

MICHIGAN TRADESMAN

Volume XIII.

GRAND RAPIDS, WEDNESDAY, FEBRUARY 26, 1896.

Number 649

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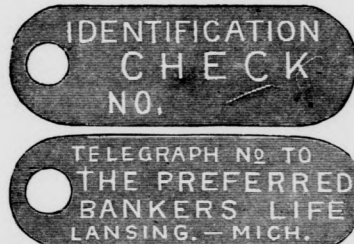
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Can save exchange by keeping their Bank accounts in Grand Rapids, as Grand Rapids checks are par in all markets. The

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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
Save Dollars

TRADESMAN COUPONS

HUMILIATING RETRACTION.

Storrs Forced to Recant False Statements.

As a result of the stinging rebuke accorded the State Food Commissioner in the last issue of the Tradesman, and in consequence of an appeal to Governor Rich by the aggrieved parties and their attorneys, Mr. Storrs has made an abject apology to the Battle Creek manufacturers whose preparations he maligned and issued the following bulletin to the newspapers:

Whereas, Complaint has been made about certain statements made in the January Bulletin of the Dairy and Food Commissioner in relation to Postum Cereal and Rye-O, I gave what I believed to be within my proper duties in the matter, such information as I thought the people were entitled to.

I am now advised by the Attorney-General that I exceeded my duties when I attempted to show that the selling price of an article was out of proportion to the cost of the material of which it was made. In making this statement, no account was taken of cost of manufacture, or the skill and knowledge required in its preparation and the many other items of expense necessary to advertise and put the same upon the market.

The language of the bulletin issued in January would indicate that it was offered as a counterfeit coffee. This was not the intention, because, while it may be used in lieu of coffee, the label of the goods shows that it was not intended to be either tea or coffee, and the analysis does not show that it was adulterated, or is unwholesome for human food.

It is the desire of this office to keep within the express limits of the law, and to serve the public as therein required; and in a case like this, where, inadvertently, errors have been made, it is a pleasure to make the correction promptly.

During the interview in Governor Rich's office it came out that the State Analyst had made a gross blunder in stating that Postum Cereal was made entirely of barley. The facts are that no barley at any time ever entered into its manufacture in any way or shape. This incident is significant, as showing how little reliance can be placed on the analyses or statements of the State Analyst.

Although the law expressly prohibits the State Analyst from giving any manufacturer a certificate of merit or purity for his goods, it will be noted that the Commissioner overrides the law by stating, in his retraction, that "the analysis [of Postum Cereal] does not show that it was adulterated, or is unwholesome for human food." What right has Mr. Storrs to insist that others shall conform to the law, when he—whose sole duty is to enforce the law—ignores and violates it? If there ever were any doubts in the minds of anyone as to his personal unfitness to discharge the duties of Food Commissioner, such doubts are forever dispelled by this unlawful action.

Referring to the "bad break" of the Commissioner, the Detroit Free Press of Sunday, in its leading editorial, says:

If he had been the most ignorant or even venal of public officials he could

hardly have gone farther from the line of his duties than he did in this instance. It is absolutely inconceivable how a man of intelligence, with the law before him, could have supposed for a moment that he was charged with any responsibility as to the protection of the public from possible overcharge for articles sold as foods. It was just as much within the scope of his duties to point out to the public what profit they are paying to the coal barons, or the dealers in building materials, or jewelry, or hardware, or any other article which the public buys. Macaulay's "schoolboy" ought to have known that much; yet it never occurred to the Commissioner, if he states the matter fairly—as we believe he does—until he was advised concerning it by the Attorney-General. It is to be hoped that hereafter, and so long as he continues in the office to which he has been appointed, he will keep in pretty close touch with the Attorney-General, and consult that official upon all points as to which there is the slightest room for doubt or question.

The Ohio Merchant reproduces a portion of the editorial in last week's Tradesman, commenting thereon as follows:

So far as this paper is concerned, it maintains that Commissioner Storrs has no more right, or should have no more right, under the constitution, to express the sentiments he did in his January report than he would have to report that he had examined my dog and found that he was of the wrong sex. If Mr. Post, of Battle Creek, is clever enough to concoct a preparation of rye and other cereals, or shavings and black-strap molasses, no matter how little it costs to prepare, and that preparation is absolutely harmless to the human system, and the American public is fool enough to pay 2,400 per cent. profit to the manufacturer, he ought not to be interfered with. Of course, this is not in accord with Ohio's Food Commissioner, but it must be remembered that we live in an age of absolute freedom, and that the spirit of independence for which our ancestors spilled their good blood still permeates every nook and crevice of this broad land. The moment that Mr. Post, of Battle Creek, or Jones, of New York, brings forward a preparation whose constituents conflict with the health of any consumer, then they should be placed in the vise of public disapproval and the clamps turned on. But not until then.

February 9, John R. Bennett, State Inspector, made the rounds of the jobbing trade of Grand Rapids and instructed the jobbers to label all pancake flours with a slip reading, "Mixture." In view of the fact that Commissioner Storrs had written the American Cereal Co. and the R. T. Davis Mill Co. two days prior to that date that he would permit the goods now in the State to be used without special labels on the packages, the demand of Mr. Bennett was not complied with. The incident tends to show the lack of harmony between the head of the department and the men who are sent out to represent the department throughout the State.

The prosecution of B. Desenberg & Co., of Kalamazoo, which was begun on complaint of the Food Commissioner, ended in a fiasco at Lansing last Tuesday by the withdrawal of the charge against the defendant by Mr. Storrs.

The Food Commissioner, through Inspector Bennett, has instructed the grocery and meat jobbers who sell Cottoline and Cotosuet to label each package "Compound Mixture." The manufacturers assert that their preparations are not compounds of lard—contain no lard, in fact—and are not sold as compounds of, or substitutes for, lard, and forbid jobbers to place false and misleading labels on their goods. They have guaranteed the trade to defend any action brought against any dealer by reason of his selling Cottoline or Cotosuet not branded as required by the Commissioner, and the trade now awaits the outcome.

One of Mr. Storrs' Inspectors recently inspected the spices of a large general store in Northern Michigan, pronouncing all the ground goods adulterated. Satisfied that the Inspector was not acting in good faith, the manager of the store took a pound of whole pepper and hastily ground it in a small mill in the drug department. He then carried it back to the grocery department and submitted it to the Inspector, who looked at it under a magnifying glass and hastily pronounced it one-half coconut shells.

Condemn the Food Commissioner's Action.

Jackson, Feb. 22—At the regular meeting of the Jackson Retail Grocers' Association, held Feb. 21, a memorial on the death of Geo. Stiles, a member of the Association, and the acknowledgment from the family were read and the Secretary was instructed to enter the memorial on the records and file the letter.

The bills contracted for the fifth annual social meeting, to the amount of \$65.93, were presented and audited. Other current bills were considered and warrants ordered in payment.

The President, in a brief address, thanked the members most heartily for the able and efficient manner in which they labored to make the fifth annual social the most enjoyable of any of the winter socials held by the Association.

The action of the Dairy and Food Commissioner, in attempting to regulate cost, profit and other details of manufacture; the leading editorial in the Tradesman relating thereto, and the left-handed apology which was subsequently published in the daily papers were discussed at some length. The opinion of the Jackson grocers is that the Food Commissioner has enough to attend to, if he enforces the food laws as enacted, without going outside of his legitimate province and attacking food products which are not claimed to be adulterated. The Jackson grocers are trying hard to observe and maintain the laws relating to pure food and are fairly well satisfied with the laws if they are enforced honestly.

The matter of the fifth annual holiday and excursion was brought up informally and the consensus of opinion expressed was to make this year's holiday a red letter day in the records of the Association. Several places as objective points for the excursion were mentioned, but, owing to the length of time before the event occurs, it was considered advisable to postpone action in the matter until later in the season.

A thoroughly enjoyable meeting was had and the best of feeling prevailed. From the present outlook the Jackson Retail Grocers' Association will be found very much alive during 1896—and a long time afterward.

W. H. PORTER, Sec'y.

Bicycles

The Distribution of Wheels.

The phenomenal demand has made the bicycle one of the most profitable lines for such merchants as are situated so as to take advantage of it. Improved methods of manufacture have greatly reduced the actual cost, while the price remains unchanged, leaving a better margin, probably, than in any other standard line. Of course, this must be a temporary condition but it is a windfall to such as can gather it.

To be sure there are a few high-priced wheels widely advertised on which the manufacturers allow a comparatively small margin. These are justified in that they have chosen to keep the advertising in their own hands and this must be reckoned in the cost to them. The fact that they can sell all that they can make at the high price they demand shows that they know what they are about at least.

These wheels, being so widely advertised, are naturally the first to come to the attention of the inquiring dealer, and when the small margin for sales is named it conveys the impression that there is comparatively little in wheels. As a matter of fact, however, there are a great number of wheels practically little, if any, inferior to these in everything except the reputation gained by extended advertising, on which the margins are sufficiently generous.

The differences in the cost of building the wheels in the qualities classed as "high grade" are very small. The rapid education of demand and the corresponding standard of accuracy and quality in production have made the actual differences exceedingly small; a wheel, to sell at all, must be really high grade.

Thus the dealer has considerable choice as to the manner in which he prosecutes the trade. He may prefer to act simply as agent for a widely advertised wheel on a small margin, depending on the reputation and wide notoriety for sales; or, if situated so that he can do so, he can do the pushing himself, reaping a correspondingly larger reward. In the latter case he can rest assured of almost as little annoyance on account of dissatisfaction as in the former, and what little difference there may be will be more than compensated for in the care and anxiety of the manufacturer to make good any real or apparent defect.

The margins between the cost of manufacture and the selling price are sufficient to pay for time, energy and money to push the sales. While the demand is so great that a dearth of supply is already being talked of, the consequent rapid increase of competition makes it necessary to use effort in selling. It is probable that such effort this year will be better rewarded than in future years.

NATE.

An Ice Bicycle.

From the suggestion thrown out by a boy who lashed an ordinary skate to the front wheel of his safety and was enabled to make good time over the surface of a frozen lake, two enterprising young men in Chicago have invented and patented an ice bicycle and formed a company for its manufacture. With the first perfected model one of the inventors made a mile in one minute and twenty seconds, and this can be improved upon, the skill of the rider being the only limit to the possibilities in the line of

records. The change from the normal bicycle to the ice machine can be made in five minutes. The rear tire is deflated and the toothed band of steel slipped over it. The tire is then inflated until the tension is sufficient to hold the band firmly in place. The blade is hollow ground, rendering lateral slipping impossible. The weight of the machine remains unaltered. The device is so cheap that cycling on ice is pretty sure to become popular.

Rails on Country Roads.

The latest scheme for good roads, that of laying tracks of broad steel rails along country roads and city streets for the wheels of vehicles to run on, thus greatly increasing the traction power of horses and the general comfort and convenience of driving and trucking, was suggested by Gov. Werts, of New Jersey, in his last message. It apparently is an elaboration and improvement of a system of paving used in some foreign cities which has proved very satisfactory. Gov. Werts' suggestion, which is really the proposition of Mr. Budd, Commissioner of Roads, is to lay double tracks of steel along the country roads, filling in the space between the rails with ordinary paving of macadam. He says a horse will draw on such a steel track twenty times as much as on macadam. The unanimity with which drivers of all manner of vehicles in city streets take to the car track clearly illustrates the idea. Many of the streets along the line of docks in Liverpool, over which heavy loads of all kinds are drawn to and from the ships, have long slabs of granite, such as are used at crossings, laid end to end in four parallel rows all along the street, practically like car tracks. The rest of the street is paved with Belgian granite set in the ordinary manner. These wheel tracks of granite slabs afford a perfectly regular and smooth surface for the trucks to run on, while the granite sets give a good purchase for the horses. This style of paving has proved of great utility and convenience. It is much easier for the horses than where the wheels have to jolt over the small sets and they can do much better work. It adds much to public comfort, too, because the trucking is almost noiseless. The slabs wear better than the small sets because there is no irregular wear by jolting and scraping.

This system of paving is in use in some of the streets about the docks of London, in Antwerp and in many other cities in Great Britain and on the Continent. Of course, steel rails would be a great improvement on the granite slabs in many respects. Perhaps the granite has an advantage over steel for use in crowded city streets, in that it is not more slippery in wet weather than is the rest of the paving, while broad rails of steel might prove treacherous for horses where there was much crossing of teams. Gov. Werts, however, only suggested the use of steel on country roads.

Until the safety bicycle came into use the outdoor sports for women were confined almost exclusively to tennis, croquet, riding, driving, shooting, boating and other amusements of the same class, of which the great mass of working girls and those employed during the day could not take advantage. It seemed as if there was no exercise or amusement at which they could pass the evening hours and gain enjoyment and respite after the day's work. The safety bicycle fills a much needed want for women in any station of life. It knows no class distinction, is within the reach of all, and rich and poor alike have the opportunity to enjoy this popular and healthful exercise.

In repairing a single-tube tire a minute or two of extra time to see the plug set properly with cement may save a good deal of future annoyance. It is

just as easy to make good repairs on pneumatic tires as bad ones, and you will be more than repaid by the satisfaction of having the job done right. First make sure that your plug has a blunt edge patch of ample surface; the larger the surface the stronger the mend will be. Also try to have the puncture-hole as clean as possible. If you haven't the facilities for burning it out, a pen-knife will serve the purpose, and then, with cement of good consistency and proper adjustment, your tire will be as good as new.

Little change in the line of frame construction is to be seen in this year's models of some of the most advanced manufacturers of bicycles. The results of the last season have proved so satisfactory and demonstrated so clearly that further change in general design is unnecessary that the leaders in the trade have given their attention to the perfection of detail and reduction of friction. Extensive improvements in bearings are noticeable features in the new models, and smoother running qualities and easier propulsion are the result.

Perhaps the distinction of first having used the bicycle in war should go to a man named Colliers. The cable dispatches did not give his first name. He testified in Pretoria, at the trial of those accused of sedition in connection with the Jameson raid, that he had carried a dispatch on his wheel from Colonel Rhodes, brother of Cecil, to Dr. Jameson, at Krugersdorp. While returning with the reply, he was arrested by the Boers.

The short cut is not as safe as the long way around, sometimes.

Do You Sell Wheels?

Are you "in it" for Money?



If so, you should handle good, **reliable** wheels—wheels with a good **reputation**. When you sell a wheel you want to **know** that it **is sold**, and that it will please your customer. There is no necessity for buying an experiment. A good many wheels are made this year for the first time and are therefore **experimental**.

.....

Here Is Our Line

Every wheel in it has an

ESTABLISHED REPUTATION!

Helical Tube Premier
March
America
Monarch
Cycloid
Outing
Envoy and Fleetwing
Wolverine
Featherstones.

Write us for Territory, Prices, etc.

ADAMS & HART,

Bicycles and Sundries—Wholesale and Retail,

12 West Bridge St., Grand Rapids.

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 V.

Written for the TRADESMAN.

In the first chapter of this series of sketches, the writer introduced himself as the first to undertake the manufacture of clothing for an entire retail stock in Grand Rapids. My assistant and manager of the mechanical part of the business was a genuine artist in his line, fresh from the best clothing emporium in the city of Rochester, New York, the late Carlos Burchard, afterwards so favorably known as the leading clothier in your city. His genial nature, winning manners and artistic skill were strong factors in building up a successful merchant tailoring trade in addition to the ready-made stock. It will readily be seen that for a stranger in a strange place to attempt the manufacture of an entire clothing stock was no light undertaking. Mr. Burchard proved himself equal to the emergency. In his jocose way he insisted that a liberal use of printers' ink would bring in "the cattle from a thousand hills."

Sewing machines had not, at that time, found their way to Michigan, and were but little used anywhere, for that matter. Applicants for work were plenty, but most of them had to learn the entire lesson of putting a garment together. These raw recruits were tried first on the cheapest articles manufactured, such as cheap linen coats, overalls, etc. I bring to mind several who, under Mr. Burchard's tuition, developed into the best of workmen. Many and frequent were the ludicrous mistakes made by the beginners. I recall one that occurred: A woman who afterward became one of our most profitable employes made her first effort on a

dozen cheap linen coats. When she returned then I knew by the twinkle in Mr. Burchard's eye there was fun ahead. He broke into one of his jolliest laughs. This brought an inquiry from the lady as to the cause of his mirth. He replied that he was laughing at the ludicrous spectacle the purchasers of the coats would present while standing on their heads to try them on. Every sleeve was sewed in wrong side up!

Those little embarrassments were soon over. Good workmen began to apply for work in response to our advertising. I recall one family of Hollanders by the name of Benjamin, every member of which was expert with the needle. The oldest son, Peter Benjamin, the first to ask for a job, was the only one of the family then in this country. He was an excellent workman, every garment he made being well finished and strong. I soon learned that he was saving money to assist his father and the other members of the family to emigrate to this country. With the steady employment I gave him, together with some financial assistance, he was able, in a few months, to land the whole family in Grand Rapids. The addition of this family of industrious workers to our force made things more lively. Peter Benjamin afterward moved to Holland, Michigan, where he engaged in business. Some members of the Benjamin family are in the clothing business in Grand Rapids at this time.

Lewis Porter kept a clothing store, on the lot now covered by the Lovett Block, for the sale of Eastern-made clothing, gentlemen's furnishing goods, cloths, cassimeres and vestings, which

he sold to be made up by the custom tailors outside.

The only two in the city, at that time were John Mathieson and James W. Sligh, both Scotchmen, good mechanics and the best of citizens. James W. Sligh ended his useful life in his country's cause. He was every inch a patriot and honest man.

I leave my readers to draw their own comparison between these small beginnings and the magnitude of the clothing business now conducted in Grand Rapids.

The one-story wooden stores, then confined to Canal and Monroe streets, with their dim oil lamps, have given place to imposing and costly brick structures of aesthetic architecture, brilliant with electric lights. The contrast in the manner of conducting busi-

ness then and now is as clearly marked as the outside surroundings.

In my next I shall write of the styles of goods then manufactured for gentlemen's wear and their style of wearing them.

W. S. H. WELTON.

Owosso, Mich.

Cycling as a winter exercise has greatly increased in Eastern cities this winter, many riders persisting during the coldest weather. When people become thoroughly accustomed to the wheel it is probable that it will be found practicable whenever the weather is suitable for walking.

It is abundantly established by the decisions of the Supreme Court of the United States that, no matter what business a corporation does in another state, its residence is exclusively in the state of its creation.

ANYONE
WHO RIDES
A BICYCLE



Knows that the life of a wheel is in the bearings; no matter how finely finished it may be, if the bearings are poor it's a poor wheel.

=THE GARLAND=

Has the finest bearings of any wheel on the market. If you are an agent or contemplate buying a wheel write us for description and prices.

Peninsular Wheel Co.

Michigan Agents. Grand Rapids.

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

Around the State

Movements of Merchants.

Fostoria—K. P. Pettit, hardware dealer, has removed to Otisville.

Ludington—B. H. Gavitt has sold his jewelry business to F. Van Antwerp.

Flint—E. O. & H. F. Pierce succeed Pierce Bros. & Co. in general trade.

Holland—R. Oostema succeeds P. F. Oostema & Co. in the grocery business.

St. Louis—Elias Shaw is succeeded by the Shaw Grocery Co. at this place.

Mendon—Friedman & Co. succeed Friedman Bros. in the dry goods business.

Bay City—W. H. Mann succeeds J. R. Mann & Son in the hardware business.

Monroe—Chas. Kirchgessner, grocer and dealer in provisions at this place, is dead.

Concord—Chas. G. Foster has purchased the drug business of Abigail Roche.

Pewamo—Mrs. John Robertson succeeds W. H. Triphagen in the grocery business.

Brooklyn—Anson DeLamater has purchased the grocery business of J. B. Whitney.

Union City—N. E. Yesner, dealer in clothing at this place, will remove to Kalamazoo.

Harbor Springs—Fitch & Carpenter succeed Regis & Carpenter in the grocery business.

Harrietta—Jas. Z. Stanley has purchased the flour and feed business of J. Stanley & Co.

Chadwick—Jas. Chadwick has purchased the grocery business of E. T. Bolster & Son.

Lake Ann—A. P. Huellmantel succeeds Huellmantel & Bunline in the grocery business.

Cadillac—Harry Drebin succeeds Drebin Bros. in the dry goods and clothing business.

Adrian—John D. Kinney succeeds J. D. Kinney & Co. in the furniture and crockery business.

Kitchi—Mrs. Jennie Van Slyck succeeds A. L. Handlin in the hardware and grocery business.

Stanton—Oscar C. Ismond has purchased the clothing and dry goods business of Mrs. A. Jacobson.

Richland—Barrett Bros. have sold their stock of groceries to M. E. Baxter, who will continue the business.

St. Louis—F. W. Blair & Co. succeed the estate of the late Geo. L. Charles in the drug and stationery business.

Marquette—Johns & Harris, meat dealers, have dissolved. C. C. Johns will continue the business in his own name.

Calumet—Kaufman & Swanson, dealers in fruit and confectionery, have dissolved, E. C. Swanson continuing the business.

Detroit—Billings & Drew, dealers in mantels and grates, have dissolved. The business will be continued by P. A. Billings.

Quincy—David Friedman, of Friedman & Co., dry goods dealers, has sold his interest to his partner, Solomon, who will continue the business.

Greenville—Geo. C. Bower & Co. have sold their grocery and shoe stock to Obetts & Knudsen, who will continue the business at the same location.

Hastings—E. W. Morrill & Co., dry goods and clothing dealers, have merged their business into a corporation under the style of Morrill, Lambie & Co.

Traverse City—The Bell stock of dry goods has been purchased by Chas. Rosenthal, of the Boston Store, and is being closed out at Mr. Bell's old stand.

Maple Rapids—Miss Flora Burnett has bought the stock of bazaar goods of S. W. Glover, Jr., of Grand Rapids, and will continue the business at the same location.

Alpena—Geo. F. McRay, furniture and general dealer at this place and also at South Rogers, has sold his business at the latter place to E. C. Spens and Jas. Groos.

Detroit—S. E. Parrish, formerly engaged in the grocery business at Ithaca, has purchased the grocery and meat business of John Cooper & Son at 553 Baker street.

Zelba Peets, who has been in the commission business in Saginaw, has taken a position with the Chicago Baking Powder Co., as traveling salesman in Eastern Michigan.

Clare—Misunderstanding between the partners of the Northwestern Medicine Co. has resulted in the appointment of C. H. Sutherland, Cashier of the Clare County Savings bank, as receiver.

Owosso—Fred L. Webber, of Kalamazoo, has purchased the crockery and bazaar stock formerly owned by the defunct A. L. Conger Co. and will remove to this city and personally conduct the business.

Lawrence—A. A. Conklin and W. E. Cornwell have retired from the firm of H. L. Cornwell & Co., general dealers at this place. The business will be continued by the remaining partner, H. L. Cornwell, under his own name.

Minden City—Isaac Shulman, a general merchant here who has been in business about eight months, has filed mortgages for over \$9,100. His wife holds the first claim, which amounts to \$4,000 and is uttered to secure an alleged loan.

Flint—C. F. Lay succeeds John T. Leadstone as manager of Foster & Post's crockery and bazaar store at this place. Mr. Leadstone has removed to Kalamazoo to take the management of Foster & Post's new branch store at that place.

Reed City—B. F. Cooper has traded his hardware stock for two farms in Hillsdale county, the new owner being Edward Brearley, who has covered the Michigan trade for the past five years for the C. B. Cones & Son Manufacturing Co., of Indianapolis.

Owosso—H. W. Mann has sold an interest in his wall paper, book and stationery stock to T. Van Dusen, salesman in the dry goods establishment of Geo. R. Black & Son, and the business will hereafter be conducted under the style of H. W. Mann & Co.

Kalamazoo—The crockery and bazaar stock of the A. L. Conger Co., which failed recently, has been purchased by Foster & Post, of Saginaw, who will continue the business at its present location, 136 South Burdick street, under the management of John T. Leadstone, who has for some time managed the branch store of the firm at Flint.

Mancelona—The partnership relations of & Dietz Price, dealers in meats, have been somewhat strained by the voluntary retirement of Theodore A. Price, who checked a balance of \$790.75 out of the Antrim County Savings Bank and has so far declined to "whack up." Mr. Dietz has sent his partner a communication suggesting the selection of five arbitrators to adjust the differences, but Mr. Price demurs to such an ar-

range, justifying his action on the alleged ground that his partner was too careless with firm funds. C. L. Bailey has been retained by Mr. Dietz and M. W. Newkirk deals out legal love to Mr. Price and the courts will probably be called upon to adjust the matter.

Detroit—Phelps, Brace & Co. have been reincorporated for the purpose of carrying on the wholesale grocery business. The company has a capital of \$250,000, of which \$206,000 is paid in. The stock is held as follows: W. H. Brace, 9,000 shares; Calphurnia B. Phelps, 4,500; Charles B. Phelps, 4,500; Wm. V. Brace, 2,000; Wm. I. Gridley, 200; H. B. Hudson, 200; W. H. Brace, 200.

Manufacturing Matters.

Coral—Lincoln Swem succeeds C. W. Hatch in the flouring mill business.

Detroit—Winfield & Haines succeed Winfield & Kuhn in the carriage manufacturing business.

Detroit—The Wagner Tinware Co., not incorporated, succeeds the Wagner & Ernewein Tinware Manufacturing Co.

Shelby—The Dunkley Celery Co., of Kalamazoo, offers to locate a canning and pickling factory here providing a \$1,500 bonus is raised. A committee has been appointed to solicit subscriptions and about \$1,000 has already been secured.

Saginaw—The Princess Manufacturing Co. has contracted for twenty-five new machines, to be delivered March 1. The company commenced operations the first of the year and reports business so good that it is unable to keep up with orders.

Ludington—The basket factory here has secured the shingle mill and grounds of the Aubrey Shingle Mill Co., and increased the capital stock to \$15,000. The business is to be greatly enlarged the coming season, this being deemed necessary by the extraordinary increase in the fruit product of this country.

Ludington—The canning factory here is investigating the propriety of starting a branch at Scottville, so that fruits and vegetables from the big farms may be had without bruising and jolting over roads. It is claimed that a factory can make a much better quality of canned goods by taking the product direct from the farm.

Lansing—The Lansing Pants and Overall Co. has declared a cash dividend of 5 per cent. on the business of 1895 and the stockholders have voted to increase the capital stock of the corporation from \$25,000 to \$50,000. It is understood that most of the new stock has already been spoken for. The company did over \$100,000 worth of business during 1895, which was a very considerable increase over the business of 1894.

Detroit—Instead of causing some of the non-union cigar factories to capitulate to the strikers, four union factories during the past week have allowed their union employes to go and supplied their places with non-union help. The prospect of the cigarmakers' ultimately winning in their effort to unionize the entire city is, therefore, very much lessened and trades unionists generally are depressed over the turn affairs have taken. It is conceded that there has been bad management of the strike. Citizens were appealed to for their sympathy on the plea of child-slavery, and yet the management, although having six months' opportunity and upwards of 100 idle hands, failed to show a single instance where the child-labor law was being violated.

How Long Will the Tyranny Continue?

Detroit, Feb. 24—The union cigarmakers of this city sowed to the wind and reaped the whirlwind. Things were running along smoothly, all of the factories employing union men in the manufacture of 10 cent goods and non-union men on 5 cent goods, the proportion of union men employed being much greater than non-union, owing to the preponderance of 10 cent cigars manufactured. To all appearances everyone was contented, as wages were good and work was plenty.

The situation was not satisfactory to the walking delegate element, however, as the latter realized that they must foment dissatisfaction among the men or go to work at the bench, which the average walking delegate very much dislikes to do, as work is a thing he abominates. Although there was no grievance whatever over the matter of hours or wages, the walking delegates decided to raise the cry, "None but union men shall be employed!" and the poor dupes who look to their superior officers for leadership took up the agitation and voted to go out "on strike" unless the demand was acceded to. The manufacturers insisted that they could not pay the union scale for making 5 cent cigars and compete with the manufacturers of other cities where union prices did not prevail, but the men insisted that they could and a long and unsuccessful strike has been the result, culminating in a most humiliating defeat for the men who were so foolish as to quit work at the behest of the walking delegates.

Within the past week four factories which have been running with union men have been compelled to ask for a reduction in the scale, in order that they may compete with the factories employing non-union labor. On the refusal of the union to entertain the proposition, the union men have been discharged and non-union labor installed in their places. At present writing it looks as though Detroit would not have a single union shop by March 1—simply because the men followed the advice of the walking delegates that none but union men should be employed! As in the case of the street car strike in Grand Rapids, several years ago, the manufacturers turned the tables on the men; and, as a result, no union men are now given employment, except in a few small shops of little importance and in the short-lived co-operative factory established by the strikers a few weeks ago.

Humiliating as the situation is to the poor dupes who left steady work at good wages to "vindicate a cardinal principle of unionism" (that none but union men shall be employed), the outcome does not appear to have a salutary effect on unionists in other avenues of industry, who keep on striking at the behest of venal and unscrupulous leaders, only to find themselves supplanted by men who are glad to take their places at the same, and sometimes at less, ratio of wages, while the strikers walk the streets in rags and their wives and children are supported by the poor department of the city.

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, 150 South Water street, Chicago, and secure his 60-acre place in Berrien county? It can be had for \$400 down, the remainder of the \$52,000 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.

Grand Rapids Gossip

Burdick & House succeed E. J. Carrel in the grocery business at 588 South Division street.

W. E. Wilson has opened a grocery store at Alma. The Musselman Grocer Co. furnished the stock.

Volner Arrowsmith has embarked in the grocery business at Sparta. The Lemon & Wheeler Company furnished the stock.

Speicher & Moir, general dealers at Gobleville, have added a line of groceries. The Musselman Grocer Co. furnished the stock.

N. & M. Friedman have purchased the linen stock of Frank A. Worden, at 26 Monroe street, and removed the goods to their store at 70 and 72 Monroe street.

Charles Boyden has retired from the firm of John Macfie, Son & Co., wholesale dealers in hardwood lumber. The business will be continued by John Macfie & Son.

E. B. Stevens and E. J. Moore have formed a copartnership under the style of Stevens & Moore for the purpose of embarking in the wholesale and fresh meat business at 33 Ottawa street.

Harry H. Burr, who has been associated with J. W. Fales & Co., of Detroit, for the past twelve years, has purchased a half interest in the wholesale paper house of J. Weaver & Co., at 19 South Ionia street. The business will be continued under the style of Holmes & Burr.

Beach, Cook & Co. have taken possession of the Lamoreaux warehouse property, which they recently purchased from the State Bank of Michigan, opening up last week with a line of beans and seeds. The line will be increased from time to time as the plans of the partners mature.

The I. M. Clark Grocery Co.'s loss in the recent fire in the Old Houseman block has been adjusted at \$938.42. The loss was caused entirely by water, due to a door being left open between the Old and New Houseman buildings. This is the first fire loss the house has sustained in its history, covering a period of about twenty-five years.

The Grocery Market.

Canned Goods—The demand for canned goods has ruled dull for some time, and holders find it absolutely necessary to realize, and with the market in its present shape, it has been necessary to shade values all along the line, except in the case of a few articles, which, by reason of extreme scarcity, are held up well. Vegetables continue in moderate demand. In tomatoes there is no business at all at what are called the market quotations, all sales made being at lower than quoted prices. In corn there is some movement in New York State goods.

Provisions—The course of the market does not offer encouragement to those parties who have been talking better prices for the near future. It would seem strange, too, that the steady moderate receipts of hogs have not added some tone to the market; but the condition of business is so remarkably dull that all efforts for firmness at once have been abandoned. Europe is a heavy holder of all products, while it is more and more turning out home supplies of

bacon, etc. Besides, speculation in this country has been discouraged by its numerous setbacks recently. The West had thought that with the return of cold weather hogs would have been moved forward quite freely, and estimates had been made of large supplies for the past week. The developments, to the contrary, as before remarked, have had no influence to strength.

Currants—The market is unsettled and prices are slightly lower, with buyers showing no disposition to purchase in a large way. The easy feeling has been brought about by cables from the primary market, indicating less strength there and the possibility of some of the cargo of the stranded Lamington being saved in marketable condition. The continued delay in rendering a decision in the California case also influences buyers to hold off.

Raisins—Like all other dried fruits, raisins are in light demand. The statistical position of the article is good, but buyers are not inclined to take hold of any large quantities, preferring to place orders to meet current and pressing wants.

Rice—The demand continues good for all kinds of rice, there being relatively a better request for Japan sorts than for high grades of domestic, owing to the fact that there is little of the latter available. The mills of New Orleans have closed down and will remain closed ten days from the start, and the decrease in the supply has stiffened values somewhat. The market certainly favors sellers. Advices from abroad note firmness, and heavy shortages in the crop are reported in Siam, Japan, Bengal and Saigon, and it is said that some of these will export little or no rice. It would seem from this that Burmah will be the main source of supply, and some of the above mentioned places may have to draw on that country for their own supplies. The planters there will probably not fail to take advantage of the situation so that prices may advance.

Oranges—There is a decided improvement in the market conditions. Much of the frozen California fruit is out of the way and holders of good sound stock are, therefore, sure to realize better prices. Messinas and Valencias showed an advance of 25@50c at the auction sales last week, and, if the weather is warm enough to warrant shipping without danger of freezing, there will be a lively demand and a firmer feeling than now exists will become manifest. If extremely low quotations are received, be chary about buying, as it is very likely the fruit is juiceless and puffy and will prove to be an eyesore until cleaned out. Case Valencias are selling at \$5.50, which makes them a good, cheap orange, although the Seedlings seem to take better with the trade.

Lemons—There is no change to note in prices, as the weather has been too cold to stimulate much of a demand and arrivals have been of such a volume as to preclude the possibility of advances, unless it be for now and then an extra fine line which is desired by such trade as are willing to pay liberally for best selections. Prices will, undoubtedly, rule low for a month to come.

Bananas—There is some good fruit of this variety in the local market this week and prices will vary from \$1.25@2 per bunch, according to size and condition.

Foreign Nuts—There is a very light

demand and prices have been reduced to a point that just covers the cost of importing. When a change occurs it will have an upward tendency, so no risk will be assumed by taking on a little stock now.

Domestic Nuts—Hickory nuts, black walnuts and butternuts have sold fairly well up to the present but, owing to the lateness of the season, dealers do not seem to want any more at any price, being interested in cleaning up the odds and ends.

The Grain Market.

The wheat market was very narrow during the week. This was especially true during the latter part of the week, as there were two holidays, when the traders were evening up their trades. The Northwestern receipts are falling off, the exports were large and everything pointed to a firmer feeling. Still there was no support given to the market, which caused a depression of a few points. The winter wheat movement was as small as ever, even though the roads have been good. The farmers are not willing to part with their holdings at the present low prices, so winter wheat demands a premium of 3½@4c over May price, which is something which has not occurred before in years. How long this state of affairs will last is the all-absorbing question and only time will solve the problem. The visible showed a decrease of 916,000 bushels, being about what was calculated on. Even with this small weekly decrease, the wheat stocks will become abnormally small by next harvest, and, unless all calculations are wrong, the visible will decrease faster than heretofore. There was virtually no change in the price of corn and oats, while wheat is 2c lower.

The receipts during the week were: wheat, 35 cars; corn, 18 cars, and 5 of oats. The receipts of wheat were rather moderate, compared with the usual amount.

C. G. A. VOIGT.

The Pure Food Show.

The pure food exposition now in progress at the St. Cecilia building, under the joint auspices of the Evening Press and the St. Cecilia Society, is being well patronized and should be visited by every Grand Rapids grocer. The exposition will continue two weeks, closing March 7. The hall is open afternoons and evenings and each afternoon Mrs. Lemcke, of Brooklyn, gives practical demonstrations in cookery. The hall is beautifully decorated. Among the exhibitors are the following:

Horsford's Baking Powder.
Hopkins' Steamed Hominy.
Koffa-Aid.
Quaker Oats.
Cottoline.
Cotosuet.
Highland Evaporated Cream.
Van Houten's Cocoa.
Valley City Milling Co.
New York Biscuit Co.
H. J. Vinkemulder.
B. S. Harris.

D. H. Powers, Cashier of the Oakland County Savings Bank of Pontiac, will, in company with B. R. Moore, of St. Johns, open a private bank at Utica next April. The capital stock of the new bank is to be \$10,000. Mr. Powers, although he will have the general oversight of the new institution, will retain his position at Pontiac, Mr. Moore removing to Utica and giving the business his personal supervision.

PRODUCE MARKET.

Apples—\$2.75@3.25 per bbl. for good quality Michigan and Ohio fruit. The favorite varieties at present are Ben Davis, Greenings, Baldwins and Roman Beauty.

Beans—Owing to light receipts and the practical exhaustion of supplies at many markets, the market has assumed a firmer tone, and, in instances, advances have been made. There has been no increase in the volume of business to speak of. Perhaps the snowed-up condition of the country is responsible for the light receipts, but the more probable reason is that prices are so low that farmers will not sell.

Butter—Fancy roll butter is very scarce and has advanced to 16c. There is no particular change in ordinary dairy grades, of which there is an adequate supply.

Beets—25c per bu.
Cabbage—50@60c per doz. and scarce at that.

Celery—13c per doz. bunches. Scarce.

Cider—12½c 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 has dropped to 12½c again. A few sunny days will send the price down to 10@11c.

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 moving more freely and are a little higher and firmer, commanding 40@50c per bu.

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—½@1c per lb. for Hubbard.

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

Grand Rapids Retail Grocers' Association.

At the regular meeting of the Grand Rapids Retail Grocers' Association, held at Sweet's Hotel on Tuesday evening, Feb. 18, B. S. Harris, chairman of the special Committee on Rooms, reported that the Committee had secured a long-time lease of the hall over E. J. Herrick's store on Monroe street, and that the necessary carpets, furniture, curtains, chandeliers, etc., could be obtained for about the same amount as the Association would ordinarily pay for rent in the course of a year.

On motion of E. C. Jenkins, the report was accepted and adopted and the Committee instructed to furnish the hall in the manner indicated by Mr. Harris and have it ready for occupancy by the next meeting of the Association, which occurs on Tuesday evening, March 3.

It was decided to invite the grocers outside the Association to attend the next meeting; and the proposition of E. A. Stowe to furnish a collation was accepted.

There being no further business, the meeting adjourned.

Dr. Wm. H. Walker, well known throughout Northern Michigan as the owner of large cranberry marshes at Glen Arbor, died at his residence at Fond du Lac, Wis., Feb. 13, aged 76 years. The deceased was a pioneer of Fond du Lac, having located there in 1845, when there were but seven buildings in the place erected by white people.

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

Hardware

OVERCOMING COMPETITION

In the Sale of Inferior Goods by Irresponsible Dealers.*

In the last days of the first month of this year of hard times, I received a letter from our esteemed Secretary, telling me of the duty assigned me by the Program Committee, adding, "It is now too late for you to back out, as the program is in the printer's hands. Get up something." He probably knew of my bashful and retiring ways and was fearful lest I should shirk. But I assume the task, not because I think myself capable of doing the subject justice, but that I wish to do all in my power to make our Association a success. Nor am I alone in this desire; in fact, men in our business do not hesitate to do hard and oftentimes disagreeable work. Gentlemen, you have my sympathy at this time, and I ask your kind forbearance for a few minutes, on account of the fact that during the last fourteen years I have given much attention to store arrangement, discounts, "talking points," selling prices, and bad debts, and very little to literary or public work. However, I welcome the formation of this Association, hoping it may be the means of awakening our latent literary powers and that in a few years the orations, papers and methods of the Michigan Hardware Association may compare favorably with those of our brethren in the older Eastern and Southern Associations.

During the last few years, and especially in these hard times, we find the sale of inferior goods greatly increased. With lessened incomes, consumers must and do buy cheaper goods. These goods are not always handled or sold by irresponsible parties. In the smaller towns we have the "bazaar," while in the city flourishes the "fair." In either case, it cuts no great figure with our business whether the competitor be irresponsible or not—the effect on our trade is, practically, the same. The hardware men of Kansas City are looking to the State Legislature for relief, hoping to get a law that will compel the large establishments or "fairs" to drop hardware. I do not think this the remedy. How then? If in your locality inferior goods must be sold, sell them yourself. Don't push cheap or inferior goods. Carry a full stock of straight, legitimate hardware and sell it; then put in cheap goods, according to the requirements of your trade. Have the inferior goods to make comparison with your best goods, if necessary, and make the price the same as your competitor and no lower. Meet him on his own level. Do not say that the staid and reliable hardware dealer is never found in such company. Times have changed. William G. Hibbard, of Chicago, says that the new ways of doing business are not to his liking, but, so long as he continues in business, there is nothing to do but "keep in the procession." Declare war upon these irresponsible dealers. Prepare for a campaign against inferior goods. With your permission, I enumerate some of the weapons that you should and must use in this battle if you are to be the victor: First, enthusiasm. Be enthusiastic in your business, of your goods and of your town. Thomas W. Palmer said in Detroit the other night, "Enthusiasm, which is the one saving thing in life, is better than knowledge and better than wealth. I want to say, whatever happens, don't lose your faith and your enthusiasm. With enthusiasm lost and faith fled, man is dead." Your best weapons—cannons, as it were—are your goods, bought right, displayed properly, talked earnestly and sold at a profit. Buy goods to suit all grades of economy. Select weapons which will prove as effective as those used by the other fellow. When

David went out to meet the giant, he did not have a popgun, nor did he carry an olive branch. His weapon, while not the most modern, was skillfully used and accomplished its purpose.

Don't cut the price of first-class hardware to meet the price of a competitor's "junk." Price cutting never means success. Remember that people have that consuming, everlasting desire to get goods below the marked price. Have goods that you can sell them at their price. I am often reminded of a circumstance which occurred a number of years ago in an Illinois town near my old home. An old Irish lady had brought her butter and eggs to market, exchanged them for the needed groceries, and received the balance due her in cash. As she passed down to the door, she noticed an article she thought to buy, so asked the price of the clerk. "Fifteen cents," was the reply. "The d—l take ye! I'll gin ye forty." "But, madam, I said fifteen," said Phil. "To h—l with ye! I'll gin ye tin." This only illustrates that some people judge the goods only by the price you ask them. To some, a first-class plated spoon would appear dear at 5 per cent. profit, while the same parties would call plain nickel spoons cheap at 33 1/3 per cent. profit. Be honest with them. Don't trade upon the credulity of the public. Have the goods to suit their pocketbooks and sell them for what they are. Any other course will prove a boomerang.

Sell good novelties; they draw trade. Small household novelties, properly pushed, have built up big establishments. Be an up-to-date dealer. Be ahead of your back number competitor who runs a dust covered concern down the street. Put your novelties in your windows. Everybody knows you sell nails.

Another weapon must be grit. Have lots of sand. Mark out a policy and follow it up. Keep your temper. Don't get mad. Don't blow, whatever your competitor may do. Never let him know that you are paying a particle of attention to him. Do not advertise him or his goods by talking about him or them, unless it be in a friendly way. Make his acquaintance. Be friendly and accommodating. Call on him and, while you are talking weather or shop, keep your eyes open. Go in occasionally and buy some article which you are "just out of." Get all the "pointers" possible and, if you have a fair amount of common sense and use the weapons above specified, you need not be afraid to go into this battle for trade against "inferior goods and irresponsible dealers."

The bill reported by the Committee on Immigration providing for the rejection of all immigrants who are unable to read or write introduces a matter that is worthy of careful consideration. The nations of Europe which furnish the emigrants that are most readily assimilated into one national life are those where education is most nearly universal, while the centers of illiteracy and ignorance furnish the material for recruiting the ranks of anarchism and industrial disorder. It is strange that this element in the problem of our national progress has received so little consideration in the past. It is certainly consistent that, if we have the right to regulate the education of our own children by compulsory measures, we ought to have something to say about other nations' rearing their young in such degraded ignorance to turn them in by hordes for the debasement of our civilization and the affording of material for the use of the unscrupulous municipal demagogue.

Max O'Rell says that the reason why the sun never sets on the British empire is because it will not trust an Englishman in the dark when there is land belonging to any other nation lying around loose.

Advertising to a business is as necessary as oil to an engine and the latter requires it continuously.

A factor has no right to pledge, deposit, or apply the property of his principal to secure or pay his own debt.

Credit has done more, a thousand times, to enrich nations than all the mines of the world.—Daniel Webster.

In legal contemplation, a sale will not be regarded as fraudulent for the reason alone that the consideration is inadequate.

An unjust accusation is like a barbed arrow, which must be drawn backward with horrible anguish, or else will be your destruction.

No person can act as agent in regard to a contract in which he has any interest, or in which he is a party on the opposite side to his principal.

The rule is that, where a negotiable promissory note is given and is accepted in satisfaction of a present debt, the note is regarded as money paid.

Duplicating . . . Sales Books

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

J Pads

Acme Cash Sales Book

Nine Inch Duplicating Book

Twelve Inch Duplicating Book.

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

Tradesman Company
GRAND RAPIDS.

The New Potato Planter

Made by

The Potato Implement Co.,
Traverse City, Mich.

FOSTER, STEVENS & CO., Agents.

THE

"MONITOR" POTATO PLANTER



A PLUNGE, A PUSH--AND THE DEED IS DONE.

No simpler, easier, surer, quicker way.

NEVER CLOGS--Bottom of the tube is the largest.

DUMP IS BRACED--Can't bend.

SPRING CLOSED JAWS---Open only at the right time.

NO STOOPIING--Walk erect--plunge planter into the soil--press forward as you withdraw it--seed is left in moist soil, not dry, as is usually the case when seed is dropped by one man and left to be covered by another.

FOR SALE BY

Foster, Stevens & Co.,
WHOLESALE HARDWARE,
GRAND RAPIDS, MICHIGAN.

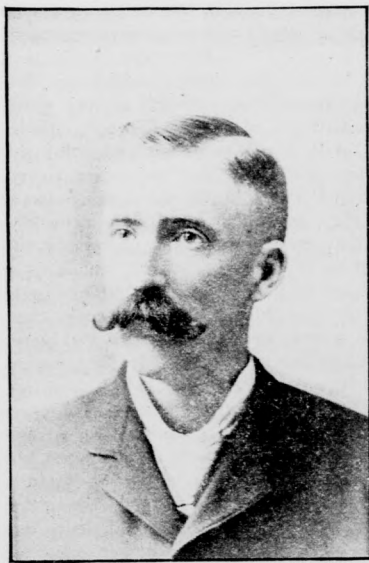
*Paper read by T. Frank Ireland at convention of Michigan Hardware Association, at Saginaw, Feb. 13, 1896.

SUCCESSFUL SALESMEN.

D. W. Johns, Traveling Representative Belknap Wagon & Sleigh Co.

David W. Johns was born October 4, 1858, in the village of Carlisle, Middlesex county, Ontario. He was of Welsh parentage, his father having been born in Wales and his mother in the Welsh settlement near London, Ontario. His ancestry is a source of pride to Mr. Johns, as the Welsh people of London, Ontario, are widely known for their sterling worth and character.

When eight years old, Mr. Johns removed, with his parents, to Sarnia, Ontario, where he attended the common and high schools of the place. Ambitious to make a start in life, he left school before graduating and went to work in the wagon and carriage factory of Wm. Farr, determined to learn the



carriage and wagon manufacturing business. After serving an apprenticeship of three years, he went to London and, during the year 1878, was employed in the carriage factory of H. G. Abbott, thus adding much to his knowledge of carriage body building. He then returned to Sarnia and accepted a position with his former employer, Wm. Farr, as body builder. In 1883, he removed to Michigan, locating at Pontiac, where he worked at the carriage trade during the summer of that year. He then went to Ewart where, with his father who had preceded him, he established the Ewart Wagon & Carriage Works. For five years an extensive business was carried on, of which he had the entire management, and it was thus that he acquired a thorough and practical knowledge of the trade in all its different branches. In 1887, his father died, and a year later, owing to the falling off of the logging trade on the Muskegon River, which the town of Ewart then so much depended upon, he sold out his business and removed to Grand Rapids, soon after entering the employ of the Belknap Wagon & Sleigh Co. in the capacity of shipping clerk. He remained in this position for six months and was then promoted to the position of traveling salesman.

Mr. Johns was married on May 11, 1881, to Miss Lucinda Morgan, of Adelaide, Ont., and, with their six children, four daughters and two sons, the oldest daughter being now nearly 14 years old, they reside at their pleasant home at 73 Ethel avenue.

Mr. Johns is a member of the Wealthy avenue Baptist church, being at the present time a member of the board of deacons and trustees and for several years assistant superintendent of the Sunday school. He is also a member of the Knights of the Grip.

His territory covers all the available trade in Michigan, going as far south as St. Joseph, as far east as Owosso and Lansing and as far north as the copper country in the Upper Peninsula. He attributes his success to thorough training and practical experience in the business, his early familiarity with the trade causing him to know it all through in every detail, which enables him to talk understandingly on the subject. No man can make a statement in regard to a vehicle which he is not in a position to verify or disprove. Mr. Johns has no reputation as an expert at cards or billiards, but puts into practice the experience gained several years ago—that upright dealing with customers and frankness of statement are the only things which will secure confidence and respect. He also believes in the theory that the salesman succeeds best who conveys the impression that his house and himself are "up to snuff," so to speak, without saying it outright. Satisfied with his success and confident that his future is to be a bright one, Mr. Johns has no reason to worry over his present condition or discount his future.

The unprecedentedly low price of potatoes in North Dakota has led to the unique experiment of using them for fuel. To burn them requires about one-third the quantity of wood which would be used without them, the potatoes displacing two-thirds. The wood is necessary to bake and dry the tubers, when they will burn readily and will dry still more. It was found in the experiment tried that the potatoes displaced other fuel to the value of ten cents a bushel, which was more than they could be sold for. In localities where fuel is scarce they would be worth as much as twenty cents.

It is probable that the devotion of large space in the daily papers to the discussion of the movements of two or three prize ring champions is in response to a demand—that it pays or it would not occur. But to the average reader the constant recurrence of the uncouth names of the pugnatious worthies becomes very tiresome, and it is greatly to be desired, now that they have had a "battle," that they will retire from public notice, at least long enough for recovery from the present fatigue.

An ordinance has been introduced in the Chicago city council to the effect that street cars must not stop for passengers when the seats are all occupied. It will probably remain under consideration for a long time before it is passed.

It is reported that many of the Cubans of Havana are sending their gold and other portable wealth to this country, to avoid the consequences of a termination of the war either way.

The admission of the receipt of a letter by a clerk in the office of a principal who has authorized him to receive his letters may well be deemed to be the admission of his principal.

* There are but three occupations in America in which, according to the census, no woman can be found. They are soldiers, marines and priests.

Hardware Price Current.

AUGURS AND BITS	
Snell's.....	70
Jennings, genuine.....	25&10
Jennings, imitation.....	60&10
AXES	
First Quality, S. B. Bronze.....	5 50
First Quality, D. B. Bronze.....	9 50
First Quality, S. B. S. Steel.....	6 25
First Quality, D. B. Steel.....	10 25
BARROWS	
Railroad.....	\$12 00 14 00
Garden.....	net 30 00
BOLTS	
Stove.....	60
Carriage new list.....	65
Plow.....	40&10
BUCKETS	
Well, plain.....	\$ 3 25
BUTTS, CAST	
Cast Loose Pin, figured.....	70
Wrought Narrow.....	75&10
BLOCKS	
Ordinary Tackle.....	70
CROW BARS	
Cast Steel.....	per lb 4
CAPS	
Ely's 1-10.....	per m 65
Hick's C. F.....	per m 55
G. D.....	per m 35
Musket.....	per m 60
CARTRIDGES	
Rim Fire.....	50& 5
Central Fire.....	25& 5
CHISELS	
Socket Firmer.....	80
Socket Framing.....	80
Socket Corner.....	80
Socket Slicks.....	80
DRILLS	
Morse's Bit Stocks.....	60
Taper and Straight Shank.....	50& 5
Morse's Taper Shank.....	50& 5
ELBOWS	
Com. 4 piece, 6 in.....	doz. net 60
Corrugated.....	dis 50
Adjustable.....	dis 40&10
EXPANSIVE BITS	
Clark's small, \$18; large, \$26.....	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	
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E. A. STOWE, EDITOR.

WEDNESDAY, FEBRUARY 26, 1896.

MR. STORRS SHOULD RETIRE.

In view of what the Tradesman has said heretofore, and what is published elsewhere in this week's issue, relative to the eccentricities of the State Food Commissioner, the Tradesman feels called upon to ask Governor Rich to replace ignorance with knowledge and incompetency with competency by removing the present incumbent from the position of Food Commissioner and replacing him with someone who has the requisite knowledge, ability and experience to give the laws now on the statute books intelligent interpretation. The grounds on which Mr. Storrs' removal is asked are as follows:

1. On his way to Lansing to accept the position tendered him by the Governor, Mr. Storrs called at the office of a gentleman who had been largely instrumental in creating the sentiment which resulted in the enactment of the pure food laws, for the purpose of ascertaining what his duties were. It was suggested that the first thing he should do would be to write the food commissioners in other states, requesting that they send him copies of their bulletins and reports, so that he might form a conclusion as to the best policy to pursue in enforcing the food laws of Michigan. Mr. Storrs thereupon asked, "Are there food commissioners in other states? I thought I was the only one in the country." The ignorance so frankly displayed at that time has been characteristic of Mr. Storrs' administration ever since.

2. In the appointment of food inspectors, Mr. Storrs plainly exhibited his weakness as the head of an executive department. Only one of the three possesses any qualifications whatever—Mr. Bennett, a druggist of a dozen or fifteen years' experience—but he is not in a position to pass upon the chemistry of foods, owing to his not having a technical education. The other inspectors are utterly devoid of any knowledge whatever on food topics, as is demonstrated by their work among the wholesale and retail trade.

3. Mr. Storrs' selection of a State Analyst was anything but creditable, inasmuch as he designated a young man of little experience, whose analyses have brought himself and the Commissioner into dispute, as they have conflicted with the analyses of older and reputable chemists who have devoted their lives to the study of foods and food products.

4. Mr. Storrs has pursued a vacillating policy from the beginning. He has notified manufacturers that they must get up special labels for their regular preparations; and, after they had done so at much expense, he has suddenly changed his mind and informed them that the special labels are unnecessary and that the old labels will meet the requirements of the law. He has made serious charges against food manufacturers, only to withdraw them on the appearance of the attorneys of the aggrieved parties. He has insisted on certain articles being especially branded, which the manufacturers, jobbers and retailers have insisted, successfully, on not branding, and in no case has he brought suit against anyone to enforce his demands.

5. Mr. Storrs or his assistants have been guilty of bad faith with the trade, inasmuch as they have taken samples of articles with the distinct promises that they would notify the persons supplying same whether the goods conformed to the law. Their promises have been utterly disregarded, costing dealers large sums of money to recall goods which were subsequently pronounced adulterated in the monthly bulletins of the Commissioner.

6. Mr. Storrs has exceeded his authority in denouncing the preparations of two Battle Creek manufacturers, solely on the alleged ground that large profits were made on the manufacture and sale of the preparations. In the monthly bulletin for January, he caused to be published—probably on the authority of his chemist—the statement that the preparations contained certain grains, which investigation disclosed to be incorrect. On being informed by the Attorney-General that he had exceeded his authority, and on being threatened with prosecution by the manufacturers he had wronged, he issued a humiliating retraction, placing himself and the State in the light of unjustly pursuing innocent manufacturers—at the State's expense—apparently for no real purpose, and prompted simply by gross ignorance.

7. Although the food laws expressly prohibit the State Analyst from certifying to the purity of any article of food Mr. Storrs stated in his retraction that Postum Cereal and Rye-O are unadulterated and wholesome articles, thus setting at defiance the laws creating his office. This act, in itself, ought to be sufficient to warrant the Governor in taking summary action in the premises.

In the light of the above charges—all of which the Tradesman is in a position to sustain, and any one of which, in its opinion, is sufficient for the removal of the present Commissioner—the Tradesman calls upon Governor Rich to undo the great wrong he did the State of Michigan by dragging the office of Food Commissioner into the mire of party politics and foisting on the people a man who possessed no possible qualifications for the position, when appointed, and whose official career has brought increasing disrepute upon the administration and the State.

Mr. Storrs' official career has been productive of little good to the people at large, in proportion to the loss and annoyance he has caused the manufacturer, the jobber and the retailer. When the laws went into effect all were disposed to obey them, and the same disposition is still manifest all along the line; but when a man whose duty it is to enforce them voluntarily violates some of the most important provisions

and arrays himself on the side of the lawbreaker, thus rendering himself liable to prosecution and impeachment, it is time for the people to call a halt and demand a change.

FOOLISH FINANCIER.

The highest possible statesmanship is that which so establishes and conducts the financial policy of a country as to extend its commerce, develop its resources, multiply its industries, increase and keep its wealth at home, and induce and create general prosperity.

There is no great country so wholly destitute of this sort of statesmanship as the United States. The public policy forced upon the people by their political representatives has had no other result than to drain this country of its gold, to dissipate its wealth in foreign countries, involving the necessity, in order to maintain the public credit and pay ordinary expenses, of continually borrowing money abroad.

This is all the more astonishing when it is considered that this is by all odds the richest producing country on the globe. Here is a picture of the natural resources of the United States, as viewed by the Paris Review of Foreign Commerce: "The continent colonized by the Anglo-Saxon race is better than a storehouse of plenty, a cattle shed, a cotton field, and petroleum well, to which Europe comes for its corn and its flour, its meat, its woven fabrics and its lighting power. It is also a vast warehouse which absorbs the surplus of industrial production. No other nation consumes more manufactured products and articles of luxury; none other absorbs a greater quantity of foreign merchandise."

But, more than this, the United States is one of the world's chief gold producers. Despite these enormous resources and this vast trade, the United States conducts its finances upon such an execrable policy that the Government is constantly forced to borrow money to keep up its credit. It pursues a system of issuing paper and silver money, which it must guarantee in gold in order to escape being discredited.

The vast exports of the United States are chiefly in raw products, which do not bring high prices, while the imports are nearly all manufactured articles, which necessarily cost much more in proportion. Even then the country would not be drained of its wealth if it were not for the fact that all the exporting and importing are done in foreign vessels, which earn vast amounts of freight money, and for the further fact that the chief ambition of wealthy Americans is to live and spend their money in foreign countries. The Paris Commercial Review makes a special note of the fact that rich Americans are in the habit of traveling extensively in Europe for pleasure, and that they spend there large sums of money. They leave there about \$100,000,000 annually, perhaps much more. As Europeans do not go to America to spend their pounds sterling or their louis, and as European capitalists do not place their funds outside of their continent, the balance of commerce, as a rule, is always unfavorable to the United States.

But there is also a constantly increasing amount of money that has to be paid abroad for interest on the public debt, much of which is held abroad, and which, at a rate of increase of \$100,000,000 a year, will soon become unbearable. Any intelligent and unprejudiced

observer of the operation of this system, which was inaugurated by the Republicans and adopted and carried on by the Democrats, must be struck with the overpowering stupidity of the so-called statesmanship that maintains such a policy.

TRADES UNIONS VS. INDUSTRIES.

During the past few days there have been an unusually large number of strikes and lock-outs, caused by the rebellion of employers against the arbitrary dictation of the union delegates. The cardinal principle of modern unions is that the condition of workingmen is to be improved by an indefinite increase in the scale of wages, with a reduction in the working hours and a limit to amount to work to be done by the average workman, which must be exceeded by none. In the application of these principles there is no consideration of industrial conditions—the limit is the degree to which the employers can be forced to submit to the dictation and to the strain of costly production.

To unionism there is no future. The continuity of an industry in any given locality is of no significance. Hence it will not scruple to put such a cost upon production that the industry, controlled as it is by the natural laws of trade, must betake itself elsewhere. This does not signify to the agitator, for he is a migratory bird; but it is a matter of very serious importance to the rank and file of his poor dupes, many of whom have family ties and homes and cannot so easily look for employment elsewhere.

If, in the control of unionism, there were a moiety of common sense, or a real desire to benefit workingmen, the question of the welfare and perpetuity of the industry would have consideration. The employes would learn that an advance of wages beyond what the industry can properly stand and yield fair returns to its projectors is as serious a calamity to them as to him. And they would also learn that it is not well to inflict humiliating and arbitrary rules, unnecessarily, which will engender antagonism on the part of the employer—in short, they would learn that both have interests in common and that they cannot afford to be enemies. But those who are led by unionism do not look far ahead. If they can secure a 10 per cent. advance, or a "soft snap" by shorter hours, it is the great thing to be desired, even if it means enforced idleness and starvation in a few weeks.

Most of the current strikes are the result of the reckless union policy. In the clothing strike in Chicago the reckless demands and arbitrary dictation had made the business unprofitable and had become intolerable. The Detroit cigarmakers had persisted in a scale which was driving the industry into other localities. But these considerations were of no import to the walking delegates, and the workmen failed to use their intelligence to stop the demands within reason and safety to the industries.

These are essentially walking delegate strikes, or lock-outs, as is the great lithographers' strike in New York for recognition of their union. To the "delegate" these are means of notoriety and glory and profit withal—to the working men they are calamities, the extent of which they little realize, and to the capitalist and would-be investor in industrial undertakings they are a warning that he will do well to avoid the risks of such enterprises, and so he seeks less profitable, but safer, investment in Government and municipal bonds. Thus this class of investments are increasing in price, while "industrial" are declining.

THE TRANSVAAL PROBLEM.

Although there is no immediate prospect of further trouble in South Africa, it is generally recognized in political circles in Europe that the difficulty has not been permanently arranged. After all, the original cause of the trouble was the refusal of the Boers of the Transvaal republic to accord foreign residents reasonable rights. Although the Uitlanders, as the foreign-born population of the Transvaal are called, control the industries of the country and pay the vast bulk of the taxes, they have no voice in the government and are not permitted to control even the schools. The hardship imposed by this disfranchisement of the large majority of the people has naturally made the Uitlanders very much dissatisfied, and the raid of Dr. Jameson, ill-advised and intemperate as it was, only served to show the desperation which prevailed among these people.

Even Mr Chamberlain, in his recent utterances, has freely stated that the recognition of the just claims of the Uitlanders is a condition precedent to the complete restoration of tranquility in the Transvaal. The Boers have as yet displayed not the slightest disposition to concede anything, but, on the contrary, have resented Mr. Chamberlain's advice.

Germany is, apparently, quite as much wrought up over the Transvaal question as is Great Britain, but Germany has taken the very opposite side of the controversy and is backing up the Boers in their refusal to recognize the Uitlanders. In the German Reichstag leading political lights have assured the public that Germany would do all in her power to maintain the status quo in South Africa. If the maintenance of the status quo means merely that the Transvaal is to remain a dependency of the British Crown as far as its external relations go, no fault will be found with the German policy in London; but, if it means that the Boers are to be encouraged in their refusal to accord justice to the foreign, born residents of the Transvaal, there is sure to be more or less friction, particularly should Emperor William make further attempts to communicate with the Transvaal government over the head of the British foreign office.

Owing to the feeling existing in South Africa against the Boers, the Transvaal question must remain a delicate one for some time to come, and the attitude Germany has assumed has greatly complicated the situation, making it very difficult of settlement because of the encouragement given the Boers to resist the advice and persuasion of the British government.

THE PANAMA CANAL AGAIN.

While Congress is dilly-dallying over the Nicaragua Canal project a company has been organized in Paris to complete the Panama Canal. This corporation, the Compagnie Nouvelle du Canal de Panama, has just closed a contract with the Lidgerwood Company, of New York, for seven of the cableways and hoisting machines to be used in excavating. These are the sort of machines used so successfully in the construction of the Chicago drainage canal, and the placing of this order looks very much like business.

The European nations are fully aroused to the importance of imitating the policy of England in developing foreign commerce and securing foreign

colonies. That is the policy which has made Great Britain so rich and powerful that she is the envy, if not the dread, of all the other great nations, and they have determined to adopt her means of acquiring wealth and greatness.

To this end France has been making conquests in Tonquin and Southeast Asia, while all the nations, including even little Belgium and Portugal, have engaged in the dismembering and partitioning of the countries of Africa. In order to facilitate and control commerce as much as possible, several ship canals have been constructed and put in operation in Europe, while others are projected, and even an inland country like Germany is making strenuous efforts to acquire a great ocean commerce and powerful navy.

It would not be strange, under these circumstances, if there should be, in France, interest enough in the Panama Canal to secure its completion; and the fact that the American isthmus shall be pierced by a company acting under the protection and in the interest of a European nation will detract seriously from the prestige and reputation for enterprise of the United States. As to the Nicaragua Canal, it has never got beyond the condition of a mere project, and it seems to be rapidly falling into the condition of a neglected and forlorn scheme.

A SIGNIFICANT CHRISTENING.

The baptism of a royal babe is an event of common enough occurrence in Europe, where royalties abound, hence, ordinarily, such events attract little or no attention other than local. Within a few days, however, there was christened a royal babe in the little Balkan principality of Bulgaria, and around that event has centered a more lively interest than probably would have accompanied the baptism of the heir of the proudest empire of Europe.

A few days ago the little Prince Boris, of Bulgaria, son of Prince Ferdinand, of Bulgaria, was baptised in the orthodox Greek faith. Prince Ferdinand had long resisted this demand of the Bulgarian people that their future ruler should be of the same faith as themselves, but the pressure exerted by Russia prevailed in the end and the agreement under which Ferdinand was elected to the throne was carried out by the christening of his son and heir in the Greek faith.

It is generally believed that Ferdinand's consent to the christening of his son in the Greek faith was won by Russia's promise of recognition, based upon an understanding that Bulgaria would co-operate in a friendly way towards the success of the Russian policy. It is pointed out as an evidence of an understanding with Russia that Turkey, the nominal suzerain of Bulgaria, has asked the Powers to recognize Ferdinand, a move which the Sultan would scarcely have dared to take without the knowledge and assent of Russia.

Ferdinand did not scruple to sacrifice Stambuloff to placate Russia, and it now appears that he has not scrupled at sacrificing his personal inclinations with respect to his son to further mollify the Czar.

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Shoes and Leather

RUBBER FOOTWEAR.

Some of the Changes in the Past Half Century.

If the popular overshoes of the last fifty years were to form in a procession and file by in chronological order, it would not only show the rapid development of the rubber footwear industry, but it would serve equally well as a measure of the growth of our national aesthetic taste.

The first rubber shoes ever worn in this country came from South America in 1820—a pair of very elaborate gilded rubbers, which a Boston sea captain brought home as a curiosity. The first serious importation for selling purposes was made five years later, and since that time to the present the rubber shoe has been an essential part of our domestic economy. These early South American shoes were exceedingly crude. They were made in this way: The natives moulded rough lasts of clay, dipped them into the sap of the rubber tree and dried them, one layer after another, in the smoke of the palm nut. Salem, Mass., was at that time one of the most aggressive business centers in the United States, and some of its shrewd people thought that if they could not make the shoes they could make the next best thing—the last. So they exported to South America a large number of maple lasts, which the natives took to very kindly, as an improvement upon the clay moulds. These dipped shoes were the only kind that proved serviceable up to the time of Goodyear's discovery of the vulcanization process in the early forties. They were, to be sure, about equally thick in all parts, vamps, soles and heels. They were, moreover, nearly all of the same size, and were unlined.

When Goodyear, in 1843-44, had so far perfected his process that he could make shoes of vulcanized rubber, the South American importations fell off, and people began to use shoes of American make, as they were more shapely, comfortable, and had the advantage of a lining. Moreover, they were made in regular sizes, although the introduction of the half size came at a considerably later date. These first American shoes were simply plain overshoes in shape, that is; the vamp and the counter were about the same height. They were very heavy and made the foot perspire most uncomfortably. To avoid this the "Sandal," an overshoe with openings cut across the vamp, was introduced. This, of course, gave the foot more ventilation, but it also let in the wet, and so its usefulness was limited. After a few years it was followed by the "Imitation Sandal," which did not have the openings but had imitations of them in the vamp, and was made much lighter than the "Over." This was very popular in the late fifties, and remains a standard shoe to-day. The Sandal, generally with one strap, and sometimes with two or three straps, is still made.

There was once a passing fad, or possibly we might with more propriety call it a "freak" of that day, which is worthy of notice, and that was the call for rubbers with a "duck bill" toe. This toe first narrowed and then flared out wider than the rest of the sole, at the same time being extended from one to three inches longer than the foot. Rubbers were made that way to fit the leather shoes worn at that time—a most amazing style, as it seems to us in these days of pointed toes.

About that time, in the late fifties, a new overshoe came into vogue, which, with various modifications, has remained popular to this day. That was the Arctic, invented and patented by T. C. Wales, and made exclusively for many years by the Wales-Goodyear Co. It consisted of a shoe with cloth outside and a cloth lining, with a layer of rubber between. The most popular form of this shoe for many years was the "Congress" Arctic, with elastic goring in both sides. In those days every man old enough to vote wore high-

legged boots; at least, that was the regulation footwear, and these elastic gored Arctics went admirably with the boots; but when these boots went out of style the "Congress" Arctic went with them. The first Arctic made was lined like an ordinary shoe and had a slit down the vamp, which, of course, let in the rain; that was superseded by the Arctic, which had a flap buckling on the side, which in turn gave way to the Arctic used to-day, in which the two sides buckle over the vamp, and which, when made with snow-excluding gussets, is waterproof to the very top.

The button gaiter—which remains popular to this day—came into being along in the fifties, about 1855, while the "Alaska," an outgrowth of the Arctic, was of slightly later origin.

The "Croquet" for women, now the most popular of women's shoes, appeared about 1869, when the game of croquet first made its appearance and excited such a furor. It was introduced by the Candee Co. and was first called the "New Haven." This shoe was a modification of the "Over" in two particulars—it was cut higher at the heel and lower in the vamp. The "Over," which had been worn very largely up to that time, did not adapt itself as well to the French heels, which were beginning to obtain among American women, as the higher countered "Croquet," which immediately became popular and has remained so to the present time.

A few years later, in the seventies, a new rubber appeared, which commended itself exceedingly, particularly to masculine wearers, and that was the self-acting shoe. When the large majority of male Americans had time neither to eat, sleep nor dress, it was very natural that the effort of pulling on a tight-fitting rubber and taking it off again should seriously impair the popularity of rubber wearing. This new self-acting shoe largely did away with this objection. It was made with a stiff counter and a stiff shank and with a rubber lining at the heel, so that it would cling to the leather shoe, and then a small spur was attached at the back, so that the rubber could easily be removed by the other foot. This shoe, which went on of its own accord and could easily be sprung off by the foot and yet remained secure when walking, became immediately popular, and still remains the prevailing men's shoe. The "Clog," it might be said in passing, was an outgrowth of the self-acting shoe. The rubber lining at the heel served to hold the rubber in place, and permitted a much lower cutting of the vamp than had hitherto been possible. The "Clog" has proved to be a very popular shoe, and is much favored by people who are in a position to have a varied stock of footwear for various kinds of weather, as well as by those who wear rubbers solely to protect the foot from the dampness of the ground.

One extreme very often leads to another, and the French heel that necessitated the "Croquet" raised a great stir among the hygienists, and they all came out flat-footed—so to speak—against it, with the result that a great many women who themselves stalked about on French heels wanted shoes for their daughters and young children that were absolutely without heels. This, of course, called for a heelless rubber, which appeared along in the latter part of the seventies, and is still popular, and likely to remain so, for misses and children.

In the early eighties the Candee Co. made a distinct departure in the manufacture of rubber footwear, bringing out a very high-vamped rubber, the invention of one of its selling agents, called the "Elm City." The vamp of this shoe came up to the ankle, and afforded perfect protection in the most driving rain, but, like many another good thing, it was a little ahead of the public, and it did not receive the instant favor it deserved. Possibly this may be accounted for in a certain measure by the fact that those first rubbers made after this pattern were made rather tight across the instep. Whatever the cause, this shoe did not enjoy its present wide popularity until some years later when another

We are To-day Showing
The Most Complete Line of

"Infants" Little School Shoes.
Soft Soles, "Our Boss Line."

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

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

Herold=Bertsch Shoe Co.,

State Agents for Wales-Goodyear Rubbers.

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GRAND RAPIDS

Do You Want to Increase Your Business?

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

Requires No "Breaking In."

Any person who wears one pair of

= = Goodyear Welt Shoes = =

Made with Sleeper Patent Flexible Insole,

Will wear no other.

Made for Men and Women.

Retail from \$3.00 Upward.

Send for Sample Dozen.

H. S. ROBINSON AND COMPANY,

Detroit.

Be Good to Your Feet

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

W. A. MCGRAW & CO.

Detroit

Exclusive Rubber Dealers.

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



Michigan Bark
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Grand Rapids, Mich.
508, 509 and 510
Widdicombe Bld.

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

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

Correspondence Solicited.

company made a high-vamped rubber much like the earlier Candee pattern, but a little more roomy across the instep. The other companies, perceiving the excellence of this shoe, began to make it, and now under a variety of names—"Storm Slipper," "Protection Slipper," "Beacon Slipper," "Sensible Over," etc.—it is one of the most popular styles of rubber footwear, especially with women.

The development of the toe in rubber footwear is quite interesting. From the extremely broad-toed rubbers of the fifties, rubbers grew more moderate in that particular until about twenty years ago, when the comparatively narrow London toe came into vogue. This predominated for fifteen years or so, until about three or four years ago, when the extremely pointed leather shoes demanded a counterpart in rubbers. Now, therefore, the principal rubber companies are all making rubbers in razor and needle toes. One effect of these narrow toes has been to play havoc with all standards of size, for the narrower the toe the longer the rubber has to be made to fit the same size of foot. For instance, an extremely narrow toe No. 8 rubber is sometimes as long as a regular toe No. 11.

The rubber boot is an American product. There is no record that any rubber boot was imported from the South American countries. Boots began to be made in this country at the same time with shoes. Hayward, one of Good-year's contemporaries and his chief antagonist for inventive honors in the rubber line, devised the hard heel back in the forties, and from that day to this the rubber boot has been a popular article of footwear, particularly in the country, where there is much snow in winter, and especially among farmers and fishermen, whose callings keep them out of doors in the worst of weather.

The Lumbermen's Shoe, now so popular in Maine and the Northwest and wherever there are trees to cut, is an outgrowth of the old women's buskin made back in the fifties—a laced shoe lined with canton flannel and made to wear directly over the stocking. This shoe is fastened with one or two buckles or by lacing through eyelets or iron loops, but the one buckle "Perfection," worn over a felt boot or woolen sock, has for many years been the prevailing shoe.

Different localities with different conditions call for a different style of rubber footwear. For instance, in the Southwest, where the mud is dense and sticky, and always pulling at the pedestrian's leg, the ordinary rubber is very liable to be pulled off and lost. To avoid this rubbers have been made with a strap coming over the ankle. This, of course, takes more time to adjust, but when the rubber is once on, it is on to stay. Various other devices have been contrived for holding the rubber shoe on the leather shoe, but the strap seems to have been the most successful.

The most popular general styles of rubber shoe to-day for feminine wear are the "Overs" and "Croquets," both in heavy and light weights; the high-vamped rubber for driving rains, and cloth-topped gaiters for the snowy days of winter; while men like self-acting "Overs," and if they live where there is a great deal of snow, and where every man has to be his own snowplow, they affect the buckle Arctic.

Of course, there is a great variety of footwear made at the present time. Each one of the big companies makes over a hundred different kinds, but if you had the privilege on the next stormy day of stopping the great American public and making it show its foot, you would find that these five varieties—the "Croquet," high-vamped stormy day shoe, the Gaiter, the Self-Acting Over and the Arctic—would lead all the rest.—John P. Lyons in the India Rubber World.

The spirit which prompts one to speak ill of another in solicitude of your welfare is born of selfishness. Of him beware. He has his hand on your pocket-book or is preparing to put it there.

There Are Others.

There are genuine, reliable and first-class commercial travelers, and "there are others." The former go about the country transacting business as men among men, commanding every one's respect, good will and friendship. They are ornaments to the profession, and never dim the luster of their calling. They form a strong connecting link in the golden chain of commerce, and are an inspiration to their fellow-travelers. The latter class, however, are a disgrace and an omen of evil. How many things happen "on the road" which are chronicled as the misdeeds of a regular commercial traveler, but which, upon investigation, prove to be but the acts of some reprobate who is not entitled to assume the character of one in a noble calling. He simply uses the cloak of the commercial traveler to cover up his true colors, and thus casts odium upon an honorable class. Many are the cases where this has been demonstrated to be true. Suppose some man in any of the various walks of life happens to get into trouble while away from home and, to divert suspicion and cover up his tracks, announces himself as a commercial traveler under a fictitious name, and from some prominent town remote from his field of operations. The world, without investigating, immediately jumps to the conclusion that another good man has gone wrong, and in consequence an honorable class suffers in reputation. Let the public please remember that not all the fakirs, peddlers, dead-beats and riffraff who get a few miles from home, either for pleasure or some questionable business, and who get caught in the meshes of the law, are genuine commercial travelers. They have no affiliation with the genuine commercial travelers, their associations, nor get any sympathy or consideration from them. The only wish that the genuine commercial traveler has for the fake is that his "punishment may fit his crime."

Unexpected Assistance.

The proprietor of a large store on High street went to his place of business at an unusually early hour this morning; in fact, the sun had not yet risen when he turned the key in the door, says the West Medford, (Mass.) Windmill. On entering he was surprised to find a man trying to open the door of the safe.

He stood and watched him for some time, apparently deeply interested in the proceedings, when finally the burglar swung open the door of the safe with a delighted chuckle, but, happening to turn, he saw that he was discovered and became very much alarmed. He jumped up and was about to make his escape through a back window, when the merchant called to him:

"Don't be in a hurry, my friend; come back and sit down a while and smoke a cigar while I straighten things up a bit and then come to breakfast with me. You have done me a great favor."

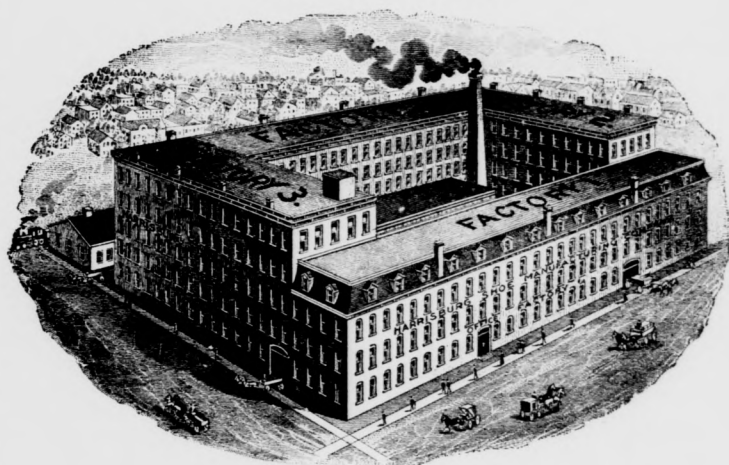
"Why, how's that?" asked the burglar, in great surprise.

"Well, you see, I had the combination of the safe on a bit of paper and last night I accidentally locked it in the safe and forgot how to work it; I spent most of the night trying to get the thing open and came in early this morning to have another try at it."



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 OLD ADAGE IS A GOOD ONE

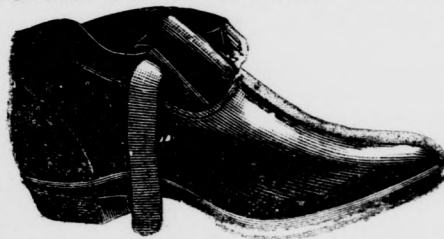
"Where There's a Will There's a Way"

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

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

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

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



Our Spring line 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.

JANE CRAGIN.

How to Get Rid of Accumulated Odds and Ends.

Written for the TRADESMAN.

"Most of folks groan when the ground-hog sees his shadow," Cy remarked to Wallace at the close of that prophetic day, when the animal in question had crawled back into his winter quarters, "but I'm always glad when he does it. You see, if he stays out that means an early spring, and just as sure as that happens, every fair day after that means that spring has set in, and the women folks at our place begin to see dirt gathering on everything. They are both hit at the same time."

"Hit? What do you mean?"
 "Just what I say. Last year I watched 'em. 'Twas stormy all day, if you remember. First Jane would say that she wished it wouldn't hold up a minute, for she always 'lotted' on an early spring, and Dolly would come out with the price she'd give if it would just set in for a good old-fashioned storm, so we could have May flowers early in April."

"Waal, b' gosh, that's what I say. What in thunder's the use of carrying the winter over into June, I should like to know. You needn't undertake to tell me that you like it, for I know better. It's better for business; anybody feels better when we have seasonable weather; and—waal, all 'tis you're whimmy, Cy. What's got into you? You didn't used to be that way."

"Of course I didn't, but you would if your wife was in the store much. You see, Wallace, it is a kind of instinct and, as I said, the minute the sun comes out after the second day of February, those women begin to look cross and find fault with everything they touch. They'll go along and wipe the shelves with their finger and then look at it and give a little sort of an ugly 'Oh!' and Dolly says 'Mercy!' every time her dress touches anything. Do you know, Ben, I've made up my mind that women are just as full of swear as we men are. Jane and Dolly have days when they are a dumb sight fussier than I am. Jane says, 'Humph!' and Dolly says, 'Mercy!' and both of 'em will say it so that I know they feel just as I do when I say 'Damn!' with one or two words before it. Jane jammed her finger the other day; and she came out with a 'Gracious Peter!' that meant a good deal more than that. I say it's just as bad to think it as it is to say it; and when Jim and I get mad and say right out what we mean, you'd think there was somebody dead in the house for a day or two after. That's the way with 'em. You have to tell what they mean by the way they act and 'tain't always easy; but when they know hot weather's on the way, all at once the store's so dirty they can't live in it, and that means a spring cleaning. After they've gone around touching things and looking at their hands, there'll be a day when they can't stand it any longer, and they'll both conclude that to-morrow morning, rain or shine, they've got to begin to clean that store."

"Waal, that's what it ought to be. You can't keep clean, can ye, without you use soap and water? Your store is like a parlor, but I guess it wouldn't be, if the women folks didn't do it. If I remember, this store wasn't any cleaner 'n 'tis now when you were in here, and if you feel so bad about it and the women folks want to clean something, bring 'em over here. I'll set 'em to work and be mighty glad to have 'em."

There wasn't any comfort in that and Cy went to his own store, doubting whether he would go over to the farm and let them have the good time all to themselves, or stay and get through with it just as soon as they could. It was well that he decided on the latter, for he had hardly closed the store door when Jane began.

"There is no use, Cy, in putting it off any longer. This store from cellar to garret is as dirty as a pigpen, and we've got to go at it to-morrow, bright and early. Now let's go at it this time with everything all settled beforehand, so we shan't have any dispute about anything. You are always as cross as a bear, for some reason or other, and it's as much as anybody's life is worth to say a word to you. Tell us now what you want done with all that pile of stuff that isn't worth anything and which is scattered all over the store—odds and ends that are forever in the way and won't sell. I say burn 'em up or give 'em away. Get rid of 'em some way. Why not get 'em up into a pile and just burn 'em?"

"It seems a great pity," put in Dolly, "to burn them. Then they do nobody any good. I should think it would be better to give them away. There are so many things that so many want. Why not put them by themselves and from time to time slip in this thing here and that one there and so get rid of them? What do you say, Mr. Huxley?"

"Sell 'em. You make a bonfire of that stuff and you'll have the country up in arms about it."

"Well, then, give 'em away," said Jane. "I believe that would be better."

"Not much," was Cy's response. "Try that, and in less than no time the neighborhood would be by the ears, and Wallace would get a good part of our customers. You see," and Cy's mischievous twinkle crept into his eyes, "women never know how to manage such things. Your intentions are well enough, in fact they are good; but you're prejudiced, and you let that run away with your discretion."

"How pitiful!" sighed Jane with a sarcasm that was simply withering.

"I've noticed that in both of you. You want to do the right thing and ye try, both of ye, but ye don't seem to know how."

"Oh!" exclaimed Dolly, "that is such a pity. Won't Socrates, the wise man of Milltown, kindly tell us how? I, for one, would be so glad to learn!"

"I knew you'd be; and I'm glad to tell ye on that account. Now, then, the folks 'round here don't care so much for gifts, especially that kind—they call 'em truck—and they don't want 'em burned because that's wasteful; and the only thing to do is to have 'em out in sight, and let 'em beat you down on the price."

"Let whom beat you down?" asked Dolly.

"Don't, Dolly," interrupted Jane. "When Cy thinks he has an idea, a brand new one—and that's what's troubling him now—don't interfere with him. Let him make the most of it. He's going to bring out the idea now that folks like to make bargains—especially women folks—and that's how to dispose of these goods that he's hung on to for ten years or so! Go on, Cyrus. What you say is good. Dolly and I have talked it all over in our prejudiced way; and now if you'll give it the sunlight of your unprejudiced intelligence, we'll dispose of the stuff and provide space for some new goods!"

Walter Baker & Co., Limited.

The Largest Manufacturers

PURE, HIGH GRADE

COCOAS AND CHOCOLATES

on this continent, have received

HIGHEST AWARDS

from the great

Industrial and Food

EXPOSITIONS

IN

Europe and America.

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

SOLE BY GROCERS EVERYWHERE.

Walter Baker & Co. Ltd. Dorchester, Mass.

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Size 8 1/2 x 14—Three Columns.

2 Quires, 160 pages	\$2 00
3 Quires, 240 pages	2 50
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INVOICE RECORD OR BILL BOOK.
 80 Double Pages, Registers 2,880 invoices . . . \$2 00

TRADESMAN COMPANY Grand Rapids.

Our Spring line of Ready-made

Clothing

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

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

William Connor will be at Sweet's Hotel, Grand Rapids, Mich., Thursday and Friday, March 5th and 6th.

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.

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RUBEROID READY ROOFING....

All Ready to Lay. Needs NO COATING OR PAINTING

Is Odorless, absolutely Water Proof, will resist fire and the action of acids.

Can be used over shingles of steep roofs, or is suitable for flat roofs.

Will OUTLAST tin or iron and is very much cheaper.

Try Our Pure Asphalt Paint

For coating tin, iron or ready roofs. Write for Prices.

H. M. REYNOLDS & SON GRAND RAPIDS, MICH.

Ask your hardware dealer for it.

All you need

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When you want a

DELICIOUS SMOKE

for 5 cents.

S. C. W. CIGAR

Leads the world in flavor, quality and style of make. Your customers must have it. Manufactured by

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ARLOW BROTHERS
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 5 AND 7 PEARL STREET.

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THE BRADSTREET COMPANY Proprietors.

EXECUTIVE OFFICES—279, 281, 283 Broadway, N.Y.

Offices in the principal cities of the United States, Canada and the European continent, Australia, and in London, England.

CHARLES F. CLARK, Pres.

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

"I've got through. Now you have my idea, you're all right. We'd better begin right off. Jim and I will tackle the back store now; and, Dolly, you and Jane better begin on the dry goods soon as you two can get over talking about it—or perhaps you can work and talk; women can sometimes do two things at once and do 'em well. Then, when the old stock is all cleaned out, we'll have what they call in town a grand clearing out sale, and the way these country folks will chuckle over their bargains and advertise for us will be a caution."

The result of the clearing out was astounding. A place was provided for the condemned merchandise and was soon found to be too small. The larger space was soon filled and that was too limited; and when the work was over, it did seem as if the flames were the only remedy. The back store disclosed articles condemned by dirt and rust and some which had been long forgotten were now of no earthly value; and the front store furnished a medley of goods as curious as they were useless and unsightly. Then the real work began. Every article was made to look its best and assigned a place on the "bargain counter," a term then used the first time in Milltown. Jane thought that it would be a good plan to mark each article; but, after all, Cy's idea of letting the customer have a good time in "beating down" prevailed, and in due time the fun began.

"What in the name of goodness is all this stuff piled up here?"

"Goods, Mrs. Bettis, goods. Some we've imported for the bargain counter. Folks have been wanting bargains long enough and I just sent for a carload. How's that piece of gingham for twenty cents?"

"Don't you say a word to me about dry goods. That Sid loaded me up for the next ten years. What's that old apple-parer wuth that Noah left in the ark? I suppose you'll be asking a quarter for it on account of the rust."

"Waal, now, seeing it's you, Mrs. Bettis—"

"You needn't start in that way. I'm too old and hombly. I'll give ye ten cents and that's more'n it's wuth."

"Oh, Mrs. Bettis, ye ain't reasonable! I'll call it seventeen cents."

"All right, you can call it what you mine to, and I'll give jest fifteen cents."

"You may have it; but if the Milltown store busts up, you'll know why! How's this for a chopping-knife? and how's this for a chopping-tray, such as your grandmother used to have? Jest look at the edge of that knife."

"Ye-a. Makes me think of a hoe. For the sake of my grandmother I'll give ye ten cents for both on 'em!"

"Well, this is the bargain counter, and I shall have to let ye have 'em at your own price; but I better give 'em to ye. Here's a fish-line I'm going to throw in. There, give that to Bettis and tell him that he wants to come over before the bargain counter's cleared up. Jim, take these things out to Mrs. Bettis' wagon. You're sure you've got all ye want? You know you won't get another such chance."

"That's all, to-day."

It wasn't, though. She hadn't even begun. She stopped on her way home at every house, and told with exultant joy the way she beat Cy Huxley down, and "to put the button" displayed her bargains. That did the business; and Mrs. Bettis was hardly out of sight before there was a harnessing of the horse

and a hurried drive to Milltown to beat down Huxley and secure a bargain. When the goods of any value whatever were disposed of, there was a "throwing in" of the rest; and from that time Milltown, at stated periods, had its bargain counter, which prevented the accumulation of "stuff," and proved one of the most profitable departments of the store.*

RICHARD MALCOLM STRONG.

A new woman, very new, is being talked about in Cleveland. She boarded a Euclid avenue motor at Wilson avenue by way of the rear door. Every seat was filled and two or three men were standing in the side aisle. She grabbed strap after strap as she walked half the length of the car, then tapped a prominent business man on the back and said in a loud tone of voice: "May I have your seat, sir?" The man addressed looked up piteously from his morning paper and stood in true heroic style, saying: "Every inch of it is yours, ma'am." This convulsed the whole car with laughter. As she took the seat she looked him full in the face and said: "If you don't get what you want, always ask for it." And the car, full of new ideas, sped on toward town.

It is said the Chinese, as business people, are far superior to the Japanese. When a Chinese merchant gives his word it is sacred; there is no use in putting a contract in writing when dealing with them, and if, in rare cases, one defaults, his relatives or friends cheerfully comply with the obligation. On the contrary, the Japs will break their word whenever self-interest dictates, and the only way to deal with them is by written instruments. They are bright and clever, but lacking in the solid and enduring qualities of the Chinese.

A mistaken idea is the one of trying to get a situation where a good easy time is the desideratum. The sooner this notion is gotten rid of the better for its possessor. While it is not desirable to go to the other extreme and think that the more work is put through the greater the chance for success, still of two evils it is the lesser to be feared. "Soft snaps" are mighty poor factors for bringing out dormant ambition. Where interest is lacking success is impossible. Downy cushions have their uses, but always reposing on one saps vitality. Therefore, don't ever be on the lookout for situations which hold forth too much of the "killing time" inducement. A lifetime spent in dawdling isn't much credit to its owner.

E. K. Bennett, who sold jewelry on the road for fifteen years, naturally picked up much valuable experience during that time relative to the best and most approved methods of hotel keeping, and, since he assumed the management of the New Grand at Lansing, he has been able to put into practical use the experience thus acquired. Mr. Bennett has had the pleasure of welcoming many of his former associates on the road as guests at his house, and he still has room on his register for the autographs of other tireless travelers who wish to put up at a quiet hotel, well kept in every respect and comfortable in all its appointments.

An employer is not bound to abandon the use of a particular machine or appliance which is in common use and in a proper state of repair, merely because there are other machines or appliances in use that are better adapted for doing the work, or that may be handled with greater safety.

STENCILS. Detroit RUBBER STAMP Company. 99 Griswold Street.

Ceresota
FLOUR
The Fool Killer Exempts
All Who Handle It.
Olney & Judson
Grocer Co.

LEMON & WHEELER CO.
Wholesale
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GRAND RAPIDS

OF COURSE YOU HANDLE
LION COFFEE



For Sale by All Jobbers.
SEE PRICE LIST ELSEWHERE.
EVERY PACKAGE 16 OZ. NET
WITHOUT GLAZING.
Perfectly Pure Coffee.
WOOLSON SPICE CO.
TOLEDO, OHIO, and KANSAS CITY MO.

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 GANDY CO.,
GRAND RAPIDS.

Getting the People

Continuous Business-Paper Advertising.

Written for the TRADESMAN. Copyrighted, 1895.

In continuity is strength. In disconnection is failure. The Builder of the Universe did not build something, Monday; and build nothing, Tuesday; and rebuild, Wednesday; and rest, Thursday.

He built something every day of the week, and only rested when He was through.

The forces of nature are continuous. The fundamental principle of motion is everlasting.

The brook which runs on forever is the brook the fish live in.

The brook which dries up this month, and is a torrent next month, is the brook folks try to get rid of.

The man who feeds his horse on Monday, and gives him nothing to eat on Tuesday, has a weak horse on Wednesday, and a dead horse on Thursday.

The child who goes to school on Monday, and skips Tuesday, and attempts to connect the end of Monday's lesson with the beginning of Wednesday's lesson, is handicapped by conditions diametrically opposed to progressive education.

All things being equal, the store which has been the longest time in some one place is the store which does the greatest business.

Change of base, and especially change of business base, is only allowable under conditions which make moving essential.

Money is made in specialties and bargains, but the fortunes of trade have been made, and always will be made, along the regular line of regularity: by handling business to-day as it was handled yesterday, and by handling business to-morrow as it was handled to-day, subject to the changes of the times, and to the recognition of the conditions of progress.

Continuous good is far better, and more negotiable, than transient good, however good transient good may be.

The most progressive advertisers of the world have advertised continuously.

They advertise not for the fun of it. They figure business on the hardest slate with the hardest pencil.

All that they do, they do for profit only.

Ninety-nine per cent. of successful advertisers are continuous advertisers.

The man who advertises in January, and discontinues his advertising in February, must advertise more extensively in March, in order to cover the gap his foolishness has created.

It takes more advertising in March to bridge the break of February than it does to advertise in January, February and March altogether.

There are lines of goods which can't be advantageously extensively advertised during certain months of the year, but advertising of those goods should never be completely annihilated.

It can be reduced in size, for any object, but it should be continuous, that there may be no need, when extensive advertising again begins, of connecting the two advertising periods.

The continuity which regulates all good business should be used in the regulation of advertising.

Advertising is no longer a luxury or a side issue.

It is a commodity. It never will be successful unless it is

handled the same way as are handled other commodities.

In the continuity of advertising is the good of it.

In the continuity of advertising is the strength of it.

To break the advertising connection is to break trade connection.

Trade connection can be broken, advertising connection can be broken, and the house still remain successful, but the shrewd business man is not satisfied with the minimum of success. He is everlastingly striving for the maximum of success.

When he cuts expenses he cuts proportionately everywhere.

He does not stop advertising.

He advertises a little less, perhaps, but he advertises.

He never allows the medium he uses to go to press without the mention of his name and of his business.

He advertises in off-season, in order that the people may be better prepared to appreciate his efforts in season.

He keeps everlastingly at advertising, and wins.

N. C. FOWLER, JR.,
Doctor of Publicity.

Tactless Clerks.

From the Dry Goods Bulletin.

The very first qualification in a clerk ought to be tact, and a lack of this necessary quality brands your help as incapable and positively injurious to your business. A tactful clerk wins you trade and this every day; a tactless clerk contributes to make your store more and more unpopular every time he attends to the wishes of a customer. One customer enjoys a joke and comes to your store because the witty remarks of a certain clerk harmonize with her disposition. Another avoids at every possible opportunity your store because the clerk who persists in waiting on her persists also in trying to use the same art on every customer. And perhaps you, as employer, have failed to note the repugnance which the latter lady has for this clerk and always call him. If your judgment of men is so palpably in error, it will be to your profit to engage at once a floor walker, or possibly better, have a friend engage one for you, for if your judgment concerning a judicious selection of clerks for your trade is so seriously at fault, it is highly probable that you would err in selecting a floor walker, also.

The very first question which a clerk directs to a customer contributes in a prominent degree to the future position of that same clerk in the estimation of the customer. To illustrate this statement a simple experience will be sufficient: Happening into the largest retail gents' furnishing store of this city recently, on inquiry for collars, the pompous clerk chanted at us, "What size?" Now, that was not the remark to have made by any means. Our search was not for a particular size of collar, but a particular shape, and it is also that of nine out of ten visitors for collars. The question which that clerk should have asked was, "What particular style are you looking for?" That remark, "What size?" was unnecessary, as he did not have what was wanted, and he succeeded in placarding himself in our estimation as thoroughly tactless before he had finished with us. Are your clerks successes along this line or not? Self-examination on the part of clerks is desirable.

Paul Kruger receives a salary of \$40,000 a year, and is said to be worth \$5,000,000. His way of life, however, is distinctly plebeian. A story is told of some fashionable ladies who called to leave their cards with the President's wife. They discovered the distinguished lady standing on the doorstep with a half-devoured orange between her lips. One arm was immediately placed akimbo, the orange carefully balanced, while the free hand was stretched out for the cards.

Ceresota FLOUR

Will make you rich if you sell enough.

Olney & Judson Grocer Co.

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.

- 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.

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.

TALKING THROUGH THE HAT

May be the proper thing, but we prefer to talk about Hats. Our line of

Straw and Felt Hats

Excels any we have ever shown. Write for prices.

Voigt, Herpolsheimer & Co.,

Wholesale Dry Goods
Grand Rapids, Mich.

THE COMFORTS OF OLD AGE.

Humph! That's a cold subject for this chilly weather. Well, we are having some chilly weather over here in this old Long Point country, just at present; but there is a time coming—and it is already within sight to many of us—when it will be chillier than it is now if we are not prepared for it.

Comforts of old age? Why, that's not a frosty subject. It is red-hot with interest for the young man who is just beginning to dream of victories won on future battle-fields, and it is chock-full of coloric for the man who is right in it with his coat off and his shirt sleeves rolled up. But it is of no interest to the old man who can no longer keep step in the ranks of industry. With him the die is cast. If he is a partaker of the comforts of old age, it means that his life has been a success; but, if he is a stranger to them, God pity him!

The writer is at present engaged in writing up manuscripts for a pioneer work, and the data are gathered by interviewing the octogenarians found here and there. These old pioneers are found in all sorts of places and in all sorts of conditions. Among them are found the fossilized remains of the merchant, the manufacturer, the farmer and the professional man of other days. Some of these old veterans are hale and hearty, well preserved mentally and physically, and in the full enjoyment of the real and solid comforts of old age. Others are pitiable wrecks of humanity who, by reason of the toughness of their anatomical fiber, have withstood the buffeting of adversity for lo, these many long years since they ceased to be of any use to the world. Some of them were never of any use to the world; and they are now shoved off into a corner where they sit in comfortable armchairs and meditate on the mistakes of the past, and suffer the terrible consequences of a life ill spent.

Old age has its comforts as well as middle life and youth. Youth finds its comforts in hopes and aspirations; middle life in achievement, and old age in golden fruition. There are only three steps from the cradle to the grave, marking three distinct periods in the full, natural life of man. The first period is a time for choosing and preparing; the second for action, and the third for rest and retrospective meditation. These steps are progressive—that is, the first must be properly taken before we can properly take the second, and without which we cannot expect the comforts belonging to the third and last. If we neglect the first step, we are shuffled on to the second where we are jostled about by the active forces around us, and if, perchance, we are tumbled into a place of usefulness, we may reclaim ourselves; but, whether chance so favor us or not, time soon shoves us off the stage of action into an obscure corner where, for a brief period, we sit in judgment on our past lives. The result of this judgment measures the comforts we get out of the old armchair in old age.

The young man who idles away the morning hours of his life in frivolous amusements, without a care or a thought as to what part he is to play in the great drama of life, is not only robbing himself of the real comforts of youth, but is nipping in the bud the comforts of middle life and old age. A desire to do and to be something of use to the world is the bursting of the bud in the development of true manhood; and, when it leads to thorough preparation

for giving the desire a practical effect, the youth is in the full enjoyment of all the real comforts of this first period of life. All so-called "pleasures of youth" are false and deceptive. They are false because, in the end, they prove to be sources of misery instead of comfort; they deceive us because we never discover their true nature until it is too late to wholly make amends. The youth who has chosen his part and learned it thoroughly is ready for the stage of action. He is no "supe"; he is one of the actors and is prepared to play well his part. It matters not what that part may be—he has trained himself for it; and, if he plays it for all there is in him, in times of adversity, when everything seems to be pitted against him, as well as in times of prosperity, when the winds are favorable and all things come his way, he will succeed. But, if he throw aside his first choice because some other part brings out louder plaudits, or because the work seems lighter, cleaner or more remunerative, it will be the first fatal step. This first mistake is the cause of so many failures among our bright and promising young business men. Even when it is perfectly clear that a mistake has been made in choosing a vocation, especially where special training for such vocation has been received, it is better, and far more conducive to ultimate success, to stick to it than to abandon it for another. One of the three steps in the journey of life has been taken, and if this step could be retraced another beginning might be made; but, as that is impossible, the man who is wise will stick to the calling chosen in youth, the calling for which he was trained at the proper training period of his life. The active period of life is short, but it is long enough to ensure the comforts of old age to any man who enters its portals fully competent to act some useful part, and who takes up that part and follows it with that kind of perseverance that never gives up to anything but death and success!

Life is short. The most that man can do is to aspire, acquire and retire. Retire he must; but, if he be a stranger to aspiration and acquisition, he will never enjoy the comforts of old age. It matters not how elaborately the old armchair may be upholstered—it will not bring, of itself, the comforts of old age. Money, alone, will not bring them, for that may be the gift of another, or it may be stolen. To enjoy the comforts of old age we must sit under our own "vine and fig-tree." This means, of course, success in life. But the grand essential is a consciousness of having lived a life of usefulness, of having made the world a little better than it was when we entered it.

E. A. OWEN.

A New York undertaker has a big black horse called Duke, which possesses a genuine mustache of long curly hair on its upper lip. It was shaved off once, but quickly grew again, and is now as soft and curly as any man's.

The rule is that facts and circumstances which would naturally put a person of ordinary caution on an inquiry reasonably leading to knowledge of the truth are evidence from which that knowledge may be found.

BADGES. Detroit Rubber Stamp Company. 99 Griswold St.

Ceresota FLOUR

You take no chances — We take 'em for you.

Olney & Judson Grocer Co.

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.

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.

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

Clerks' Corner

A Lesson from Example.

The poor fellow was as blue as a whetstone. Whether "the old man" had been "combing" him, or whether things generally had gone wrong, it was hard to say, but a little interest manifested never does any harm—there are priests and Levites enough in the world already—and instead of passing by on the other side, there was a hearty going to him and an attempt made to pour in balm and oil. It was exactly what he needed, and when the right time came, it was found that he has tired and overworked, had been robbed of his sleep, and, wholly discouraged, had made up his mind that life wasn't worth living.

These cases are not difficult, provided the patient can be induced to use his tongue; and sympathy shown is usually the best means to set in motion the "unruly member." It often happens, in these periods of depression, that "the nameless longing," "the unattained ideal," "the hope that is in you," comes to the surface, and the being stands exposed to the sympathy which only that could touch. The boy's life had not been an easy one. He had been born in a tract of country which might be called a farm, if a piece of ground with a cowshed and a discouraged apple tree could be called one. He wanted to go to school, but "the folks" wouldn't let him, and as soon as he got big enough to do anything, they put him out to work. The old life of the boy on the farm was repeated, a little harder in this instance because he didn't have any mother to take his part—she had died years ago. Farm work he always hated, and he made up his mind, as soon as he could, to get away from it. Almost as a matter of course, he ran away from home, if that could be called a home, and after the usual amount of hardship, he found a place in a country store, and had in the rough all the rough there was in it. He learned to read from the ads. about the store. He got a boy to show him how to make letters with chalk on a box cover; and so from one thing to another he had managed to keep up after a fashion. He had always wanted to have a store of his own; but he had about made up his mind that there wasn't anything in that for him. Everything seemed to go against him and he was about ready to give up.

That was a good place for a tear or two, but none came. Then there was a little period of silence and the time had come to say something.

"There isn't much comfort in the saying that 'Misery loves company.' If there were, you would be one of the happiest young men alive. You may not know it and you may think that I am 'talking through my hat,' but there are a good many young fellows in the world that would envy you, if they could only have your chance."

"My chance! Just say to 'em, will you, that I'm open to the lowest kind of a bid."

"That's just it, boy. You are open to a bid; but chances of that kind are not for sale; and the very boys who would bid pretty high, and are able to pay still higher, are the ones that will never have a chance. The fact is the rich man's son doesn't have any chance any more."

"What's that?"

"I say the rich man's son doesn't have a chance any more."

"He may have mine if he wants it. I'm ready to sell out or swap now."

"So is he; but do you think the boy would be allowed to have his own way? There is where the trouble lies. There is many a boy with a rich father that Heaven intended to make a man of and money was what prevented it. So when the time comes when there is going to be a call for a man, Poverty takes the order and in due time there's your hero. The orders came in pretty fast along about the time the colonies were getting ready for the American Revolution, and I need not tell you how they were filled. The war of 1812 showed that there was a little of the old stock on hand. Early in the sixties it looked a little as if Poverty had reached the end of her rope, but when the time came there they were. "I want a first-class American for a President of the United States," said the Government. "All right," was the reply, "he'll be on hand when you want him," and sure enough a log cabin out West got the order and the savior of the Union was duly installed in the White House.

"For a while after the civil war began, there didn't seem to be any generals that amounted to anything. Things were looking blue. At last there was a poor woman out in an Ohio cabin who did her own washing and who thought she'd send her boy to the front. She found him in a tan yard—good preparation for a successful general—and he carried his business right along to Vicksburg, and after that things began to look rosy. So you see that a rich boy doesn't have any chance."

"Oh, well, if you look at it in that way, it may be well enough; but what kind of a show is there for me, I'd like to know, to get on in business?"

"Well, now, let's see. You are almost as poor as a boy of your size and age ought to be for a start. The Standard Oil men are our richest men and every one of them has known what it means to go to bed hungry. The millionaires of the country, to a man, were as poor as they could be, so you are starting in all right; and the woods are full of men, well-to-do, who didn't know where the next meal was coming from when they started in. When you get old enough to talk with these men, you'll find that there were a good many days when they were bluer than you are to-day, but somehow they braced up and buckled down to work, and if you'd hear 'em talk now, you'd think the only time in their lives that is worth remembering was when they didn't know which way to turn. I was talking with a Grand Rapids man, only last week, who told me that, early in his life when almost everything had happened which could happen to put him back, and there was a faint prospect of his being able to pull through, a fire broke out and burned up every blessed thing he had in the world, except the nightshirt he had on at the time, and I don't know but that was scorched a little. It may be that he had a better chance than you have, because the fire has spared you so far; but you, probably, are willing to forego that kind of a chance. Everybody has heard of the remarkable career of George W. Childs. He was a great deal worse off than you are, because he didn't have even a name, for, when he was found on the doorstep one morning, nobody knew what to call him and he went by the name of "Georgiana West's child" until he took that for his surname, writing it with a capital letter and adding an s. Do you want to begin so far back as that?"

He didn't think he did; and the way he went back to his work made me believe that another millionaire had started on a successful career.

UNCLE BOB.

Ceresota FLOUR

GOOD STUFF.... WE SELL IT....

Olney & Judson Grocer Co.

Floor and Carpet Brushes



Wire drawn. The best that can be manufactured by experienced workmen.

Michigan Brush Co., Grand Rapids, Mich.

Send for Catalogue.



Grand Rapids ...Brush Co.

MANUFACTURERS OF **BRUSHES**

Our Goods are sold by all Michigan Jobbing Houses.

GRAND RAPIDS, MICH.

The = Best = Seller = in = the = Market



Retail Prices:
 Half Pint..... \$.25
 Pint..... .50
 Quart..... .75
 Half Gallon..... 1.10
 Gallon..... 2.00

A Combined Cleaner, Polish and Disinfectant.

The Only One.

Sample (½ pint can) and prices sent to dealers free on receipt of business card and 20 cents postage. See wholesale quotations in Grocery Price Current.

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

A BIG MAN=U

facturing concern like ours can save you money. We manufacture both Spring and Winter Wheat Flour and sell direct to the retailer. Send us your orders for small lots or car lots.

\$\$\$ Saved

Of course, you see the point? It's big enough, isn't it?

Our "Crosby's Superior" brand of Spring Wheat Flour has given better satisfaction in many places than any of the so-called "Highest grades of Spring Wheat Flour made." There are reasons for it. We can name many.

VALLEY CITY MILLING CO.,

Sole makers of the famous Lily White Flour,

Grand Rapids, Mich.

Commercial Travelers

Michigan Knights of the Grip.

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

Michigan Commercial Travelers' Association.
President, J. F. COOPER, Detroit; Secretary and Treasurer, D. MORRIS, Detroit.

Gripsack Brigade.

Many a strong man who could stand up in opposition to the iron will of the new woman surrenders at once to the baby.

Success on the road nowadays depends upon an eternal hustle, and there is no hope of ever hitting the bull's-eye unless you shoot with that kind of a gun.

H. S. Campbell, formerly on the road for the Ballou Basket Co., of Belding, has engaged to travel for Morley Bros., of Saginaw. He will continue to reside at Belding.

A good indication of intelligent progression in the commercial traveler is when, in his leisure moments, he turns to a publication devoted to his calling to absorb its contents.

Idling or dreaming has no place in the make-up of the modern commercial traveler, for he attends to business with all his might, with all his heart and with all his tact and ability.

Borrowing money at 10 per cent., to put into business that nets about the same, is much like the Irishman's cutting off the top of his blanket and sewing it onto the bottom to increase its length.

Don't make an appointment and forget about it, or fail to keep it, or perhaps arrive behind the specified time. It creates an unfavorable impression, especially in business. Promptness is a virtue in these days of broken promises.

Convince your trade that you appreciate the favor of its patronage. Show it that you are not annoyed at changes of mind; that it is no trouble to show your samples and that you are patient, polite and good-natured under all circumstances and in return your trade will reward you with business for putting yourself out to humor and please it.

Don't crawl when you have "made a bad break" in refusing credit in ignorance of a buyer's ample means, but say you are sorry and say it in a manner which carries conviction of the sincerity of your regret. Offer whatever amends lie within the limits of your self-respect, but don't debase yourself by "crawling"—stand erect at all times.

Windy Williams (Detroit Cigar Manufacturing Co.) writes the Tradesman as follows: "R. S. Degolia, of Post C, attended our recent social meeting and, through mistake, put on an old hat he had discarded a long time ago. After the social was over, he couldn't find his hat. He described it to us all and started for home with the old hat; but the first object which greeted him at home was his lost hat. I told him he could work the Post for most anything, but not for a new hat."

Mrs. Clara Blatt, wife of William G. Blatt, a well-known salesman for Pingree & Smith (Detroit), died last week. For the past year Mrs. Blatt has been traveling with her husband through California and the West with a view to improving her health, but she returned to Detroit January 12. Deceased was married to Mr. Blatt three years ago. The funeral was largely attended by the employes of Pingree & Smith. Mayor Pingree, J. B. Howorth and F. C. Pin-

gree sent an immense urn of pink carnations, pink roses and white lilies. Mr. Blatt has the sympathy of the trade.

Cornelius Crawford has a new horse—a trotting horse—of which he is very proud, principally because the animal cost him only a small amount and is worth a large amount—a fact very dear to Cornelius' heart. So far he has been able to pass every horse with a record in the city, and he is now looking forward to a trip to Detroit, with a view to humiliating the proud owners of trotters in the metropolis and raking in the shekels he will secure by means of wagers with the purse-proud horsemen of that city.

R. N. Hall, Cleveland: The modern commercial traveler is a character in marked contrast with the roystering, rollicking knight of the road who used to ensanguine the towns along his route. In these days of enterprise, push and energy, the drummer has come to be recognized as a commercial necessity, and the sensible merchant greets him as a friend and an essential factor in his business relations with the wholesalers. Those who used to look upon the commercial traveler as they did a book agent or a lightning rod peddler, and agree that they were nothing but expensive solicitors sent out to worm money from them, a service for which the retailers had to pay, have almost entirely disappeared, and he is considered a mutual friend who is not only of convenience, but a money-saver to the buyers, for he can see six or eight or a dozen merchants and sell them bills with as little expense as either of these buyers would be at were they compelled to visit the markets in person, to say nothing of the loss of time which would be occasioned by such visits, and thus the expense of buying goods is reduced to one-sixth or one-twelfth. Then, traveling over the same territory from month to month, he becomes familiar with the interests of his customers, and, with the honor and candor which characterize the profession, he may usually be relied upon as an adviser and a counsellor in the selection or purchase of a bill of goods. Black sheep have crept into the fold, it is true, as in every other profession, and the good have had to suffer because of their practice; but the masher has had to go, other objectionable characters have been relegated to the rear, and the weeding-out process has continued until the great army of knights of the grip is now composed of up-to-date business men who seek only up-to-date business men.

William Tracy, who was stricken with apoplexy last Tuesday morning while sitting in a chair at his home in Flint, died at 6 o'clock the same evening without having regained consciousness. The deceased was a native of Genesee county, having been born in Atlas township in 1842. His parents were Fitch and Charlotte Tracy, both of whom are deceased. When the war broke out William offered his youthful services in defense of his country, but, as he was under the age of 18 years, he was not eligible to enlistment. Nothing daunted, he found other means of achieving his patriotic ambition, and when the Eighth Michigan Infantry started for the front he went along as an attache of Major Lync's staff. On attaining his military majority, he enlisted in company G of the regiment in question and served in the ranks until the close of the war, when he was mustered out with the rank of second lieutenant. In 1873 he was appointed post-

master of Flint by President Grant and held the office until relieved by his successor, John Algoe. During the past twelve years he had been traveling for Thorpe, Hawley & Co., wholesale confectioners of Detroit, and in that capacity he made many friends and acquaintances throughout the State who will learn of his demise with sincere regret. He was well known and universally popular among the traveling fraternity, and in the circle of his acquaintance he was held in high esteem. He was a member of the G. A. R., the Knights of the Loyal Guard, the Knights of the Maccabees, the Knights of the Grip and the United Commercial Travelers. In his death his widow and two children, William F. and Harry, are deprived of an affectionate husband and kind father, and the community loses a good citizen. The funeral was held from the Presbyterian church on Friday afternoon under the auspices of the United Commercial Travelers and the G. A. R.

Review of the Sugar Market.

Detroit, Feb. 22—The developments in the market during the past week leave little to the imagination as regards the future of sugar. Holders of raws apparently have every advantage and appreciate fully the strength of their position. The only sales of the week were comparatively small parcels showing $\frac{1}{2}$ c advance over former transactions. While quotations are nominally $\frac{1}{2}$ c for centrifugals and $\frac{3}{4}$ c for Muscovadoes, a few sugars are obtainable at $\frac{1}{2}$ c higher basis and $\frac{1}{2}$ c for centrifugals is predicted for the near future. Foreign markets advanced rapidly early in the week and, after deducting the subsequent reaction, a slight gain is shown for all descriptions.

The Cuban situation is substantially unchanged. Grinding has been resumed in instances, but we learn of nothing justifying any increased estimates.

Refined shows a gain of 1-16c affecting nearly all softs and, while general and sharp advances have been confidently looked for from day to day, they fail to materialize. Refiners appear unwilling to re-establish the usual marginal difference between raw and refined, preferring rather to take advantage of the existing quiet to influence the weaker holders of raws, and facilitate purchases of arriving and afloat parcels. The average dealer has about all he can do to meet current obligations and speculation is, practically, eliminated from the refined market.

Feb. 25—The week opened steady and unchanged, with the exception that Europe was a trifle easier on realizations sales. The next turn of the wheel, however, is quite likely to be in the other direction, as the general position is unchanged and very strong. We see nothing to influence us to change our impressions as to the future of sugar.
W. H. EDGAR & SON.

Wanted Some Canned Elephant.

A Kalamazoo boy who had noticed some package goods labeled with the picture of an elephant subsequently discovered that his mother had bought some of them, and he expressed his joy thus:

"Oh, Mamma! I'm so glad you've got some of that canned elephant. I wanted some of it."

Not So Very Silent.

"Who is the 'Co.' in your firm?" asked Smasher of his grocer.

"My wife."

"Ah, she's a silent partner, is she?"
"Well," he replied in some doubt, "she ain't so all-fired silent, when you come to think of it."

If a man bores you every day with his talk and attentions, loan him some money. As a friend he will be out of sight.

Flour and Feed.

The past week has been a busy one for Grand Rapids mills, all of them running at full capacity and booking sufficient orders ahead to insure a continuous output for some time. Buyers are not eager to make purchases, as a rule, for future delivery, and the hand-to-mouth policy has been pursued so long that surplus stocks of flour in many localities are reduced below normal conditions, and the buying now for actual needs makes a large volume of business.

Exporters are taking hold more freely and the flour market, in general, has greatly improved, in spite of the hammering given the wheat market during the week by speculative bears.

The price of feed and meal is unchanged for the week. The demand is good and a firmer feeling prevails. Millstuffs are in good demand at from 50c@51 per ton better prices than last week.

WM. N. ROWE.

People brought up on bottles may know that a man in New York who was agent of a certain brand of English ale for many years, and whose bottling was preferred to that of the brewers, came near ruining his business on one occasion by getting hold of a lot of bottles from a tenement district. Most of the housewives in the cheaper neighborhoods of the city use bottles as a substitute for cans when they get in a supply of kerosene, and it is well known that it is a practical impossibility to remove from a bottle the odor of the oil. McMullen bought a supply of these bottles and filled them with ale, and in course of time they reached his customers. The consequences may be imagined. They nearly ruined him. You may scrub, you may boil the bottles as you will, but the scent of kerosene will hang around them still.

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.

BEANS

We are opening the
Lamoreaux Elevator
and will be ready for
business this week.
Look for our advertisement next week.

Beach, Cook & Co.

SEEDS

Drugs==Chemicals

STATE BOARD OF PHARMACY.

One Year— C. A. BUGBEE, Charlevoix
 Two Years— S. E. PARKILL, Owosso
 Three Years— F. W. R. PERRY, Detroit
 Four Years— A. C. SCHUMACHER, Ann Arbor
 Five Years— GEO. GUNDRUM, Ionia
 President, C. A. BUGBEE, Charlevoix.
 Secretary, F. W. R. PERRY, Detroit.
 Treasurer, GEO. GUNDRUM, Ionia.
 Coming Meetings—Grand Rapids, March 3 and 4.
 Detroit (Star Island), June 23.
 Lansing, November 3.

MICHIGAN STATE PHARMACEUTICAL ASSOCIATION.

President, GEO. J. WARD, St. Clair.
 Vice-Presidents S. P. WHITMARSH, Palmyra;
 G. C. PHILLIPS, Ann Arbor.
 Secretary, B. SCHROEDER, Grand Rapids.
 Treasurer, Wm. DUPONT, Detroit.
 Executive Committee—F. J. WUZZBURG, Grand
 Rapids; F. D. STEVENS, Detroit; H. G. COLMAN,
 Kalamazoo; E. T. WEBB, Jackson; D. M. RUSSELL,
 Grand Rapids.

The Drug Market.

Acetanilid—A quiet feeling has prevailed throughout the market, but the undertone is steady.

Acids—Business in leading descriptions has been fair, but mostly in jobbing quantities, and no new features have been developed to change the condition of the general market, or cause any important fluctuations in prices. The popular brands of carbolic in pound bottles are firm. Tartaric is moving fairly.

Alcohol—Dealers report a continued average consuming demand for grain, with prices steady.

Balsams—Central American copaiba has continued fairly active and prices are steadily maintained at the former range. Tolu is also moving fairly on consuming orders. Peru remains neglected and nominal. Canada fir in a jobbing way is quiet.

Cacao Butter—Is unchanged in price and a moderate business is reported.

Cassia Buds—Continue to receive considerable attention in a jobbing way, with values of prime quality steadily maintained.

Cocaine—Business has been of limited volume and prices remain unchanged and nominally steady.

Cod Liver Oil—The spot market has not improved, notwithstanding the strong tenor of foreign advices. A few holders decline to meet the inside figures and seem confident that the situation will improve before the close of the present consuming season. Cables from Bergen report that market very firm. The Lofoden fishery is cabled very poor and of unsatisfactory quality. By way of comparison it is stated that last year 500 to 550 livers produced one hectolitre of oil, while this year it requires fully 600 to 700.

Colocynth Apples—Have been selling moderately in small lots, and, with Trieste again scarce, prices have been advanced.

Cream Tartar—The market is without new feature, business continuing of average volume, with manufacturers' prices steady.

Cubeb Berries—The demand is slow and continued dullness prevails with values somewhat nominal.

Cuttle Fish Bone—Is moderately active for consumption with prices steady for all descriptions.

Essential Oils—Aside from a continued fair jobbing trade, the market has ruled quiet and the only noteworthy change in prices is a firmer feeling in wormseed.

Flowers—Interest in this department continues to be centered chiefly in insect, which are in brisk demand and

steadily hardening under the influence of advancing primary markets.

Glycerine—A continued fair business is in progress, with the demand chiefly from manufacturing consumers, and values are firm.

Gums—No changes of importance have occurred in values of any description and the general market has ruled quiet. Curacao aloes are firm. Asafetida is in fair request. Camphor is strong at unchanged figures, with both buyers and sellers operating cautiously.

Leaves—The general demand has been chiefly for moderate quantities, mainly for short buchu and senna, but there are no particular new features or quotable change in values of any of the leading descriptions.

Lycopodium—The market is rather quiet, with only small sales reported, but prices continue fairly steady.

Menthol—The market remains dull, and dealers continue to quote the former range.

Morphine—A continued fair movement is reported and the tone of the market is firmer, but manufacturers' quotations are unchanged and based on the old range.

Opium—Numerous cables from Smyrna and Constantinople, all indicating increasing strength and activity, have had a stimulating effect on values here and quotations show an advance of 5@ 10c per pound, according to holder. Moderate sales have been made during the week.

Quicksilver—The condition of the market is unchanged, and there is no special activity.

Quinine—The demand from consumers has shown further improvement and a good business is reported.

Roots—Gentian continue firm at the recent advance. Jalap is weak and lower, owing to heavy arrivals of new crop and a large stock of old carried over from last year, the latter being about one-third of the entire receipts.

Seeds—Inactivity has characterized the market for canary and prices of the various descriptions are without quotable change. Dutch caraway is rather weak, owing to a further fractional decline in Holland, but no sales are reported and a quiet feeling pervades the market. Coriander has been moving fairly on consuming orders, but without improvement in prices, holders being free sellers at the former quotations. California mustard has received rather more attention and the stock of both brown and yellow in first hands is very light. Hemp and rape are unchanged and without new feature. Shelled cardamoms are very scarce and firmer.

Spermacti—No business has transpired in block, and prices are without further quotable change.

Sugar of Milk—The active demand shows no abatement, and, with stocks light, prices continue firm.

"Something Rotten in Denmark."

Owosso, Feb. 21—In your last issue I see you are disposed to bring the Food Commissioner to book for overstepping the rules of propriety and going out of his way to interfere with legitimate business transactions. I think he is chargeable with sins of omission, equally reprehensible, in which the taxpayer has an interest. In his December report appears a long list of places "visited since my last report," in which the city of Owosso appears. By diligent inquiry I fail to find a single grocer who has seen or heard of him or his agents in a business capacity.
 W. H. S. WELTON.

A Poor Use of Valuable Space.

Every hustling manufacturer is naturally doing his utmost to increase his output, and he cannot be blamed for utilizing the advertising facilities of the druggist's walls and windows for his own profit. But we question the benefit accruing to the druggist who devotes, without compensation, this valuable means of advertising—advertising which the manufacturer cannot buy—to proclaiming the virtues of another man's products. It is a great mistake, and sooner or later the druggist will regret it, just as he now regrets having peddled patent-medicine literature in the past. Wall and window space is, or should be made, too precious to be employed for the benefit of some one else. It should be used for the display of such articles and specialties as the druggist markets himself. If others are to profit by it, they should pay for it, as they do for other advertising.

What has been the druggist's experience in the past? He has distributed patent-medicine circulars and samples, has invested capital, has virtually built up the business. And now what thanks does he get? Let the cutters answer. Here, too, we have one of the chief reasons why the patent-medicine people are so loath to shut off the cutter's supplies: he gives them so much free advertising—his windows are jammed with placards, his walls bear huge advertisements, his newspaper space daily announces that such a nostrum can be bought of Smith, the cutter, at cost rates. What wonder that the cutter becomes the protegee of the patent-medicine manufacturer—and that the latter desires to retain an immense amount of advertising which costs him nothing but profits him much? In a certain Western city one pharmacy occupies a prominent store at an enormous rental; its main wall bristles with cut-rate announcements—all constituting a form of valuable advertising which the manufacturers could not buy. But why should they buy it when they can get it for nothing? All they are expected to do in return is to refrain from shutting off the cutter's supplies; that is the implied obligation.

At the present time a number of specialty-manufacturers are doing their utmost to prevail upon the druggist to display their goods in cases and windows, for the edification of the public. In some cases prizes are offered for the most attractive exhibit. While some of the young birds in the trade may be caught by this chaff, we trust our readers will not be so shortsighted. If the manufacturers want your windows or

walls for advertising purposes, refuse. Tell them you can use your windows for displaying your own specialties and are not disposed to give up one of your most valuable possessions. Let the specialty man do his own advertising. Otherwise it will not be long before the demand which the druggist creates among the public will be switched off, as the patent-medicine trade has been, to the cutter and the department store.

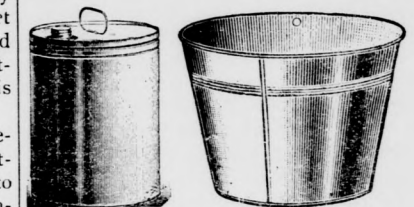
No man has the right to sell his goods as the goods of a rival trader.

Detroit Rubber Stamp Co.
 99 Griswold St.

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

BLANK BOOKS
 INKS
 MUCILAGE
 STEEL PENS
 And all Office Supplies.
Lyon, Beecher & Kymer,
 Successors to EATON, LYON & CO.
 20 and 22 Monroe St.
 GRAND RAPIDS.

We are Headquarters for
Syrup Cans and Sap Pails



Write for Prices.
H. LEONARD & SONS
 Grand Rapids, Mich.

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.

WHOLESALE PRICE CURRENT.

Table with columns for 'Advanced—Gum Opium.' and 'Declined—'. Lists various commodities like Aceticum, Benzoeum, and others with their respective prices.

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

Large advertisement for HAZELTINE & PERKINS DRUG CO. featuring the text 'HAZELTINE & PERKINS DRUG CO. ~ DRUGS ~' and 'HAZELTINE & PERKINS DRUG CO.' at the bottom. Includes text about 'Importers and Jobbers of' and 'Dealers in' various goods.

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.

Table containing various grocery categories: AXLE GREASE, BAKING POWDER, CLOTHES LINES, COFFEE, BROOMS, CANDLES, CATSUP, CEMENT, CHEESE, CHOCOLATE, BATH BRICK, BLUING, CLOTHES PINS, COUPON BOOKS, FISH, DRIED FRUITS, FLOUR, GROCERIES, and others.



COUPON BOOKS.

Advertisement for 'Tradesman' and 'Superior' coupon books, detailing various denominations and prices.



Advertisement for 'Universal' coupon books and 'Lion Coffee' with details on pricing and quality.

Dried Fruits.

Table listing prices for various dried fruits including Apples, California Figs, Raisins, and others.

FARINACEOUS GOODS.

Table listing prices for various flour and grain products like Farina, Grits, Hominy, Lima Beans, etc.

Fish.

Table listing prices for various types of fish including Cod, Halibut, Herring, etc.

FLAVORING EXTRACTS.

Advertisement for Souders' Flavoring Extracts, featuring an image of a bottle and listing various flavors like Vanilla, Lemon, etc.

JENNINGS.

Table listing prices for Jennings' products like Lemons, Fly Paper, etc.

FURNITURE.

Table listing prices for various furniture items like chairs, tables, etc.

GUNPOWDER.

Table listing prices for various types of gunpowder.

INDIGO.

Table listing prices for Indigo dye.

JELLY.

Table listing prices for various types of jelly.

LICORICE.

Table listing prices for Licorice candy.

MINCE MEAT.

Advertisement for New England Mince Meat, featuring an image of a product box.

POLASSES.

Table listing prices for various types of molasses.

POTASS.

Table listing prices for Potash.

PIPE.

Table listing prices for various types of pipe.

RICE.

Table listing prices for various types of rice.

SEEDS.

Table listing prices for various types of seeds.

SYRUPS.

Table listing prices for various types of syrups.

SPICES.

Table listing prices for various types of spices.

STARCH.

Advertisement for Diamond Starch, featuring an image of a product box and listing various grades and prices.

Table with multiple columns listing various goods such as Common Gloss, Soda, Salt, Common Grades, Worcester, Ashtons, Higgins, Solar Rock, Common Fine, Saginaw, Manistee, Snuff, French Rappee, Saleratus, Church's, Deiland's, Dwight's, Taylor's, Tobaccos, and Cigars.

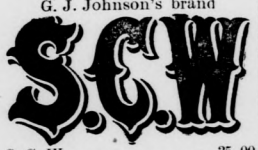


Table listing various soap brands and their prices, including S. C. W., B. J. Reynolds', Horner's Nest, H. & P. Drug Co.'s brand, Clark Grocery Co.'s brand, and New Brick.

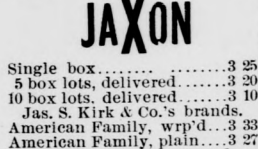


Table listing various soap brands and their prices, including American Family, Gotton Oil, Marselles, Master, and Henry Passolt's brand.



Table listing various soap brands and their prices, including Standard, Leader, Royal, Conserves, Broken, Kindergarten, French Cream, and Sapolio.

Table listing Stove Polish, Table Sauces, and Vermicide.

Table listing Sugar products, including Domino, Cut Leaf, Cubes, Powdered, XXXX Powdered, Mould A, Granulated in bbls, Fine Granulated, Extra Fine Granulated, Extra Course Granulated, and Diamond Confection.

Table listing Caramels, including No. 1 wrapped, 2 lb. boxes, No. 1 wrapped, 3 lb. boxes, and No. 2 wrap, ed, 2 lb. boxes.

Table listing Fruits, including Oranges, Fancy Navel, Valencia, Lemons, and Bananas.

Table listing Washing Powder, including La Besta and Wickling.

Table listing Crackers, including Seymour XXX, Family XXX, Salted XXX, Soda XXX, and Oyster.

Table listing Sweet Goods - Boxes, including Animals, Bent's Cold Water, Belle Rose, Cocoanut Taffy, Coffee Cakes, Frosted Honey, Graham Crackers, Ginger Snaps, Gin. Snps, XXX home made, Gin. Snps, XXX scalloped, Ginger Vanilla, Imperials, Jumbles, Honey, Molasses Cakes, Marshmallow, Marshmallow Creams, Pretzels, hand made, Pretzettes, Little German Sugar Cake, Sultanas, Sears' Lunch, Vanilla Square, Vanilla Wafers, and Pecan Wafers.

Table listing Candies, including Stick Candy, Standard, Standard H. H., Standard Twist, Cut Leaf, Extra H. H., Boston Cream, Mixed Candy, Standard, Leader, Royal, Conserves, Broken, Kindergarten, French Cream, and Valley Cream.

Table listing Fancy-In Bulk, including Lozenges plain, Lozenges, printed, Choc. Drops, Choc. Monumentals, Gum Drops, Moss Drops, Sour Drops, Imperials, and Fancy-In 5 lb. Boxes.

Table listing Fruits, including Oranges, Fancy Navel, Valencia, Lemons, and Bananas.

Table listing Nuts, including Almonds, Tarragona, Almonds, Ivaca, Almonds, California, soft shelled, Brazil nuts, Walnuts, Green, new, Walnuts, Calif No. 1, Walnuts, soft shelled, Calif, Table Nuts, fancy, Table Nuts, choice, Pecans, Texas H. P., Hickory Nuts per bu., Ohio, Cocoonuts, full sacks, Butternuts per bu., Black Walnuts per bu., and Peanuts.

Table listing Fish and Oysters, including Whitefish, Trout, Black Bass, Halibut, Ciscoes or Herring, Bluefish, Live Lobster, Boiled Lobster, Cod, Haddock, No. 1 Pickerel, Pike, Smoked White, Red Snapper, Col River Salmon, Mackerel, Shell Goods, Oysters, and Clams.

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Table listing Oysters, including Fairhaven Counts, F. J. D. Selects, Selects, F. J. D., Anchors, Standards, Favorite, and Oscar Allyn's Brands.

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Table listing Provisions, including Barreled Pork, Dry Salt Meats, Smoked Meats, Lards, and Sausages.

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Table listing Crockery and Glassware, including Lamp Burners, LAMP CHIMNEYS - Common, First Quality, XXX Flint, and Pearl Top.

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MEN OF MARK.

Daniel Lynch, Manufacturer of Extracts and Baking Powder.

The earliest recollections of Daniel Lynch's life are located in Grand Rapids, which, with the exception of eight years, has been his home for forty-two years. He was born April 18, 1852, in Newport, R. I., and came West two years later. The family came by lake to Detroit and thence by rail to the nearest rail station, Kalamazoo, and from there by stage. His father used to relate, that after paying the fares on the latter conveyance, he had to assist its progress by walking alongside and helping to lift it from the numerous sloughs of despond encountered on the way.

During his boyhood young Lynch enjoyed the best facilities of the city schools. After his course in the old union school, he attended the academy of Prof. Everett, which contributed so effectually to the education of a large number of our best citizens. His education was completed by a course in Burray's Business College, an institution whose short career was not so widely known as that of the academy.

At the age of 16 the young man was apprenticed to the blacksmith's trade in the carriage factory of the late Arthur Wood. After remaining in this capacity five years, he started in business for himself, opening a shop on West Bridge street, at the corner of Mt. Vernon. Two years later, June 19, 1875, occurred the great West Side fire, which originated in this shop. After this loss, Mr. Lynch built and stocked a grocery store at the corner of Second and Grandville avenues, where he continued in trade two years, when he sold

of his partner and removed to 19 South Ionia street, where he continued under the style of Daniel Lynch until 1894. Then, finding his room insufficient for the rapidly growing business, he built the handsome five-story block at the cor-



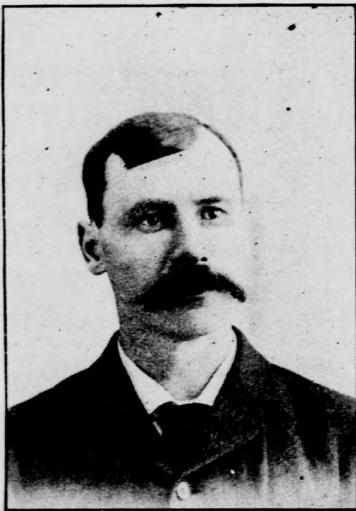
ner of Island street and Ellsworth avenue, a view of which appears herewith, and which he has since occupied.

May 12, 1875, Mr. Lynch was married to Miss Elizabeth Condon, whose family live in Walker township. They have four daughters who live with them in their pleasant home at 146 South Lafayette street. Since his return to the city he has had little time from his business to engage in politics or other affairs. He has purchased a large farm about two miles south of the city, which will some day afford him recreation and profit.

Mr. Lynch has brought to all his business enterprises an energy and application which command success. This has been especially marked in the last venture, which he undertook when its sales were about \$18,000 per annum. Under his administration the volume of business has steadily increased, until now it exceeds \$100,000. His trade extends over most of the State, especial attention being given to Western Michigan and the Upper Peninsula, in which regions his goods are household words.

Did It Ever Occur to You?

- That sugar represents about 20 per cent. of your sales?
- That the gross profit on sugar should not be less than 4 per cent.?
- That coffee represents about 10 per cent. of your sales?
- That your gross profit should not be less than 10 per cent.?
- That syrups represent about 2 per cent. of your sales?
- That your gross profit should not be less than 20 per cent.?
- That teas represent about 3 per cent. of your sales?
- That your gross profit should not be less than 25 per cent.?
- That tobacco represents about 6 per cent. of your sales?
- That your gross profit should not be less than 10 per cent.?
- That cigars represent about 3 per cent. of your sales?
- That your gross profit should not be less than 25 per cent.?
- That canned goods represent about 20 per cent. of your sales?
- That your gross profit should not be less than 15 per cent.?
- That rice represents about 2 per cent. of your sales?
- That your gross profit should not be less than 15 per cent.?
- That foreign and domestic dried fruits represent about 5 per cent. of your sales?
- That your gross profit should not be less than 15 per cent.?



out and removed to the new town of Blanchard, where he established a general store. During the eight years of his residence in this young town, in addition to his business, he was active in local politics, filling most of the village offices, and serving the county in the capacity of Deputy Sheriff. At the end of this period he again had the misfortune of burning out, when he returned to his old home.

In 1885 Mr. Lynch purchased the interest of the estate of the late Chas. S. Yale in the firm of Chas. S. Yale & Co., manufacturers of flavoring extracts, and formed a partnership with Fred D. Yale, continuing the business a year and a half under the style of Fred D. Yale & Co. at 40 and 42 South Division street. He then purchased the interest

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

Ceresota FLOUR

BAIT YOUR HOOK ..WITH IT..



Olney & Judson Grocer Co.

OUR LATEST NOVELTY—
ICELAND NUTS and QUEEN ANN WAFERS

CHRISTENSON BAKING CO.

Are great sellers. Get them and be in line. M'n'rs 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

OUTSIDE THE TRUST



Carload in to be sacrificed within two weeks

Guaranteed as good as any on the market.

25 Cases @ \$1.15
10 Cases @ \$1.20
5 Cases @ \$1.25

Daniel Lynch,

SPOT CASH 30 and 32 Ellsworth Ave. Grand Rapids.

Great Scott I'm not in it....

exclaimed a customer a few days ago in our sample room after he had closely examined our 14c Jap Tea. "I was foolish enough to allow a Detroit firm to inveigle me into buying five half chests at 19c, and your 14c Tea is better value. Next order I give comes right here."

This is the whole story in a nutshell, and we will gladly convince anyone in need of Teas that we can, and will, undersell any firm in or out of the State.

We have small line of Young Hyson that one of our competitors had refused to sell for a Jap at 17@18c; we will close them out at 11c, weigh 58 lbs.

We sent out over 300 samples of Teas and Coffees last week at request of parties that read our ad. in Tradesman.

Ten or twelve inquiries in one mail proves that our ads. are taking root (this is not meant for a pun on John).

We expect a great growth in our Tea department, and request our friends to name prices they desire Teas at.

Do not say, "Send full line of samples," as it takes too much time, etc., to put up over forty grades of Teas, apart from the expense for postage, etc.

Over thirty failures among Michigan retailers during the past ten days convinces us more than ever that "Cash is King."

We will abide closely by our text, cash with order in current exchange.



The James Stewart Co.,

(LIMITED)

SAGINAW, MICH.

Speculative Sugar Buying from the Jobber's Standpoint.

For some time it has seemed to be the proper thing, on receipt of strong sugar news, to write or wire the trade something like this:

"Sugar market very strong; all advices point to a raise; advise liberal purchases—wire orders."

It has a very familiar sound, is an old, old story and has a musty smell, but it generally brings a liberal offering of orders and the trade is, consequently, stuffed full of sugar. We sell in a week enough to supply the trade for a month. This naturally causes a reaction and a dull sugar market, which often leads to a decline, instead of a rise—just the opposite to what we are figuring on and hoping for. Both jobber and retailer are carrying from two to



three times as much sugar as is really necessary, and neither is selling a pound more of sugar than he would if he were buying and selling on the good old plan, that is, as he wants it. The jobber has to borrow money to do it. The retailer often cannot meet his bills promptly at maturity and, in consequence, is obliged to place himself under obligation to his jobber and ask an extension; and, to cap the climax, is just about as liable to take a drop on his sugar as a rise, as just what the sugar market is going to do is "one of those things that no feller can find out."

Now, I really believe sugar is going to be considerably higher within sixty days. It looks very much that way, but, supposing it is, and a dealer buys ten or twenty barrels on speculation, what does a rise of forty or fifty cents a barrel amount to? Virtually nothing. It is said, "Wise men often change their minds." I have changed mine. It does not necessarily follow that I am particularly wise, but I believe that I am on the right track. Many a man stumbles over a gold brick to pick up one made of clay, and I believe that is just what a majority of the trade are doing when they buy speculative sugar.

My advice is to pay no more attention to these alluring communications; to stop chasing rainbows; to buy your sugar as you need it and in quantities which will enable you at all times to supply your trade with bright fresh stock. If you have any surplus cash, discount your bills with it and thus build up a gilt-edged credit. In doing this you "kill two birds with one stone." You save your discounts in cold cash; and, in building up your credit, you place yourself in a position

to buy goods to much better advantage than your neighbor whose credit is indifferent.

Follow up this advice right along the year around and I guarantee you will make ten times as much money as you will by speculating in sugar.

H. G. BARLOW,
Sec'y Olney & Judson Grocer Co.

A PLEA FOR "THE OLD MAN."

Written for the TRADESMAN.

As the years hasten on their accelerating way I am becoming more and more sensible to the fact that there is a decided difference between youth and age. It is not that I am any less youthful in feeling, or that there is any real change brought by advancing time—I am just the same as ever—but in the attitude of my younger compeers there is something which makes me think I am growing old; not that my young friends are recognizing this fact by increased deference and regard for the wisdom of experience, for the manifestation of such deference seems to have become less common since the days of my childhood.

But there is somehow a tendency on the part of the young in their plannings of pleasure, as well as more serious concerns, to quietly leave me at one side. This is not a positive manifestation of disrespect so much as, what seems to me, an undue recognition of the conservatism of age. And a feature of the matter which gives me concern is that there is a passive acceptance of the situation on my part which argues senile indolence.

These pessimistic and gloomy thoughts are emphasized by my observation of the increasing tendency for age to stand aside for the progress of youth. Some of my young friends may attribute this standing aside to a willingness on our part to early retire from the activities of life; but this is not the case. The majority of us would much prefer to continue in the exercise of the duties to which we have become accustomed, ourselves reaping the harvests sown by our earlier energies. But, of course, we have greater regard for the wishes of our thoughtless youngsters than for our own selfish inclinations and, when they somehow make us feel that our room is better than our company, we step aside with a sadness which we will not intrude upon their notice.

This increasing tendency to retire age seems a special feature of the youthful, full-blooded rush of our American life. It is the boast of one of our Western colleges—I will not advertise it by naming it—that there is not an old man in the faculty. It used to be the boast of our Eastern colleges—it is yet—that the faculties included the most that could be obtained of age and experience, and in the Old World this conservatism of age is still greater. The pert boast of these Western younglings means that they have succeeded in retiring their fathers, looking to the books for experience and substituting the brilliant smartness of youth for the conservative wisdom resulting from a lifetime of study.

But I should not have mentioned this matter here had I not noticed the tendency in the business circles, where my interests are more immediately concerned. It is a pleasant thing and does honor to a parent when a boy chooses to follow his footsteps in an occupation. I welcome my sons into my business—it is for them I have been working these many years, but when they somehow manage to make me feel that "my day" is a transpired period, that methods

have changed, and that, in short, I have really borne the burden of life's active duties about long enough, I take the hint, keep my sadness to myself, and trust that I may be able to give a word of counsel now and then which may save the business from the risks I can but fear from the "improved methods."

It is pleasant when sons choose to follow the avocation of the father, and it is especially pleasant, and profitable as well, when the sons choose to join in the business established by the father and continue it with his advice and active co-operation. Few merchants will choose a pleasanter evening of life than the position in such a business, assured from the risks of youthful recklessness by the experience of a lifetime. When father and sons can thus work together the business is almost always greatly increased in profitable returns, while too often the boys who are early anxious to "go it alone" have to learn the lessons taught by mercantile failure and bankruptcy. And how frequently are the last days of the father saddened, if not spent in poverty, as the result of these experiences.

Children, your interests and happiness are your parents' greatest concern. Their tender regard for you makes it possible for you, unknowingly, thoughtlessly, to hurt their feelings sadly by the ambitious, aggressive tendencies of youth. They are just as ambitious as you are, though more conservative and prudent in the manifestation, but their regard for you will compel them to accept the slight of being set aside without a sign. Usually the change is marked by the accelerated advance of age, and the days of their lives are much shorter than if they had been permitted to continue longer in their active duties.

DER ALTE.

The gain of the United States Government through the failure to present the fractional currency of war times and immediately following, for redemption, is over \$15,000,000. The loss from the use of greenbacks and treasury certificates has been, probably, still greater. So that it will be seen that the saving to the Government is an amount of some significance; but it all represents individual losses.

Ceresota
FLOUR

AND CATCH
A
...WHALE...

Olney & Judson
Grocer Co.

**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 hand-
some 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



GOTHAM GOSSIP.

News from the Metropolis—Index of the Market.

Special Correspondence.

New York, Feb. 22—The holidays come so fast nowadays that we hardly know where we are at. It is certain that business men are inclined to think that we are overdoing the matter of holidays. The average holiday is the signal for the bicycle procession and nothing more. There is mighty little patriotism in the matter, yet Senator Hill is trying to add another holiday—Jackson's birthday.

The grocery trade is doing well. It is better than any other, and those who are making this their life calling have no great reason for dissatisfaction. The weather has been so terrifically cold between these two holidays that trade in some lines, like the fruit business, has been almost suspended. It was a God-send, however, to the coal men, who now seem to have things down solid in the way of a combination. The consumer pays the bill.

The general manager of the Minneapolis Northwest Trade, Will S. Jones, was in town lately during a warm spell. He had on a chamouis lined overcoat and other paraphernalia suited to the region whence he comes. To say that he was wilted would be putting it lightly. He was utterly collapsed.

Sales of coffee have been rather small and confined mostly to everyday wants. For Rio No. 7 13½c is still quotable in an invoice way. The amount afloat is 484,130 bags, against 436,606 bags at the same time last year.

While the market for refined sugar remains firm, the amount of business done has been rather lighter than last week. Prices have slightly advanced on some of the softer grades, but granulated is unchanged. Foreign refined has been in good demand and nearly all offerings are quickly taken at full quotations.

The tea market is dull, with sales few, and at prices indicating a product that may well be called trash. Ceylon and India sorts are holding their own very well and rapidly making friends.

Spices are in rather better request, and, as the supply is under the control of very few parties, prices are firmer and the outlook is certainly for nothing lower.

Rice is well held, with dealers perfectly contented with the prospect. For Japan rice there has been an elegant demand, while the better sorts of domestic are bringing full rates.

Not much is doing in molasses and the market is practically unchanged. The principal sales are of the better sorts, for which full rates are maintained.

Syrups have sold at full rates and it is becoming evident that the output of really choice stock is not excessive. Buyers have no hesitancy in paying rates asked and seem anxious, in some instances, to fill up.

Canned goods are sleeping, and so deep is the sleep that it would seem to be a case of suspended animation—almost death. But spring is almost here and there will be an improvement—an improvement, that is, in the business of the makers of canned goods machinery, for on every hand we notice new canning factories being erected and the local papers are full of glowing accounts of the money to be made. They reason exactly as Colonel Sellers did with his celebrated eye water, and seem to ignore the fact that there is another factory on the face of the earth. They all figure out what excellent returns will come to the farmer, who will get \$1 for 12 cans of tomatoes, etc. In time Experience, who is said to have something of a reputation as a teacher, will have established schools all over the country, and his schoolhouses will be canning factories.

As stated, the cold weather has been a bad thing for the fruit trade, as it was almost impossible to make any shipments. Quotations have remained about unchanged. Some orders for fair quantities have come to hand from out-of-town dealers and, as a warmer

wave strikes us, we may see an improved demand.

Butter is in fair request at unchanged quotations for the best sorts.

Eggs are in abundant supply and the best will bring scarcely over 14c.

Cheese is selling well, and holders are pleased with the turn of affairs. For small size full cream 10½c is the ruling quotation.

Dried fruits are moving slowly. For fancy apples 6½@6¾c remain the prevailing figures. New dried peaches, 5@7c.

Fresh domestic fruits are moving with some greater freedom than previously.

Some Florida strawberries have made an appearance and sell from 40@50c per quart—mostly green.

In most of the large retail stores in this town the employes are allowed to buy goods for themselves during a certain time in the day, usually before the regular business begins. They may then go around to the different departments and make their purchases at a liberal discount. The proprietor of a large retail store has recently discovered that a floor walker has been systematically robbing him by means of this privilege and investing the money realized from the thefts in real estate. His scheme was a simple one. He would purchase an inexpensive article for himself, and when the opportunity came would wrap up a valuable article with it. As his purchases were known his bundles didn't excite suspicion. It was only when the proprietor's detectives discovered that this floor walker was investing in real estate that he was watched and his thefts discovered.

PROSPECTS GOOD, TRADE WAITS.

That the money market should become much easier during the time of the withdrawal of so large an amount for the bond purchase is a matter for surprise and gratulation. While speculative markets have been dull, there has been a decided improvement in feeling, and the movement of American stocks has been upward.

But in industries the outlook is not so favorable and the prices of commodities have averaged lower than ever, breaking the record. There is no decided improvement in any important branch of business.

The dullness and reaction in the iron trade still continue. Bessemer pig and gray-iron are slightly lower and structural beams and angles have been further reduced, to secure business. Some furnaces in the Pittsburg region have been banked. The demand for car irons continues fair in Chicago but other lines are dull.

The price of wool is kept up by a strong foreign market, but cotton has declined a little and textiles are very unsatisfactory, cotton goods having declined fully 2 per cent., making 9 per cent. since January 1, and at the reduced prices there is slow demand. Dress goods are more favorable but men's wools are badly demoralized.

There has been some advance in sugar and coffee. Leather continues firm and lumber and coal are quoted the same. Wheat had a marked decline last week, from which there is a decided advance again this week. Receipts have continued heavy, which accounts for the decline. Corn declined a cent and for the same reason.

The showing of both bank clearings and failures is decidedly encouraging, the first showing an increase of 31 per cent over corresponding week last year and the last 276, against 381 last week.

Dan. C. Steketee (P. Steketee & Sons) is rejoicing over the advent of a 9 pound boy—"all wool and yard wide," the fond father asserts—who put in an appearance last Saturday evening.

AN UNLAWFUL CONSPIRACY.

Now that public sentiment and fear of the law have resulted in the prohibition of the riders embodying the pernicious percentage value clause on insurance policies covering mercantile and manufacturing property, it is in order for the insuring public to turn its attention to another unlawful institution—the Michigan Inspection Bureau—whose inspectors arbitrarily establish rates which are rigidly maintained by those companies which compose, and contribute to, the monopoly thus created and sustained. No pretense is made that the rates are uniform, nor is any claim put forth that the rates thus established are based on the actual conditions of the risks. On the contrary, the inspectors are not at all backward in admitting that rates are established on purely mercenary principles; that the rule of stand and deliver prevails; that large stockholders in insurance companies and large corporations having the placing of extensive lines of insurance are permitted to dictate the rates on their own risks, while people who do not happen to own large blocks of stock in companies contributing to the support of the Bureau, and those who have only small amounts of insurance to place, are compelled to submit to higher proportionate rates on their property, in order that the reduced receipts for insurance from the other classes may be equalized.

With a reasonable and equitable arrangement by which the companies could meet on common ground and maintain rates to a reasonable degree, no fair-minded business man could find fault, but a system which makes flesh of one and fowl of another; which raises a man's rate in proportion as he improves his risk; which bases his rate on other considerations than those which properly affect that particular risk, should meet the hearty disapproval of the business public, and the Tradesman will be very much surprised if the insuring public does not place the seal of disapproval on such a system at the next session of the Legislature by the enactment of a law which will prohibit the creation and maintenance of conspiracies of this character.

The Decline of Unionism.

Stanley Kleindienst, the noted trades unionist, thus deplors the decline of unionism:

The leaders of trades unionism can perceive no moral purpose in the labor movement. To them the union exists for the sole purpose of creating an aristocracy of labor by limiting the number of persons who shall engage in each particular industry, without regard for the welfare of those who are excluded. Believing that the tyranny of organized labor must prevail, they promise more than they can fulfill; hence we find on every hand great numbers of workmen who have at some time been active trades unionists who cannot now, by any means, be induced to join a union. Why? Because they feel that they have been duped. They know instinctively that all the efforts that unscrupulous leaders are capable of exerting toward the betterment of the material condition of trades unionists must inevitably prove futile. Such combinations of labor cannot successfully cope with the gigantic corporations and trusts which virtually control the entire field of industrial operation.

The weapons upon which we formerly depended for success with such implicit confidence—the strike and boycott—have proven ineffectual. The boycott, once a terror to the capitalists, has lost its potency through too frequent use upon trivial occasions, and to attempt to defeat organized capital, entrenched behind its millions of gold, with the strike is about as foolhardy an undertaking as hunting for grizzly bears with a popgun.

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—ONE QUARTER INTEREST IN Evaporator and Cider Mill; good power for any kind of manufacture; good buildings and 2 60-100 acres of land; good feed mill; good clay for brickyard. Address I. L. Lanford, Masonville, Mich. 967

FOR SALE—CLEAN DRUG STOCK ON best business street in Grand Rapids. Established sixteen years. Terms, cash or Grand Rapids real estate. Rent, reasonable. Reason for selling, other business. Address No. 968, care Michigan Tradesman. 968

WANTED—TO EXCHANGE GOOD GRAND Rapids estate for stocks of merchandise. Address No. 969, care Michigan Tradesman. 969

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 graveled 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 WAG- on 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 \$5,000. Apply to A. C. McGraw & Co., Detroit, Mich. 960

FOR SALE—SMALL LIVELY STOCK IN good town with good trade. Reason for selling, other business. Address, No. 945, 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 GRO- cery stock, inventory about \$1,400, located in live Southern Michigan town of 1,200 inhabitants; good trade, nearly all cash. Reasons for selling, other business. Address No. 907, care Michigan Tradesman. 907

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

MISCELLANEOUS.

WANTED—EXPERIENCED GROCERY man. State experience, salary expected and give references. Address "Star," care Michigan Tradesman. 966

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 CORRESPOND WITH SHIP- pers of butter and eggs and other seasonal produce. R. Hirt, 36 Market street, Detroit. 951

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

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

WANTED—POSITION BY AN EXPERI- enced 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 CEN- tral mileage books. Address, stating price, Vindex, care Michigan Tradesman. 869

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

WANTED—EVERY DRUGGIST JUST COM- mencing 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.

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 slip over if you have room in your concern for another head. I will help it or money refunded. Address

"Up-to-Date,"

Care TRADESMAN.