1 20 POTASH. 48 cans in case.....4 00 Babbitt's.....3 00 Penna Salt Co.'s.....3 00	STARCH.  64 10c packages.....5 00 128 5c packages.....5 00 32 10c and 64 5c packages.....5 00 Kingsford's Corn. 20 1-lb packages.....6 1/2 40 1-lb packages.....6 1/2 Kingsford's Silver Gloss. 40 1-lb packages.....6 1/2 8-lb boxes.....7 Common Corn. 20-lb boxes.....5 10-lb boxes.....4 1/2
CHEESE. Amboy.....@ 12 1/2 Acme.....@ 12 Jersey.....@ 11 1/2 Lenawee.....@ 12 Riverside.....@ 12 1/2 Gold Medal.....12 Skim.....8 @ 10 Brick.....@ 11 Edam.....@ 10 Leiden.....@ 20 Limburger.....@ 15 Pineapple.....@ 24 Roquefort.....@ 35 Sap Sago.....@ 18 Schweitzer, Imported.....@ 24 Schweitzer, domestic.....@ 14 Chicory. Bulk.....5 Red.....7 CHOCOLATE. Walter Baker & Co.'s. German Sweet.....23 Premium.....30 Breakfast Cocoa.....41	CONDENSED MILK. 4 doz. in case.  N. Y. Condensed Milk Co.'s brands. Gall Borden Eagle.....7 40 Crown.....6 25 Daisy.....5 75 Champion.....4 50 Magnolia.....4 25 Dime.....3 35	COCOA SHELLS. 20 lb bags.....2 1/2 Less quantity.....3 Pound packages.....4 CREAM TARTAR. Strictly pure.....30 Telfer's Absolute.....30 Grocers'.....15@25	FLAVORING EXTRACTS. Souders'. Oval bottle, with corkscrew. Best in the world for the money.  Regular Grade Lemon. 2 oz.....75 4 oz.....1 50 Regular Vanilla. 2 oz.....1 20 4 oz.....2 40 XX Grade Lemon. 2 oz.....1 50 4 oz.....3 00 XX Grade Vanilla. 2 oz.....1 75 4 oz.....3 50	FLAVORING EXTRACTS. Souders'. Oval bottle, with corkscrew. Best in the world for the money.  Regular Grade Lemon. 2 oz.....75 4 oz.....1 50 Regular Vanilla. 2 oz.....1 20 4 oz.....2 40 XX Grade Lemon. 2 oz.....1 50 4 oz.....3 00 XX Grade Vanilla. 2 oz.....1 75 4 oz.....3 50	STARCH.  64 10c packages.....5 00 128 5c packages.....5 00 32 10c and 64 5c packages.....5 00 Kingsford's Corn. 20 1-lb packages.....6 1/2 40 1-lb packages.....6 1/2 Kingsford's Silver Gloss. 40 1-lb packages.....6 1/2 8-lb boxes.....7 Common Corn. 20-lb boxes.....5 10-lb boxes.....4 1/2

Common Gloss.	
1-lb packages.....	44
3-lb packages.....	44
6-lb packages.....	54
40 and 50 lb boxes.....	24
Barrels.....	24

SODA.	
Boxes.....	54
Kegs, English.....	44

SALT.	
Diamond Crystal.	
Cases, 24 3-lb boxes.....	1 60
Barrels, 100 3 lb bags.....	2 75
Barrels, 40 7 lb bags.....	2 50
Butter, 56 lb bags.....	65
Butter, 20 14 lb bags.....	3 50
Butter, 280 lb bbls.....	2 50

Common Grades.	
100 3 lb sacks.....	2 60
60 5 lb sacks.....	1 85
28 11-lb sacks.....	1 70

Worcester.	
50 4 lb. cartons.....	3 25
115 2 1/2 lb. sacks.....	4 00
60 5 lb. sacks.....	3 75
22 14 lb. sacks.....	3 50
30 10 lb. sacks.....	3 50
28 lb. linen sacks.....	32
56 lb. linen sacks.....	60
Bulk in barrels.....	2 50

Warsaw.	
56-lb dairy in drill bags.....	30
28-lb dairy in drill bags.....	15

Ashton.	
56 lb dairy in linen sacks.....	60

Higgins.	
56-lb dairy in linen sacks.....	60

Solar Rock.	
56-lb sacks.....	22

Common Fine.	
Saginaw.....	85
Maustee.....	85

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

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

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



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

SOAP.	
Laundry.	
Gowans & Sons' Brands.....	

Crow.....	3 10
German Family.....	2 15
American Grocer 100s.....	3 25
American Grocer 60s.....	2 65
N. G.....	3 30
Mystic White.....	3 30
Lotus.....	3 9
Oak Leaf.....	3 30
Old Style.....	2 55
Happy Day.....	3 10

JAXON

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



Single box.....	3 25
5 box lots, delivered.....	3 20
10 box lots, delivered.....	3 15
25 box lots, delivered.....	3 10
Thompson & Chute's Brand.....	



Single box.....	3 25
5 box lot, delivered.....	3 20
10 box lot, delivered.....	3 15
25 box lot, delivered.....	3 10
Allen B. Wisley's brands.....	
Old Country 80 1-lb.....	3 20
Good Cheer 60 1-lb.....	3 00
White Borax 100 1/2 lb.....	3 65
Scouring.	
Sapolito, kitchen, 3 doz.....	2 40
Sapolito, hand, 3 doz.....	2 40

STOVE POLISH.	
Nickeline, small, per gro.....	4 00
Nickeline, large, per gro.....	7 20

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

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

SUGAR.	
Below are given New York prices on sugars, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including 20 pounds for the weight of the barrel.	
Domino.....	5 50
Cut Leaf.....	5 50
Cubes.....	5 12
Powdered.....	5 12
XXXX Powdered.....	5 25
Mould A.....	5 12
Granulated in bbls.....	4 87
Granulated in bags.....	4 87
Fine Granulated.....	4 87
Extra Fine Granulated.....	5 00
Extra Course Granulated.....	5 00
Diamond Cutec, A.....	4 75
Confec. Standard A.....	4 56
No. 1.....	4 56
No. 2.....	4 56
No. 3.....	4 44
No. 4.....	4 31
No. 5.....	4 25
No. 6.....	4 25
No. 7.....	4 25
No. 8.....	4 25
No. 9.....	4 18
No. 10.....	4 12
No. 11.....	4 00
No. 12.....	3 94
No. 13.....	3 87
No. 14.....	3 81
No. 15.....	3 56

WASHING POWDER.	
la Besta	
100 packages in case.....	3 35

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

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

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

Candies.	
The Putnam Candy Co. quotes as follows:	
Stick Candy.	
Standard.....	6 1/2 @ 7 1/2
Standard II, H.....	1 1/2 @ 7 1/2
Standard Twist.....	6 1/2 @ 7 1/2
Cut Leaf.....	7 1/2 @ 8 1/2
Extra II, H.....	@ 8 1/2
Boston Cream.....	@ 8 1/2
Mixed Candy.	
Standard.....	5 1/2 @ 6 1/2
Leader.....	6 1/4 @ 7 1/4
Royal.....	6 1/4 @ 7 1/4
Conserves.....	6 1/2 @ 7 1/4
Broken.....	7 @ 8
Kindergarten.....	7 1/2 @ 8 1/2
French Cream.....	@ 9
Valley Cream.....	@ 12

Fancy-In Bulk.	
Pails	
Lozenges plain.....	@ 8 1/2
Lozenges, printed.....	@ 9
Choc. Drops.....	11 1/2 @ 13
Choc. Monumentals.....	@ 12 1/2
Gum Drops.....	@ 5
Moss Drops.....	@ 8
Sour Drops.....	@ 8
Imperial.....	@ 9

Fancy-In 5 lb. Boxes.	
Per Box	
Lemon Drops.....	@ 50
Sour Drops.....	@ 50
Peppermint Drops.....	@ 60
Chocolate Drops.....	@ 65
H. M. Choc. Drops.....	@ 75
Gum Drops.....	35 @ 50
Licorice Drops.....	1 00 @ 50
A. B. Licorice Drops.....	@ 55
Lozenges, plain.....	@ 55
Lozenges, printed.....	@ 60
Imperial.....	@ 60
Mottoes.....	@ 65
Cream Bar.....	@ 0
Molasses Bar.....	@ 50
Hand Made Creams.....	80 @ 90
Plain Creams.....	60 @ 80
Decorated Creams.....	@ 90
String Rock.....	@ 60
Burnt Almonds.....	1 25 @ 55
Wintergreen Berries.....	@ 55

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

Fruits.	
Oranges.	
Fancy Navels	
125.....	3 00
150.....	3 25
175-200.....	3 50
Fancy Seedlings	
15-175-200.....	2 50
250-288.....	2 25
Valencias	
420s.....	5 50

Lemons.	
Strictly choice 300s.....	@ 2 75
Strictly choice 300s.....	@ 3 00
Fancy 300s.....	@ 3 50
Extra 300s.....	@ 4 00

Bananas.	
A definite price is hard to name, as it varies according to size of bunch and quality of fruit.	
Small bunches.....	1 00 @ 1 25
Medium bunches.....	1 25 @ 1 50
Large bunches.....	1 75 @ 2 00

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

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

Peanuts.	
Fancy, II, P., Game.....	@ 6
Cocks.....	@
Fancy, II, P., Game.....	@ 7 1/2
Roasted.....	@
Fancy, II, P., Association.....	@ 6
Fancy, II, P., Association Roasted.....	@ 7 1/2
Choice, II, P., Extras.....	@
Choice, II, P., Extras, Roasted.....	@

Fish and Oysters	
Fresh Fish.	
Per lb.	
Whitefish.....	@ 10
Trout.....	@ 9
Black Bass.....	@ 15
Halibut.....	20 @ 22
Ciscoes or Herring.....	@ 6
Blundish.....	@ 12 1/2
Live Lobster.....	@ 20
Boiled Lobster.....	@ 20
Cod.....	@ 10
Haddock.....	@ 8
No. 1 Pickerel.....	@ 9
Pike.....	@ 8
Smoked White.....	@ 8
Red Snapper.....	@ 10
Col River Salmon.....	@ 13
Mackerel.....	16 @ 20

Shell Goods.	
Oysters, per 100.....	25 @ 1 50
Clams, per 100.....	90 @ 1 00

Oysters.	
F. J. Dettenthaler's Brands.	
Per Can.	
Fairhaven Counts.....	35 @
F. J. D. Selects.....	30 @
Selects.....	25 @
F. J. D.....	20 @
Anchors.....	18 @
Standards.....	16 @
Favorite.....	16 @

Per Gal.	
Counts.....	@ 2 00
Extra Selects.....	@ 1 65
Medium Selects.....	@ 1 30
Anchor Standards.....	@ 1 10
Standards.....	@ 1 00
Scallops.....	@ 1 75
Clams.....	@ 1 25
Shrimps.....	@ 1 25

Oscar Allyn's Brands.	
Per Can.	
Counts.....	40 @
Extra Selects.....	30 @
Plain Selects.....	25 @
1 X L.....	22 @
Mediums.....	20 @
Standards.....	18 @
Favorites.....	16 @

Per Gal.	
New York Counts.....	@ 2 00
Extra Selects.....	@ 1 75
Plain Selects.....	@ 1 50
1 X L Standards.....	@ 1 20
Standards.....	@ 1 10

Grains and Feedstuffs	
Wheat.	
Wheat.....	70

Winter Wheat Flour.	
Local Brands.	
Patents.....	4 25
Second Patent.....	3 75
Straight.....	3 55
Clear.....	3 25
Graham.....	3 25
Buckwheat.....	3 30
Rye.....	2 70
Subject to usual cash discount.	

Flour in bbls., 25c per bbl. additional.	
Warden Grocer Co.'s Brand.....	3 85
Quaker, 1/2 s.....	3 85
Quaker, 1/2 s.....	3 85

Spring Wheat Flour.	
Olney & Judson's Brand.	
Ceresota, 1/2 s.....	4 00
Ceresota, 1/2 s.....	3 90
Ceresota, 1/2 s.....	3 80

Winter Wheat Flour.	
Local Brands.	
Patents.....	4 25
Second Patent.....	3 75
Straight.....	3 50
Clear.....	3 25
Graham.....	3 25
Buckwheat.....	3 25

Association Matters

Michigan Hardware Association

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

Northern Mich. Retail Grocers' Association

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

Traverse City Business Men's Association

President, THOS. T. BATES; Secretary, M. B. HOLLY; Treasurer, C. A. HAMMOND.

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.

NEGATIVE VIEW

Of the Development of the Department Store.

At the annual banquet of the Traverse City Business Men's Association, held Feb. 12, Herbert Montague, Manager of the Hannah & Lay Mercantile Co., delivered an excellent address on the subject of "Trade Interests," in the course of which he discussed the growth and development of the department store, based on personal investigation and actual experience. It affords the Tradesman much pleasure to be able to reproduce the address entire, as follows:

The time has come when it is of little satisfaction to do business in Traverse City. No particular person, or set of persons, is responsible for this condition of things. It has come upon us by a slow and successive growth. No single interest or branch of business stands alone in this light, but all are affected—large and small. There are far too many places of business in our city to do a profitable trade, considering the number of inhabitants of the city and surrounding country. Let us canvass the situation for a moment: There are thirty stores where groceries are sold; fourteen places where hardware is sold; ten shoe stores; fifteen dry goods and clothing stores; eight drug stores; seventy-three places where tobacco and cigars are sold; forty-seven places where candy and fruits are sold; eight tailor shops; eleven meat shops; thirteen barber shops; twenty-one saloons and other lines of business in proportion, and what is true of trades places is, also, true of the professions. All are overdone and overcrowded.

You say this shows growth of the city and country. So it does, to some extent, but let me tell you that the business places in the city have multiplied much more rapidly than has the demand for such places, and the effect of this is felt on all sides by making competition so sharp as to nearly kill legitimate merchandising.

The spirit of the times seems to be to want something for nothing, and the principle won't work. Two and two make four; water will run down hill. These two self-evident propositions are no more true than is the fact that there is a legitimate level, or basis, for all lines of business and, if these are encroached upon, some scheme must be resorted to to make up for the loss.

In this connection, I wish to state that the business year of our concern, closing on February 28, 1895, had been a disappointing one to us in the way of profits. As Manager, I felt the necessity of putting forth my best effort to find a remedy, and, in due course of

time, I thought I had found one, but when I came to present it to our President, he vetoed it and, candidly, I was glad of it. In my research, I found that the only line of merchandising which was yielding large returns was the department stores in our large cities. While in Chicago, early last spring, I took the time to thoroughly investigate what I may call the items of their success. Through the influence of friends, I gained access to the inner workings of the mammoth department store of Siegel, Cooper & Co., also of the Fair. Some of their methods are fair enough, such as buying in large quantities for cash, but the great secret of their success lies not in the buying of goods and then selling them on a fair margin of profit, but in taking advantage of people in one way or another. The first and greatest item of their success is due to their taking advantage of their help. Over 90 per cent. of their help is girls and women, to whom they pay the munificent sum of from \$2 to \$6 per week, the latter amount being paid only to experienced persons and those having charge of departments.

Of course, there are a few exceptions. For instance, the lady who has charge of the cloak department of Siegel, Cooper & Co. gets \$25 per week, but the average of the help is paid in the neighborhood of 50 cents per day. What can a girl do in the city of Chicago towards supporting herself on fifty cents per day? In case she lives three or four miles from the store, car fare to and from would be 10 cents per day. The least in the way of a lunch that would do her at all would cost 15 cents, making 25 cents per day for car fare and lunch, and half her wages are gone. How is she to live and clothe herself on the remaining 25 cents per day? It is almost needless for me to say what becomes of her. Hundreds and thousands of these unfortunate girls are driven to destruction on the streets of our cities, not from choice, but to keep from starving to death.

In almost any paper you pick up you may read of the body of some poor, unfortunate girl being found in the lake, in the river, in an alley, or dead in her room; and what does it mean? It means that those colossal institutions are building their successes upon the wrecks of the unfortunate.

We send missionaries to heathen lands, and it may be all well enough, but the field for Christian and benevolent work close to our own doors is ample for the entire efforts of the philanthropist.

The next most important item in the line of their success is the buying of job lots of goods, sheriff sales, failures, etc. Let me instance one of these. In June last, the Leader, a large dry goods and furnishing house on State street, failed. It couldn't stand the pressure of competition with such concerns as Siegel, Cooper & Co. and the Fair. The stock inventoried \$445,000 and Siegel, Cooper & Co. bought the entire stock for \$230,000, or \$225,000 less than the first cost of the goods. This kind of buying gives the purchaser an incalculable advantage over competing firms.

Approach the counters in this great store and examine the goods in almost any line and, if you are acquainted with the class of goods before you, you will find four or five grades sold at the same price, and all set forth as great bargains. Some are well worth the money asked, but the great effort is to deceive. You will say they could not deceive you. Well, perhaps they couldn't, but they do get the better of a great many good people. You will remember it was Barnum who said that people liked to be fooled, and I guess he was right.

A large part of their stock is made up of goods bought at a disadvantage of someone else. Hudson, of Detroit, employs a man to whom he pays a large salary who does nothing but buy bankrupt stocks. The very condition of the times for the last three years has been such as to favor this line of business, and how does it work? I will tell you. There are good men washing windows and doing other such work for Siegel, Cooper & Co., to-day, who had a good business and thought they were all right, but they couldn't stand the kind

of competition made possible by the methods I have described.

When I was last in Chicago, I was told that on West Madison street alone, there were eighty-seven empty stores and that the people were beginning to see the danger before them. But you say that it is to a person's interest to buy where he can buy the cheapest. True enough, but I hold that what is acquired, either to the individual, to the concern, or to the State or Nation, if you please, in an illegitimate way, in time reacts.

We are taught that nothing is lost in Nature, and so in business laws. Everything reacts in time to its own level. The speculator on the board of trade and the trader in schemes may be successful for a time, but in due course comes the reversal of the tide.

As I said before, when I laid my conclusions before the President of our establishment, he vetoed the plan. I said, we have the plant; we have the money; we can soon learn to manipulate the features necessary to the success of a thriving department store; we can fool the people, for they are no different here than elsewhere; we can cut the pay of our help; we can drive our competitors to the wall, as have department stores in Chicago, Detroit and Grand Rapids; but Mr. Hannah said: "No, I don't want to do that. I have lived here many years. I have helped to develop this country and this town. Many of those now engaged in business have at one time or another worked for me, and this scheme would ruin them, and hurt the whole country eventually. I am now old and have but a few more years to stay and a few thousand dollars, more or less, will not affect my happiness. Let us go on in the even tenor of our way, doing, as we have always tried to do, an honest, straightforward business."

I mention these matters simply as an argument to a point. I want to say to the business men of our city that they must be careful and not allow themselves to be drawn into the maelstrom of schemes pursued by illegitimate dealers, but buy good, pure, honest goods in every line. Do not try to sell them for more than they are worth, but maintain a fair rate of margins. Don't try to make your customers believe that you are giving them a dollar for eighty or ninety cents, or that you are even selling everything at cost, and living on nothing yourself, for it is contrary to all laws of nature or business to do anything of the kind. I am sorry to see that a little of this pernicious element already exists in our city, but I hope it won't spread, for, while it may seem advantageous at the outset to some, yet all experience has shown that, in the end, failure is the ultimate result. Careful attention to the petty details of your business, economical expenditures, good habits and untiring effort and hard work are the price of success to-day. Some mistakes have been made. We have been over-advertised. Our papers have said too much about our city. Traveling men have said too much for our good about this being a wonderful place for business, and we all have talked too much.

I am reminded of a story about a parrot that was shut up in a room with the cat. The Pol began to call the cat names, to growl, and in every way possible to annoy the cat with her incessant jabber, until Tom couldn't stand it and so pitched into Polly. After a pretty hard fight, in which she came out second best, Polly took a survey of herself—her feathers were all gone—she was scratched up in bad shape. After looking herself over carefully, she said, "Polly, Polly, you talk too much." We have talked too much, but let us profit by the experience.

I will say, in conclusion, that the business interests of Traverse City, or any other city for that matter, need more of honorable fellowship between man and man. The great need of the times is not only less vice and intemperance and wickedness, but less bulls and bears, puts and calls, less corners, pools and syndicates, less scheming, less of what is called commercial shrewdness, or keenness, but what really consists of getting a man into a corner

and then skinning him, less advantage taking, not only less men who will accept bribes, but fewer men who will offer them, less perversion of the will of the people, less stuffing of the ballot box. These are the dangers which threaten the perpetuity of the republic, commercially and politically. The greater is the danger because those who bull and bear, put and call, scheme and skin, bribe and corrupt, are not usually denominated wicked, but are men whose very respectableness arms them with the influence and confidence necessary to accomplish the end sought. What the world to-day needs most is an infusion of ethical thought into her commercial and political life and an observance of that divine commandment upon which hang all the law and the prophets.

Wonderful Record of the Traverse City Association.

Traverse City, Feb. 15—At the annual meeting of the Business Men's Association, held on Feb. 10, the following officers were elected:

President—Thos. T. Bates.
Vice-President—J. W. Milliken.
Secretary—M. B. Holley.
Treasurer—C. A. Hammond.
Executive Committee—H. Montague, H. S. Hull, F. Hamilton, W. J. Hobbs, O. P. Carver, E. L. Sprague.

At a subsequent meeting the President announced the standing committees, as follows:

Manufacturing—H. S. Hull, C. A. Hammond, E. W. Hastings.
Trade Interests—F. Hamilton, Frank Friedrich, S. N. Henion.
Transportation—W. J. Hobbs, A. A. McCoy, E. J. Fulghum.
Improvements—O. P. Carver, H. D. Campbell, C. K. Buck.
Insurance—E. L. Sprague, B. J. Morgan, O. C. Moffatt.

The Association is in better condition, financially and in every other way, than for several years past. The membership is considerably over one hundred, and the outlook for good work for the coming year is excellent.

The retiring President, J. W. Milliken, who is no longer President because he absolutely refused the position, has done a splendid work for the Association, holding it together when sometimes it looked much as if it would go to pieces. He leaves it in fine condition, and still retains a prominent position where his counsels and efficient service will always be at command. In his summary of the work accomplished by the organization since its inception occurs the following:

Ten years ago, on January 28, 1886, after several meetings for consultation and consideration of plans, this Association was organized.

It has during this time, either directly or indirectly, by its influence, secured for this community and region the Hame factory, the Beitner chair stock factory, Oval Wood Dish Co., Wells, Higman Basket Co., C. & W. M and M. & N. E. Railways, Traverse Beach and Ne-ah-ta-wanta resorts and other benefits of minor importance.

It has secured lower freight and insurance rates, curtailed credits and increased cash transactions, has held picnics, entertained Grand Army reunions and managed Fourth of July celebrations. Our annual banquet has cultivated a social and friendly feeling between us and made us more tolerant of each others' opinions and business methods.

Touched upon thus briefly, the work of the Association does not seem at all remarkable, but it is the work that has given our Association an honorable name abroad and kept it alive and successful where others have failed, and made for our city a standing and reputation second to none, a credit to the best state of the union. Long may both Association and city prosper and grow!

The oyster business of Connecticut has grown to enormous proportions of late years through the wise legislation of the State's giving property rights in the oyster beds to the raisers.

GOTHAM GOSSIP.

News from the Metropolis—Index of the Market.

Special Correspondence.

New York, Feb. 15.—It is not likely that the consumer of cheese in this town eats much of it that is "filled," but every man, woman and child must rejoice in the effort being made by Congress to put an end once and forever to the manufacture of the confounded stuff. It seems too bad that a country gifted as is this with all that goes to make food cheap should produce a class of men who seem to make the sole end of life the adulteration of food. It would seem that even salt does not escape. The time must come when these practices must cease or our reputation be utterly ruined abroad. It has suffered greatly already and exporters have hard times to convince foreign consumers that any of our goods are undefiled.

Speaking of exports, Mr. F. B. Thurber has been hard at work organizing what he hopes will be an association in fact as well as name. He is trying to secure the co-operation of the American exporters and is organizing a bureau of information here to enable the exporter, or the manufacturer who wishes to become one, to obtain at once information he may desire as to credits, rates of freight, insurance, interpretation and the thousand and one things necessary for the speedy conduct of foreign trade. If the leading manufacturers, producers, carriers, etc., in this country will each contribute a small sum per year, they can have this information without further charge and it will be information that they can rely upon. It will be their own affair. Co-operation will be the key to the success of the affair and the prospects are good. There are many manufacturers in Michigan who will find it of advantage to look into this United States Export Association. The total exports of this country during 1895 were \$807,810,016, which sum is almost identical with 1894, when it amounted to \$807,312,116. Imports during 1895 were \$801,663,490, and during 1894, \$676,312,941. Let us do more exporting!

In the grocery jobbing market the week has been rather quiet, but, upon the whole, dealers seem to feel in a happier frame of mind than they have been at other times since the turn of the year. There now seems no earthly chance of any "tariff tinkering" or "silver monkeying" during this session of Congress and our leading houses are going to try and do some business between this time and the fall elections.

Coffee is unchanged, although the feeling is that the bottom has been reached—for a while, at least. Dealings have not been very extensive and buyers are, seemingly, waiting to see which way the market will turn after March 1. Fair Rio No. 7 is quotable at 13@13½c. Afloat, 468,527 bags; last year, 485,481 bags. Mild coffees are irregular, and quality is good, bad and indifferent.

Refined sugars are firmly held at a slight advance and the chances are that there will be still further appreciation, as the situation in the market for raw seems to justify. Trading has not been very heavy, but buyers must pay full prices. Raw sugar took a tremendous jump Tuesday and the transactions were exceedingly large.

The tea market remains without change and drags its slow length along in the usual dreary manner. The auction room takes care of about all buyers and, except for the very best grades, there is absolute indifference.

Rice is firm, but the general tone of the market is hardly as firm as it has been previously. Buyers are, seemingly, filled up for the present and are resting on their oars. Holders, however, are not disposed to make any concessions.

Spices are well held. Dealers seem to show no anxiety to dispose of stock on hand and buyers do not haggle over rates to any extent. Prices are, practically, unchanged.

Molasses is firm for the better sorts, but there is some unsteadiness and buyers are, seemingly, supplied for the present. Quotations are, practically, unchanged.

Canned goods show no activity and the bottom seems to have dropped out. The supplies are, seemingly, endless, with few exceptions, and buyers have all they can use before spring. Prices show no appreciation.

Oranges and lemons are meeting with better inquiry and the market shows some signs of decidedly better rates; in fact, an advance has taken place on oranges and they are 25@40c higher than last week. Lemons are going slowly and no change is noted in quotations. California navel oranges are worth \$3.50@4.25 per box. Pineapples and bananas are selling slowly and at very low quotations.

Dried fruits show no animation and, whether foreign or domestic, they are dull and, seemingly, unprofitable.

Butter is steady, with best grades of Western creamery selling within the range of 17½@10c.

Cheese is firmer, with small full cream selling at 10½c. Large size, 9¼@10c. The extremely stormy weather and the holiday have restricted trade somewhat in this and in other articles.

Eggs have been in comparatively free receipt. First-class stock is worth 16c; Western, 14½@15½c. The feeling is rather favorable to lower quotations.

Best pea beans command \$1.22½. The market is very quiet and is lacking in strength. The receipts are amply sufficient to prevent any great advance and holders make some concessions if necessary to make sales.

The reduction in price from \$2 to \$1.50 for the best seats in one of the best theaters in New York will strike theatergoers as a hopeful sign. It is believed that some of the managers of \$2 houses who have been complaining of bad business will follow the Lyceum's initiative. The difference between paying \$3 and paying \$4 for two theater tickets is important to people who make theatergoing one of their chief amusements. New York has the reputation of being a good theater town, and it undoubtedly is, with its hundreds of thousands of visitors every winter. Men who have watched the box offices in the high-priced theaters, however, say that the increase from \$1.50 to \$2 a seat has not been to the advantage of the managers. Not more than one or two plays a year are so successful that the managers can charge \$2 for seats with the assurance that their theater will be well filled.

The burglar has boomed the safe and strong box trade. The limitations of a metropolitan flat, however, don't permit the squandering of much space on a safe, and at least one dealer in antiques has profited by it. He has brought out some "old" Spanish treasure chests that are warranted to be reasonably burglar-proof and undoubtedly decorative, with their dark wood and old brass nails. One may be permitted to doubt their age, but in these days of silver thieves their utility is apparent. This is a splendid time for some inventive genius to work out a combination ice-box and silver chest. There's always a corner reserved for the former in the smallest flat, and the combination suggested would sell like hot tamales on the East Side.

A stylish woman recently entered the fur department of a Sixth avenue store and selected a sealskin sacque tabbed \$300. She offered a check for \$1,000 in payment. As she was not known, a boy was sent to the bank to ascertain if the check was good. He returned with word that it was all right, but in the meantime the woman had grown angry at her honesty being questioned and refused to take the garment. Then she flounced out. But she wasn't gone long. On her return she apologized for her show of temper, took the sacque and \$700 change in coin of the country and departed with happiness and contentment stamped all over her handsome features. But it was a bunco. When the firm sent the check to the bank the secret was out. During the woman's absence she had drawn the money, which was on special deposit.

Some people are not known as fools because their particular kind has never been classified.

The Hardware Market.

General Hardware—Trade is but fair. Dealers are buying with much care, as the demands upon them are not very great. Prices in general are stationary. Manufacturers, as a class, are not disposed to make any advances unless compelled to do so by an increased cut in the raw material. This, however, does not seem probable at the present time.

Wire Nails—The notice by the Wire Nail Association that an advance of 15c a keg would be made March 1 has stimulated buying and dealers generally are anticipating their wants for thirty to sixty days ahead. The trade, as a general thing, do not take kindly to this advance, as it seems totally unwarranted and, while it temporarily has a stimulating effect, it is believed it will, in the end, have a tendency to decrease the demand. Combinations and trusts, when used with judgment to secure a fair profit, are to be approved; but when prices are advanced beyond all reason, it brings them into disrepute.

Barbed and Plain Wire—No change in price and no prospect of any immediate advance. Wire now is as low as it was a year ago and the markets are competing strongly for business. Unless an agreement is entered into, or an advance in steel billets comes, there is no immediate prospect of any higher prices.

Window Glass—Is firm and, with all the factories closed down, it is more than likely that an advance will soon be made. We still quote 70 and 10 by the box.

Miscellaneous—Wire cloth and poultry netting are in good demand for future shipment, as prices are down to rock bottom. Steel goods are moving freely. Pumps have touched last year's prices and are being purchased with an idea to head off any advance that may come latter. Gas pipe has advanced to per cent.

Favor the Little Ones.

The proprietor of a country store who carried a general stock once excused himself, when waiting upon a customer, to attend to two children who had just entered. As their order was small he filled it immediately, and, upon returning, explained himself in this way: "I always make it a point to give the preference to children, as I fully understand the anxiety of parents when children are away." This is a point worth noting, as the reverse is the usual method of procedure, to the detriment, often, of trade.

Rubber Stamps Detroit Rubber Stamp Company
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Pay the Best Profit. Order from your jobber

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Attorney at Law,
50 W. Bridge St.,
Grand Rapids.

Candy!

A. E. BROOKS & CO.,

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

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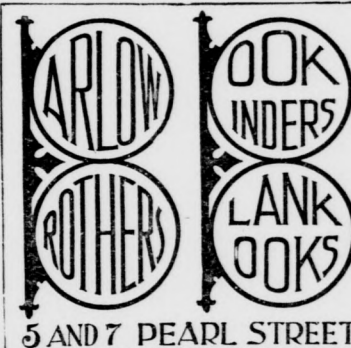
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William Connor will be at Sweet's Hotel, Grand Rapids, Mich., Thursday and Friday next, February 20th and 21st.



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HENRY ROYCE, Supt.

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HARDWARE TALK.

Proceedings of the Semi-Annual Convention at Saginaw.

The Michigan Hardware Association opened a two days' session Wednesday afternoon at the rooms of the East Saginaw club. After some preliminary outline work President Carleton delivered his address, which was brief and to the point and contained a number of practical suggestions as to the work to be done by the Association.

The report of the Secretary and Treasurer, H. C. Minnie, showed the finances of the Association to be in excellent condition and the membership on the increase.

At the evening session a paper was read by H. C. Webber, of Detroit, on "The Best Method of Maintaining Harmony Between Local Dealers," which was followed by an interesting discussion on its salient features.

Wednesday morning T. A. Harvey, of Saginaw, read a paper on "Present Methods of Making Net Profits as Compared with Twenty Years Ago." It was full of practical information on the subject. Hardware goods in 1876 were from 200 to 300 per cent. higher than at the present, and quotations of prices at that time proved interesting to the listeners. A few prices of that time will illustrate the decline of twenty years: Glass, 12x14, \$1.40 doz.; screws, 1 inch, No. 7, 47c gro.; 13-inch lawn mower, \$15; malleable iron, 14c per lb.; Russia stovepipe, 65c per joint; horse shoes, 7c lb.; common bar iron, 3 1/2c lb.; cast steel, 20c lb.; No. 8 horse nails, 30c lb.

The discussion of Mr. Harvey's paper was exceedingly interesting, many expressions of praise for the painstaking manner in which it had been prepared being heard.

T. Frank Ireland, of Belding, read an excellent paper on "How to Overcome Competition in the Sale of Inferior Goods by Irresponsible Dealers," which contained much useful advice on the subject.

In the afternoon Edward A. Moyer, of Marquette, read a paper on "The Retailer, the Jobber and the Traveling Man." The paper described the relations that each of these three classes in the hardware business should bear to each other. His paper also elicited much discussion.

Then followed an interesting paper on "The Traveling Man's View of It," by Albion F. Wixson, Lake Superior representative of the Fletcher Hardware Co., which is published in full elsewhere in this week's paper. The paper was well received and favorably commented upon by some of the oldest and most experienced hardware dealers present. A considerable discussion followed, at the conclusion of which the meeting adjourned.

In the evening a complimentary banquet was tendered the members of the Association at the East Saginaw club house by Morley Bros. T. A. Harvey officiated as toastmaster and the following responses were made to toasts:

Legislation and Legislators—J. H. Whitney, Merrill.

Friendly Relations—Sidney F. Stevens, Grand Rapids.

Credits—J. M. Thurber, Detroit.

Golden and Other Rules—Frederick Buck, Saginaw.

Road Experiences—John Freeman.

Collections—H. W. Webber, West Bay City.

The Ladies—H. C. Webber, Detroit.

A feature of the banquet was the menu card, a six inch rule, made by the Lufkin Rule company, on the back of which was printed the menu, which will be retained as an original and appropriate souvenir.

The next convention will be held in Detroit, July 8 and 9.

Difficulties of the Small Merchant.

One of the questions which give a great deal of trouble to the merchant who has a small store is what to put in the windows. Many of the smaller stores have only two show windows, but even these the merchant finds it difficult to trim. His stock is not large

and it is not easy to find enough of any one kind of goods to make a creditable display and leave any goods on the shelves.

It will not do to put all the goods in the window, for that will make more work for the clerks by compelling them to go to the window and take out the goods which are called for.

This is particularly true when there is a special sale, for which there must, of course, be a window display. It is desirable to make the stock feature prominent in the display, and still leave plenty of goods in stock.

One way in which merchants may get around this is to show more than one kind of goods in a window. In showing dress goods, for instance, it is possible to also show silks, and some very desirable results can be secured. Even large metropolitan stores do this, and the displays are very attractive. Of course, care must be exercised in the grouping of colors, just the same as if the display was entirely of dress goods or entirely of silks.

In the same way hosiery and underwear can be used together to make a display. Blankets and comfortables can be combined to make a display to good advantage.

When it comes to showing cloaks and capes, the display may also embrace suits, costumes or wrappers. Millinery may also be made a feature of cloak and suit displays.

In carrying out these ideas of mixed displays the goods should partake of the same general nature. One thing to be avoided is giving the windows a bare appearance by not putting in enough goods. This is almost as bad as putting too many goods in a window, though not as many trimmers are likely to err in this direction. Merchants are often heard to complain that they don't know what to put in their windows. If they will follow the above suggestions the work can be done to much better advantage, and the results will be more satisfactory.

The use of curtains or draperies is often desirable, for it will help to give the display a finished appearance, as well as do away with any suggestion of barrenness.

How Dividends Are Absorbed.

From the N. Y. Shipping List.

There are several non-dividend paying corporations with a reputation on Wall Street, and it is intimated that the money which should go into the dividend fund is absorbed by large official salaries. Executive officers are supposed to hold the majority of stock, at the time of their election at least, and, being in control, they can vote themselves any salary desired. While this process of milking the treasury is going on they may hold little or no stock, having disposed of it to a confiding public to retain until near the time for another election of directors, when unfavorable news concerning operations of the company will enable the officers to buy the stock cheap. In some cases it makes no difference whether the President is a Wall Street speculator or a railroad wrecker, so long as he has sufficient money to purchase a controlling interest. An ornamental position, at a high salary, is good interest on the money invested for a few weeks. It is not intended that the officers should put themselves to any inconvenience for the stockholders, and when the latter muster sufficient courage to make timid inquiries, they are mystified by the array of figures placed before them which lack definite information. Buyers of speculative securities should make careful discrimination and ascertain something reliable about the executive officers before investing. Confidence in the men at the helm is paramount to all other considerations.

It is said that there is more gold in the sacred vessels, medals, chains, etc., preserved at the vatican than in the circulation of the whole of Europe.

Men love to hear of their power, but have an extreme disrelish to be told their duty.

Patronizing Home Industry.

From the New York Shipping List.

The advance of competition has provoked complaints from manufacturers, mostly in the interior, who claim to be suffering from lack of public spirit in the towns where they are located because the people will not give their goods the preference, irrespective of price. Manufacturers in San Francisco, for instance, are very much concerned over the largely increased receipts from New York, and have held meetings to encourage the public to patronize home industry. It is stated that the Pacific coast would be in a more flourishing condition, and that the number of employed would be greatly increased, if it were not for the growing competition from the East. Goods are sent from here at heavy expense of freight and sold under the price of Pacific coast products, which indicates that the Western manufacturers either demand a large profit or they are not acquainted with the modern economical methods of conducting business.

Public spirit, friendship and home industry cut no figure with consumers of the present day, and manufacturers should not depend upon such a slim rope of sand. They have to meet competition by producing the best articles and selling them at a price to command trade. It is useless to hold meetings and pass resolutions about lost sentiment among buyers who admire enterprise because it touches their pocket-book.

Venezuela to Get Her Rights.

The acceptance of the principle of arbitration by England after menacing the United States is a triumph for the Monroe doctrine. The strong probability that diplomatic relations will be resumed between England and Venezuela is a favorable indication of an early settlement of the controversy. Recommendations from the Washington Commission will aid the work materially.

Had it not been for the unflinching attitude of the President and the support of Congress, defiance would have been hurled at the Monroe policy and attempts made to execute threats against Venezuela. The stirring incident has taught England a lesson, and hereafter she will be more considerate of American rights. The bulldozing process cannot be tried on the United States with success.

An enterprising London tradesman undertook to advertise by telegraph the other day, and sent to several thousand prominent ladies a dispatch to the effect that a great sale was in progress. The ladies have been accustomed to looking at telegrams as matters of importance, and they were one and all annoyed. When the merchant got through apologizing to indignant husbands, big brothers and such, and had paid for the insertion of not a few abject apologies in the newspapers, he had made up his mind that newspaper advertisements were the best, after all.

Chicago gas companies charge the city \$15 for connecting a street lamp with the mains, but they put in the connections for private consumers for nothing.

London had nearly 25 per cent. more fires last year than the year before, and a good many more than were ever recorded since the great fire.

BUILT FOR BUSINESS..

Can be used anywhere in Michigan. It's no joke. My specialty is attending to my own business. Can make yours mine, if employed. Am a practical Dry Goods man and up-to-date advertiser. Never slop over if you have room in your concern for another head. I will help it or money refunded. Address

"Up-to-Date,"

Care TRADESMAN.

WANTS COLUMN.

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

BUSINESS CHANCES.

FOR SALE—100 ACRES OF GOOD FARMING land three-quarters of a mile from town of 1,200 inhabitants—20 acres ready for crops in the spring and 40 acres more can be cleared very easily; cedar posts already cut to fence entire farm; good gravelled road to town. Will sell on payments or exchange for stock of merchandise. Address Lock Box 16, Manton, Mich. 959

FOR SALE—A FIRST-CLASS BAKERY WAGON fitted with every convenience. Address Steamboat Bakery, Manistee, Mich. 961

FOR SALE, CHEAP—OLD-ESTABLISHED bakery and ice cream business with good trade. Sickness, cause of selling. Address H., care Michigan Tradesman. 962

FOR SALE—THE STOCK OF BOOTS, SHOES and rubbers in the store of A. R. Morgan, Marquette, Michigan. As the stock must be closed out, it will be sold at a bargain. The stock inventories about \$7,000. Apply to A. C. McGraw & Co., Detroit Mich. 960

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

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

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

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—STAPLE AND FANCY GROCERY stock, invoicing about \$1,400, located in five Southern Michigan towns 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, 24x35. Poor health reason for selling. Address, J. Clark, care Michigan Tradesman. 888

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

MISCELLANEOUS.

WANTED—POSITION BY YOUNG LADY stenographer and typewriter. Moderate salary. Address A., care Michigan Tradesman. 964

WANTED—CHEAP STOCK GOODS FOR cash. Name prices. Address No. 965, care Michigan Tradesman. 965

WANTED—TO BUY A TINSHOP IN A TOWN of 500 to 2,000 inhabitants. Address Box 665, Allegan, Mich. 963

WANTED TO CORRESPOND WITH SHIPPERS of butter and eggs and other seasonable produce. R. Hirt, 36 Market street, Detroit. 961

WANTED—1/2 HORSE POWER ELECTRIC motor, new or second-hand. Tradesman Company, New Blodgett Building, Grand Rapids. 962

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. 963

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.