

MICHIGAN TRADESMAN

Volume XIII.

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Home office, LANSING, Michigan.

Country Merchants

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

State Bank of Michigan

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

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

Save Trouble
Save Losses
Save Dollars

TRADESMAN COUPONS

GROWING OLD.

There are as many indications of coming age as there are signs of the weather. Each man likes to be his own prophet, so he may read the indications as he pleases. He doesn't want any government signal service to say that the frosts of old age are due at such and such a time. The bald-headed man is convinced that many people lose their hair in boyhood, and the gray-haired woman is always prematurely gray. Even babies in their cradles wear spectacles, so it is not to be suspected people wear glasses because their eyesight has failed. They find no pies like mother used to make and think apples have deteriorated in flavor and quality of late years; but will not admit that they have no longer the appetites of thirty years ago, when hunger was a sauce piquante served with every dish. They do not like modern novels, and say there are no such actors now as when they stole in the loft of the theater and wept over the woes of the heroine and cheered the hero until they were hoarse. It seems strange to every man that other men of his own age have gotten old and feeble and bent. All the world is old but himself.

It is probable that at an early day the House bill providing for the final settlement of the vexed seal question will be taken up and passed by the Senate, as the action of the House was unanimous. This bill authorizes the President to invite Great Britain, Russia and Japan, or any of them, to unite in the appointment of a joint commission to investigate the present condition of the seal herds, and to devise means for their restoration and preservation. Provision is also made for the securing of a modus vivendi for their preservation pending the investigations of the committee, to terminate January 1, 1898. Then follows the significant provision that, if the President finds himself unable to secure the co-operation of Great Britain, especially, in securing the modus vivendi authorized by this bill, so as to protect and preserve the Alaskan seal herd for this year's sealing season, then the Secretary of the Treasury is authorized to take each and every fur seal on the Pribilof Islands and to sell the skins of said seals as he may elect, and to cover the proceeds into the Treasury. It was pointed out by the report of the Ways and Means Committee accompanying the bill that, under the present conditions, not only the Alaskan herd, but also the Russian and Japanese, will be nearly extinguished within five years. In 1874, the Pribilof Islands herds numbered about 4,693,000. In 1890, the number had been reduced to 1,039,000, and at the close of the season of 1895 to about 175,500.

Said a traveling man at the Morton House the other day: "I wonder why the railroads in Michigan do not establish series of zones, such as they have in Austria for passenger and light package trade. Make a circle, say, of 100 miles in diameter, around such cities as Detroit, Saginaw, Bay City, Grand

Rapids, Muskegon and any other cities which have a population of 20,000 people and upwards and make a zone, as it is called. Make a passenger ticket good for fixed prices, from any point in the zone to a city which the zone surrounds. This method has been found very profitable in Austria for the railroad companies, as it promotes travel. It is similar to the suburban ticket service out of Chicago. I notice, also, that the Great Eastern Railway of England offers to carry small packages by passenger train and to deliver them at a very low rate within eighty or 100 miles of the point of shipment. For a twenty pound package the rate is 8 cents, and so on up to sixty pounds, for which 25 cents is charged. I have not been able to find anyone who can tell me what the Railroad Commissioner of Michigan is good for, unless it be to ride around on a pass. There are a lot of roads in Michigan which must do business on this modern plan or electric roads will be built as soon as they can be constructed cheap enough. The people are getting tired of express charges between local points. The express companies are parasites on railroad corporations. There is not a city in Michigan but is entitled to the support of the back country within such a zone of 100 miles. We need an overhauling of the railroad laws and a board of railroad commissioners to bring about these reforms."

As illustrating the demagogic power of such socialistic labor leaders as Henry George and his disciples, the recent meeting at Cooper Union to protest against the congressional appropriations for harbor and coast defense is significant. The man is of very low intelligence who does not know the falsity of the cry raised by these enemies of Americanism that this appropriation was for the purpose of preparing arms to keep the workingmen in their places; yet their harangues were listened to and applauded by eager crowds, though not without protests from those who have patriotism and intelligence enough to recognize the necessity of coast defenses and the desirability of expending the money for these among the artisans of the country.

As an indication that Japan is really becoming modernized, it is reported that there has been a decided rise in prices in that country, comprising most articles of luxury and including silk and cotton manufacturer. Rice, barley, salt, sugar, fuel, timber and metal goods have also been affected by the upward movement. There has also been a considerable rise in wages, aided by increased demand for laborers for Formosa and Wei-Hai-Wei.

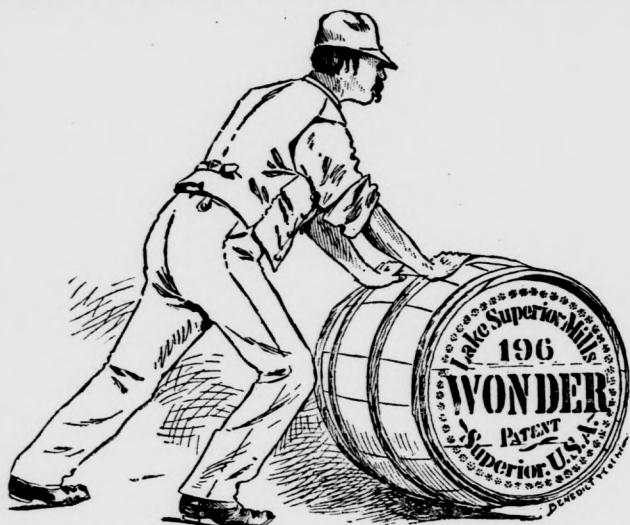
The insurance companies of Austria are following the lead of those of Prussia, in trying to obtain the exclusion of American companies from the country. False reports of the unreliability of the companies are being circulated and strenuous efforts are being made to secure the co-operation of the government in the restrictions.

A CONTEST FOR INDIVIDUALITY.

All efforts looking to the settlement of the garment makers' strike in Chicago have thus far proved futile, the employers refusing to submit the differences to arbitration, being determined to settle the question whether they are to run their own business, or whether they must submit it to the dictation of an alien secret organization. The contest on this line is assuming significance, as it is spreading to other localities. A similar strike is in progress in Cincinnati and another is imminent in Baltimore. The question at issue is not one of wages primarily—in fact, it is not a question of reduction at all, but is a movement against the arbitrary and unjust regulation of wages enforced by the unions. In accordance with the practice of most unions these have laid down rules that the workmen should only do a certain amount of work in a day and, of course, all receive a uniform scale of wages. Skill and dexterity count for more in cutting garments than in most lines of work; that is, there is greater variation depending on these in the amount a workman can do. The employers claim that an average workman can easily cut sixteen suits per day, and an expert twenty, and insist on paying from \$18 to \$24 per week, according to the capacities of the men. By the rules of the union the number of suits is limited to ten per day, for which the workmen receive a flat wage of \$20 per week. The contention is that the men shall work and be paid according to their ability.

This movement is a protest on the part of employers against one of the most objectionable features of modern unionism, and, as such, the outcome will be watched with great interest. The arbitrary dead level of unionism, destroying all individuality and all incentive to excellence in workmanship, is a feature which makes it impossible for any of its adherents to rise above his position. The man of natural ability and quickness is condemned to plod beside the dullard who is barely able to achieve the lowest place in his trade. It is claimed that, by their monopolistic power over the work, thus commanding advance of wages, there is compensation to those of ability; but these are temporary, changing advantages. In the long run wages are controlled by other laws; and, when these interfere with the artificial conditions and the workman finds himself without employment and reckons the deductions from his fair wages by the dues and demands of unionism, he will find the advantage very inadequate to compensate for the loss of his birthright, which he might have secured by the proper use of his brains and muscle.

The issue of this contest will be watched for with great interest; but, whatever the outcome, the time is not far distant when this feature of unionism will have a final hearing, and when the right will be accorded to every workman to do according to his ability, and to every employer to carry on his business without the dictation of star chamber tribunals.



Wait for the Winner!

Although we have had numerous importunities to put in a line of Spring Wheat Flour, we have delayed action in the matter until we could give our customers our positive assurance that the brand we adopted was absolutely the best flour made. Confident that we have succeeded in securing the agency of a brand which will stand this test, we take pleasure in informing our patrons that we have taken the agency for Western Michigan for

Wonder Flour

Manufactured from Selected Hard Northwestern Spring Wheat in the Mill of the Century, under the most improved methods, known to modern scientific milling.



Wonder Flour

Is the output of the Daisy Roller Mill Co., of Superior, Wis., which has a daily capacity of 6,000 barrels. The management of the mills is head and shoulders above the average of the spring wheat mills, long experience, complete equipment and improved processes enabling the mills to produce a flour which makes more pounds of bread,

holds the moisture longer and contains in a greater degree those qualities which go to building up and sustaining life than any other brand.

We carry a full assortment of this brand in both wood and cloth, and request the privilege of quoting prices and comparing quality with any other brand in the market.



MUSSELMAN GROCER CO.,

Distributing Agents for Western Michigan,

GRAND RAPIDS.

THE ART OF ADVERTISING.

Means by Which Small Establishments Become Great.

From the New York Sun.

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

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

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

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

It is useless, therefore, and it is contrary to the public interest, to attempt to resist this tendency to concentration and absorption. The houses that secure fame for their business by conspicuous

and persistent advertising will go on absorbing the trade of their competitors who do not use that means of obtaining publicity and distinction. That is inevitable and it is irresistible.

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

Should Confine Himself to the Law.

Jackson, March 2.—The several articles in the Tradesman regarding the State Dairy and Food Commissioner are being read with more than passing interest by every Jackson man who is identified in any way with trade. The action of the Commissioner, in going outside of the duties of his office, and, also, in violating the laws which were created to control his actions, leaves dealers in a position where they do not know what to expect. I note by a circular letter issued by the Grape Leaf Baking Powder Co., Ypsilanti, that Mr. Storrs has given that company a certificate, which they publish, certifying to the purity of its goods, from which I conclude that the baking powder company has paid for the certificate, or that Mr. Storrs will continue to violate the law by giving other manufacturers similar certificates. The ground has been so well covered by the articles and editorials in the Tradesman that it leaves but little to say as to Mr. Storrs' position. We realize now that the position taken by the Tradesman, previous to his appointment, was well taken. A man in so responsible a position as this should be well informed and keep straight within the lines of the work laid down for him. When he goes outside of the law, in a single instance, he has placed himself in a position to be open to censure, even though it may have been a mistake; but when the text and the intention of the law are violated so many times and in so many ways as the dairy and food laws have been, there can be no possibility for their being accidental mistakes, even if they were admissible.

There is another feature of the case which has not been touched upon by the Tradesman. I noted in the daily papers, a few weeks ago, that one of the inspectors of the Commissioner made an address before a farmers' institute—I think in Wayne county—in which he gave the names of the articles which had been found impure by the State Analyst and told them that that was the kind of goods the trade was furnishing them and that that was what they might expect to get, if it was not for the Commissioner. He failed to say to the farmers that the grocers were fully as anxious to have good laws and have them enforced as any class of people in the State and that the grocers were making every effort to comply with the law. Now, it seems to me that the inspectors can find enough to do if they will attend to what is printed for their guidance, without going out of their way to set up the farmers against the grocers. I hope that if Mr. Storrs does not discover that he is not competent to fill the position, even if the Governor does not see fit to remove him, he will stop short and confine himself to the law hereafter. P.

A cigar manufacturer applied to the Commissioner for permission to place a slip of paper, the same to be redeemed by him for a sum of money, in the head of two or three cigars in every thousand of his output, this paper to be so arranged that it could not be seen from the outside of the cigar, and it would not be discovered until the consumer bit or cut off the end of it preparatory to smoking. He was informed that his project involved a lottery scheme or method of chance distribution, which the Commissioner felt compelled to decline to countenance or approve.

IT WAS ALL RIGHT.

How the Haughty Bank Teller Was Humiliated.

From the Chicago Daily News.

He had small brown eyes and a bristling red moustache. His cheek bones were prominent and his temples formed little hollows in the sides of his head. Moreover, he was receiving teller in a Dearborn street bank. In his position, where he handled sums of money ranging in value from tens of thousands of dollars to as many cents, he had ample opportunity to bestow his personal favors upon whatever patrons of the bank were most deserving and to literally wipe less fortunate depositors out of existence with one scornful look of his deep-set eyes. It was only one tone harmonious with the rest of his nature that prompted him to seize such a chance by the forelock and work it to his complete satisfaction.

Of all the lesser lights in the commercial world that transacted business through the medium of the receiving teller's bank there was one firm which he had singled out as a special mark for his aversion. It was a recently organized concern that had started out with a very modest capital, and the first time the woman who had been employed as maid-of-all-work around the office went over to the banking house to make a deposit she carried three checks, amounting to \$47.25. The receiving teller noted the smallness of the sum, and his brown eyes sunk a little further back in his head, his eyelids perceptibly tightened, and his red moustache bristled a little more than usual. When he returned the bank book he threw it down before her with a little whack that gave her to understand, without any pretence of quibbling, that he had given her a challenge of war to the end.

The business of the new firm dragged miserably along in the very lowest stratum, and for months the ability to deposit more than \$100 made a red-letter day in their history. Week after week the receiving teller grew more suspicious of the woman, who quailed visibly before the outspoken contempt in his dark eyes and bristling moustache, and at last he reached the point where he doubted what little money she did have was gotten honestly. A check given by a firm in the city had to be certified before he would have aught to do with it; if it came from another town it was considered worthless until he had communicated with the issuing bank, and he gave orders to the paying teller to cash no order she might present without consulting him.

The woman's soul grew taint and sick from persecution and her dreams were haunted by a pair of deep-set eyes, a bristling red moustache, and piles of spurious checks. One day a streak of good luck blew up hard against the new firm and the woman's step was light and her heart was exultant with victory when she marched up to the receiving teller's window. She had a check for \$500. He looked at it once carelessly and said in that piercing tone which was insignia of his displeasure: "You must get that certified."

The woman was strong in the knowledge that she was bolstered up by a \$500 check, and she decided to take a firm stand.

"That is good," she said, resolutely. "It is now 11:30. It will take an hour to get it certified. We have to make \$100 good here within a few minutes. Please credit us with that amount."

The receiving teller's face flushed at her defiance, and he watched her as she started away. She stopped at the paying teller's window. He tapped on the wire netting separating the two compartments and called out loudly: "Cash nothing. This check cannot be drawn against."

The woman's eyes blazed, and she stalked back to his desk.

"Sir," she said, "do you see whose name is signed to that check?"

He straightened up haughtily.

"I don't know the name," he said, sharply. "It is some one we have never heard of."

"Please look at it again," she returned.

Reluctantly he took it from the spindle and studied the signature.

"Will it be all right?" she asked softly.

He nodded. The name was that of the President of the bank.

Cut Out for a Business Man.

Stroller in Grocery World.

I saw the best grocer's boy last week that I ever saw and ever expect to see. He was employed by a grocer way out in the wilds of Central Pennsylvania, and practically ran the store. That's right. I happened to be in this store on business, and the first thing that impressed me was this boy. The grocer was confined to his room by rheumatism and couldn't even hobble around. The boy waited on customers, charged the accounts in the book, wrapped up the packages, and then delivered them while the grocer's wife tended store. His businesslike appearance impressed me, so that I wanted to talk to him.

"Here, stop a minute, I want to talk to you," I said, as he passed me.

"Ain't got time," was his laconic reply, and I didn't get any conversation after all.

While the boy was gone on one of his delivery trips, I questioned the grocer's wife about him.

"I don't know what on earth we would have done without Jim," she said. "My husband was taken down, and I didn't know much about the business; but Jim took right hold, and has really run the whole store ever since. He does everything in the store, and even makes out the bills and collects them. Jim gets the money, too," she added, which is worth mentioning.

"Has the boy been able to hold all your husband's trade?" I asked.

"Why, Jim has really gotten new trade himself," she said. "He's only fifteen, but Jim's got the making of a splendid business man in him."

How many Jims are there in the world? Hard to get, aren't they? My chief reason for writing this is the hope that it will somehow get before some other store boy or clerk and stick in his noddle.

Comparisons are Odious.

From the Ohio Merchant.

The Michigan Tradesman, at Grand Rapids, asks that Food Commissioner Storrs be removed from office and calls upon Governor Rich to impeach him for malfeasance, incompetency, vacillating policy and bad faith generally. The charges are, evidently, fortified by facts and the merchants of that State owe a great deal to Mr. E. A. Stowe, the editor and principal owner of the Tradesman. In contrast with its fearless, aggressive, outspoken stand for justice to all, appears a small journal from another section of the State (the Michigan Merchant) whose policy, if it has ever entertained such a thing, is as ephemeral as a courtesan's affections for her lover. It recently lauded the action of the Food Commissioner, in his controversy with the Postum Cereal people, apparently on the ground that the Postum Cereal manufacturers were doing no advertising with the publishers. Neither are they with the Michigan Tradesman or the Ohio Merchant, yet that fact is not even thought of by these two papers when it comes to a point of injustice at the hands of a State officer who has overstepped his authority.

Use Good Stationery.

Printed paper and envelopes are very cheap, and any business house which has a particle of regard for appearance will use them. Imagine the effect a headless sheet of paper, or one decorated with a rubber stamp heading is likely to produce upon the receiver. The house using such stationery is quite apt to be set down as not occupying a very high standing.

In India an effort is being made to prevent the circulation of business advertisements through the mails. People who receive them claim that their rights are trespassed upon.

Around the State

Movements of Merchants.

Perrinton—Chauncey Sheller succeeds M. Sheller in the harness business.

Saginaw—Brueck & Partridge succeeds the Saginaw Cash Grocery Co.

Coloma—The Coloma Hardware Co. succeeds Pratt & Worden in business.

Lake Odessa—O. A. Lapo succeeds Kart & Lapo in the hardware business.

Perrinton—Pettit & Batchelor have removed their general stock to Sumner.

Bellaire—A. B. Wooton succeeds A. B. Wooton & Co. in the drug business.

Zeeland—Peter J. Buwalda, dealer in eggs, is succeeded by Bert Hellenthal.

Brighton—Pipp & Becker have sold their hardware stock to G. B. & A. Ratz.

Bay City—G. A. Fuller has purchased the grocery business of G. F. Trombley & Bro.

Ludington—F. Van Antwerp has purchased the jewelry business of B. H. Gaviti.

Cadillac—O. L. Davis succeeds Mrs. S. L. Davis in the drug and millinery business.

West Branch—Aligen Husband succeeds Stephen Wiegers in the grocery business.

Dundee—Spaulding & Co. succeed Henry C. Spaulding in the hardware business.

Caro—Isaac Lowe succeeds Lowe & Bostwick in the agricultural implement business.

Hancock—The jewelry stock of A. C. Ruthstrom has been sold under chattel mortgage.

Caro—Herbert Hankerson has purchased the hardware business of Frank O. Watrous.

Alpena—James Bowden has purchased the clothing business of Sarah V. (Mrs. John) Webber.

Pewamo—Wm. H. Triphagen is succeeded by Robertson & Co. in the grocery business.

Pigeon—John A. McLean succeeds McLean & Hasty in the hardware and grocery business.

Detroit—George Schwenk has purchased the book and stationery stock of Herman Reif.

Lansing—E. A. Waterman & Co. have purchased the grocery business of Gardner & Spofford.

Menominee—L. M. Washburn succeeds A. W. Lawrence & Co. in the wholesale meat business.

Manistee—Somerville & Wood succeed J. A. Crawford & Co. in the book and stationery business.

Ludington—Gary, Day & Forslund, dealers in boots, shoes and clothing, are succeeded by Gary & Forslund.

Escanaba—Frederickson & Nelson, grocers, have dissolved. L. J. Frederickson continues the business.

Ironwood—Oie, Hedin & Co., grocers, have dissolved. The business will be continued by A. & M. Hedin.

Charlevoix—Geo. W. Miller has sold his clothing stock to Frank Sears, but will remain in the employ of the new proprietor.

Lansing—A. O. Bement, dry goods dealer, has merged the business into a stock company under the style of the Simons Dry Goods Co.

Detroit—W. P. Ratigan & Co., wholesale grocers, have merged their business into a stock company under the style of the Ratigan Co.

Morenci—The Benjamin & Fay stock of groceries was sold at receiver's sale to F. E. Benjamin, who bid in the stock, fixtures and accounts for 1,915.

Lowell—James McPherson has sold his bazaar stock to W. S. Godfrey and C. O. Lawrence, who have formed a co-partnership to continue the business.

Lowell—R. Quick & Son have sold their hardware stock to Fred L. Fallas and Frank B. Clark, who will continue the business under the firm name of Fallas & Clark.

Watervliet—The R. E. Wigent general stock was bid in last Monday by Mrs. I. J. Wigent for \$600. On account of the low price the judge refused to confirm the sale, and ordered another sale.

Manton—E. Hartley has purchased the grocery stock of the Patrons' Business Association, and will move his stock of groceries from his present location to the building occupied by the Patrons.

Cheboygan—The W. F. Pew notion stock was purchased at assignee's sale by Benj. Gerow for \$400. The purchaser subsequently sold the stock to H. J. A. Todd for \$450, who has consolidated it with his own.

Cheboygan—George E. Frost, who purchased the E. O. Penney dry goods stock, has rented the old Erratt & Co.'s hardware room in the Backus block and will occupy it as soon as necessary changes can be made in the interior.

South Rogers—Geo. F. McRae, of Alpena, has sold his stock of general merchandise, consisting of groceries, boots and shoes, drugs, hardware and farming implements, to Wm. C. Spens (late with his brother, E. C. Spens, druggist at Alpena), and A. Gross, of South Rogers.

Detroit—Aertz, Meyers & Co. have been incorporated to sell furniture and have a paid-up capital of \$30,000. The stock is held by Mary Aertz, 1,025 shares; Daniel Meyers, 1,125; William H. Flynn, 375; William D. Fox, 375; Emanuel J. Aertz and Louis B. Aertz, 50 each.

Saginaw—H. Watson & Co. have purchased the grocery and notion stock of the Daudt & Watson Co. The new firm is composed of H. Watson, B. Reis and Thos. Watson, all of whom have been identified with the old concern for years, the senior partner, Hamilton Watson, having had the active management.

Saginaw—James K. Griggs and Wm. H. Ryan, who have been with Seely, Griggs & Parsons, will start in business on their own account about March 10, under the firm name of Griggs & Ryan. They will carry lines of clothing and men's furnishing goods, occupying the store building at 111 North Washington avenue.

Ludington—John Riddle has exchanged his double store building, grocery stock and other property, valued at \$10,800, for the farm owned by Wm. Neilan near Reed City. Mr. Neilan was for many years engaged in general trade at Weldon Creek and his return to the mercantile ranks will be a matter of congratulation among his friends.

Baldwin—Ira J. Cashion recently traded his general stock for a farm, but declined to take possession of the farm when he learned that it was incumbered. He thereupon uttered a chattel mortgage on his stock to his principal creditor, the Hoyt Dry Goods Co., of Saginaw, which subsequently put up a \$1,500 bond to protect its interest in the stock. Litigation so far has favored the former owner of the farm and the indications are that the Hoyt Co. will sustain a loss of \$2,000 in the premises.

Manufacturing Matters.

Dundee—W. H. Pulver succeeds W. H. Pulver & Son in the blacksmithing business.

Flint—F. P. Cole has been appointed receiver for Beardslee, Gillies & Co., manufacturers of sash and blinds.

Detroit—The Detroit Furniture Manufacturing Co. succeeds Bock, Schoeneweg & Gast in the manufacture of furniture.

Luther—Crandall & Goul, shingle mill operators, have dissolved, E. E. Crandall continuing the business in his own name.

Alpena—W. A. French is buying large quantities of cedar in the Alpena region, and is having the timber hauled to this place, where he has established a yard.

Alpena—Harry Smith has invented a machine for straightening and stretching band saws, instead of hammering them. The invention is said to be a valuable one.

Ewen—The Phoenix Lumber Co., which conducted a general store and meat market at this place in connection with its sawmill business, has removed its mercantile department to Bessemer.

Matchwood—C. A. Wright and others, of Hancock, are negotiating for the purchase of the old Brown sawmill here. Hardwood lumber will be manufactured, the logs coming from Ontonagon county.

Alpena—The Detroit & Mackinaw Railroad will be extended north to Onaway, twenty miles, opening up a heavily timbered tract of country, which will be lumbered and the product manufactured at this point.

Lake City—The Louis Sands plant, which is now being operated day and night, will close down nights about March 10, and will cut its last log before May 1. It is expected that it will require until about January 1, next, to close out the stock on hand in the yard, which will be about 20,000,000 feet.

Benton Harbor—J. Sam Wright and E. B. Wright, at present the active personality of the Benton Harbor Lumber Co., are about to engage in a cypress manufacturing enterprise at Hub, N. C. It is likely that they will become part or entire owners of the Butters & Peters plant and interests in that locality.

Detroit—The Union Seating Co., with a capital stock of \$50,000, of which \$5,000 is paid in, has been organized as a sort of a trust to control the output of school seat factories not represented in the U. S. School Furniture Co. The incorporators are F. R. Beal, Northville, trustee, 1,360 shares of stock; S. K. Statler, Piqua, Ohio, 800; F. R. Beal, Northville, 540; W. F. Spieth, Cleveland, O., 500; J. B. Furber, Grand Rapids, 500; O. C. Clark, Cleveland, 300; W. C. Hudson, Athens, Ohio, 500; M. H. Murphy, Madison, Wis., 500.

Review of the Sugar Market.

Detroit, Feb. 29.—The past week has developed nothing startling in the sugar situation, the drift being calculated to confirm a conservative tendency, rather than stimulate speculative investment. While warehoused lots are generally held on the basis of 4½c for centrifugals, and while a small parcel sold at this price to a speculator, there has been considerable business done at current quotations, including several cargoes afloat at 4½c. The raw market, therefore, is very strong and unaffected by the reduced quotations on the London Exchange. February and March beets show a decline of 3-3½c on realization sales by American speculators, but

the opening of another month may develop quite as sharp a turn in the other direction.

Refined is quotably unchanged, with the demand limited to actual requirements. The entire absence of speculative orders is in a way noteworthy, when we consider that the working margin between raw and refined is ¼c per pound below normal, but the disappointments of the past two months and the fear of further manipulation encourage a "hand-to-mouth" policy which is rapidly becoming general. The elimination of the apparent surplus in the world's visible supply is now rapid and will shortly be complete. The estimated shortage of upward of three-quarters of a million tons in Cuba is now becoming a fact, the receipts at the six principal ports in Cuba up to the present time being barely 10 per cent. of the receipts for the corresponding period last year.

There are influences at work in the refined market which may prevent any radical changes for some time to come, but the general position admits of but one conclusion, and our views as heretofore expressed are all unchanged.

W. H. EDGAR & SON.

Jackson Jottings.

D. S. Fleming, of the Parker & Fleming Co., who, with his wife and daughter, is making a tour of the Pacific Coast, is now in the vicinity of Los Angeles and reports that he is having a splendid time in that land of fruit and flowers. He expects to return about the middle of March.

B. S. Mosher, grocer at 226 West Main street, with his wife, is visiting relatives at Washington, D. C., and other places of interest in the Eastern States. They report a pleasant time.

P. R. Butterfield has sold his interest in the grocery firm of Butterfield & Grover to his partner, H. A. Grover, who will continue the business at 217 Francis street.

Lincoln Bros. have purchased the grocery stock and fixtures from M. Thompson, corner of Steward and Oak Hill avenues, and will continue the business.

A. J. Winches & Co. have purchased the fixtures in the Library block and will put in a new stock of groceries.

J. B. Haven & Co. have sold their grocery stock and meat market to Frank Stringham, formerly of Battle Creek, who will continue the business at the same location, 208 Williams street.

Some of the results of the enforcement of the traffic rates of the Joint Traffic Association, put into operation January 1, are of considerable significance as affecting the direction of export trade. The new schedules are so favorable to Southern ports that they have already diverted the major portion of the corn trade to that direction, to the great dissatisfaction of New York. The exports of corn from New Orleans in January were 3,500,000 bushels, or about three and one-half times those of the same month of 1895. The first week in February New Orleans exported four times as much corn as New York. Other conditions being equal, the distance is, of course, greatly in favor of the Southern ports. The distance from Wichita to Galveston is only 700 miles, and now that the latter has a harbor accommodating vessels drawing twenty feet, and is provided with new and extensive elevators, it is probable that it will prove a considerable rival to New Orleans. The principal hindrance to a more rapid growth of the Southern export trade is that it takes so long to educate imports to come by way of any other port than New York.

English capitalists are building an enormous factory at Toledo, Ohio, for the production of weldless tubing for bicycle frames. They propose to turn out 1,000,000 feet a week.

Grand Rapids Gossip

Robert Davidson is succeeded by Jas. Boer in the lime and feed business at 147 Island street.

G. V. Snyder has opened a grocery stock at Belding. The I. M. Clark Grocery Co. furnished the stock.

Cornelius M. Phernambucq, meat dealer at 647 South Division street, has closed up his business and retired from trade.

F. Kaminski has embarked in the grocery business at Hilliards. The stock was furnished by the I. M. Clark Grocery Co.

The Bodenstein Clothing Co., composed of C. H. Bodenstein and Chicago gentlemen, will continue the clothing business at the corner of Canal and Huron streets.

M. M. McLean, formerly engaged in the harness business at Spring Lake, has opened a shoe store at that place. The stock was furnished by Rindge, Kalmbach & Co.

Irving Ganung, formerly of the grocery firm of Bartholomew & Ganung, has opened a grocery store at 1166 Wealthy avenue. The Ball-Barnhart-Putman Co. furnished the stock.

Philo Bowerman, for the past ten years in charge of the store of the Sisson & Lilley Lumber Co., at Sisson's Mills, has embarked in the grocery business on his own account at Otia. The Ball-Barnhart-Putman Co. furnished the stock.

Matthew and George W. Williams (who formerly conducted a grocery store at 300 South Division street, and was succeeded by H. T. Allerton & Co.) have embarked in the meat business at 290 South Division street under the style of Williams Bros.

The Peninsular Trust Co. has secured a long-time lease of the building at 60 and 62 Monroe street, owned by the estate of the late Dr. Shepard, and will take possession of the premises as soon as extensive repairs and improvements, which will be undertaken jointly by landlord and tenant, are completed. The changes comprise a new store front, highly ornamental in design and execution, an entire rearrangement of all the rooms above the first floor and the introduction of modern conveniences throughout the building. The office of the Trust Co. will, for the present, be located in the store at 60 Monroe street, with the safety deposit vaults and private rooms for the customers in the rear, while the directors' room will be located in the rear of the second floor. A skylight will be built in the center of the building, which will make the central portion of the ground floor as light as the front and rear portions. The present tenants will vacate the building April 1, and it is expected that the repairs and changes will be completed by June 1. The improvement will be an important one, as it will completely change the appearance of one of the oldest and least imposing blocks in the city.

The Hardware Market.

General trade remains quiet, dealers exhibiting but little disposition to buy beyond their immediate wants. The few bright days of last week started enquiries for steel goods and wire, but if the present cold weather continues, dealers will not want either for the present.

A fair demand for maple sugar supplies and outfits has been quite marked. The general belief is that this will be a good sugar season.

Wire Nails—The advance of 15c a keg March 1 has resulted in very liberal buying, as everybody has been anxious to head off and save the advance. All mills and jobbers report a very large sale and we are advised that not less than 500,000 kegs have been sold in the last month. Manufacturers claim that there will be no decline, as they have complete control of the situation. We quote wire nails from mill at \$2.50 rates and from stock \$2.75@2.70.

Barbed Wire—For future and immediate shipment is moving quite freely and the price being as low as last year dealers are not hesitating in placing their orders.

Window Glass—Is firm and we have advices that indicate an early advance of from 5@10 per cent. The recent shut down of all the glass factories for six weeks has reduced the supply at least 500,000 boxes, which, in a measure, accounts for the probable advance.

Miscellaneous—In some lines an apparent weakness is manifest. This is notably in screws and carriage bolts. Bar iron, sheet iron and galvanized iron are firm at present quotations. Screen doors and window screens remain about as last season. Wire cloth is lower.

Flour and Feed.

There has been a gradual strengthening on flour prices during the past week, wheat having advanced about 2c per bushel. Grand Rapids mills are all running full time, although the winter wheat mills, as a whole, are turning out only about 45 per cent. of their capacity.

The trade are still pursuing a conservative policy, buying only to supply their immediate needs, but we look for better demand for quick shipments during the next two or three months, as the small country mills are unable to secure sufficient wheat to run steadily, simply doing a grist business until the new crop of wheat is ready for market.

Feed trade is much improved. Both corn and oats are firmer and orders are coming in more freely. The demand is chiefly for the better grades of feed, as there is so little difference between the cost of corn and oats.

Trade on buckwheat and rye flour, bolted meal, etc., is remarkably good for the season of the year, due, undoubtedly, to the low prices, in comparison with wheat flour. The very best brands of buckwheat flour can be had now at \$3.25 per barrel, rye flour at \$2.65 and bolted meal at \$1.75.

WM. N. ROWE.

Purely Personal.

Fred Feldt, for the past four years book-keeper for the Peninsular Club, succeeds H. B. Rice as office salesman for the Ball-Barnhart-Putman Co.

F. H. Moore, Treasurer of the Howard Furnace Co., of Syracuse, N. Y., is spending a few days in the city, comparing notes with his State agent, Frank M. Tyler.

E. A. Moseley has returned from a seven weeks' tour of Southern cities in the interest of Moseley Bros. He says he found no city where business was better than it is in Grand Rapids.

H. F. Worden, formerly employed in the law office of Hon. T. J. O'Brien, is now connected with the legal department of the Texas Trust Co., at Austin, Texas. Mr. Worden is a graduate of the Law Department of the Michigan University, and the rapid strides he is making toward professional and financial distinction in the Lone Star State is a source of much satisfaction to his friends here.

The Grain Market.

Wheat advanced steadily during the week, amounting to about 2c per bushel in Chicago, and 1½c per bushel in the Detroit market. The market has been very steady during the whole month and has varied hardly 3c from the lowest to the highest point—a very remarkable circumstance. The exports were only 2,220,000 bushels, against 3,140,000 bushels last week and 2,680,000 bushels the corresponding week last year. The receipts at initial points have, also, fallen off, while all foreign news indicated stronger markets. The shorts manipulated the market and held it down. They cannot do this for all time to come, as prices will equalize themselves sooner or later. Another decrease in the visible was recorded, being about 922,000 bushels, which was more than was expected, owing to the moderate exports. This goes to show that the decreases will continue and will be greater as we near the close of the crop year.

Corn and oats have both followed the wake of wheat and closed fully 2c per bushel higher than one week ago, notwithstanding the reports show that there are still 1,000,000,000 bushels of corn in the first hands.

The receipts during the week were: wheat, 41 cars; corn, 11 cars; oats, 9 cars—only a moderate number. The mills here are paying 70c for wheat.

C. G. A. VOIGT.

Believes the Rating Bureau Unlawful.

Grand Rapids, Feb. 27—Kindly permit me to render my bit of applause at the businesslike and extremely expeditious manner in which you have "done up" that unfortunate individual, the Poor Food Commissioner.

I also note that, under the head of "An Unlawful Conspiracy," you pitch into one of the most aggravating monopolies with which the public has to deal, and you speak as if it was not now, but will be, prohibited by laws at the next session of the Legislature. Unless greatly "off" myself, I think you will find that five or six years ago a law was passed prohibiting any such organization as the Michigan Inspection Bureau. The insurance people at the time did not dissolve their organization, but continued it for, I believe, "social purposes." For a long time agents were careful not to let slip any remark acknowledging the authority of a combine, but gradually became less careful, until now its authority is freely talked about. As stated before, I may be mistaken, but think you will find the Bureau exists through non-enforcement rather than lack of law.

D. C. BENEDICT.

The Dry Goods Market.

All the best prints have declined to 5c per yard.

Cottons, both bleached and brown, remain about the same as last week, with no large sales reported.

Cambrics are ¼c lower.

Dress goods are selling freely, as are also cottonades and cassimeres.

White goods are cheaper than a year ago, better values being given at the same prices than on last year's numbers.

Overshirts, underwear and hosiery show no variation in price. Some new and handsome styles are shown.

Shirt waists, with laundered collars and cuffs, will be large sellers this spring and summer. Many styles are shown in Grand Rapids' show windows from 50c to silk ones at \$5 each.

Men's percale shirts from \$4.50@9 are in good demand, indicating a large sale.

The difference between a wide-awake and sleepy dealer is that the one pushes his business and the other lets his business push him.

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

PRODUCE MARKET.

Apples—\$2.75@3.50 per bbl. for good quality Michigan and Ohio fruit. The favorite varieties at present are Ben Davis, Greenings, Baldwins and Roman Beauty.

Beans—No change from a week ago.

Butter—Fancy toll butter is very scarce and has advanced to 47c. 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—Jerseys in boxes are still in limited demand and supply at \$2.50 per bu.

Eggs—The demand is large and the supply hardly equal to the demand. Dealers hold choice stock at about 11c.

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

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

Lettuce—15c per lb. More plenty.

Onions—Spanish command about \$1.25 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@4.75 for medium, \$4.75 for Alsike, \$3.50 for Crimson and \$4.50@4.75 for Altafala. Timothy commands \$1.65 for prime and \$1.85 for choice.

Squash—¼@1c per lb. for Hubbard.

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

Bad Week for Food Commissioner Storrs.

The status of the Food Commissioner case grows from bad to worse. Early last week the prosecution of W. R. Keasey, Michigan representative for Bell, Conrad & Co., resulted in a fiasco at Cassopolis, the jury returning a verdict of no cause of action without leaving their seats. Keasey was charged with selling pepper which was 90 per cent. adulteration, but the Storrs gang was utterly unable to sustain their contention, owing to the fact that the work of the State Analyst has been so frequently discredited that no one takes any stock in his statements.

Mr. Storrs has been kept busy writing apologies to the manufacturers he has wronged by publishing incorrect analyses of their goods. The February Bulletin will probably be interesting in that it will contain a considerable number of apologies for false and misleading statements given publicity in previous issues of the Bulletin. When it is remembered that the Bulletin is published at the expense of the State, it is interesting to note the manner in which the people are compelled to pay for the blunders of their Fool Food Commissioner.

Mr. Storrs has been made a defendant in a \$25,000 damage suit, brought by the manufacturers of Rye-O, one of the Battle Creek preparations unlawfully attacked by the Commissioner—at the expense of the people.

The Tradesman has a series of interesting disclosures in store for its readers, all showing the utter incompetency and irresponsibility of the Food Commissioner and some of his cohorts.

Make Them Short.

Continuing a special sale too long does more harm than good. The excitement dies out and a reaction ensues, which weakens the confidence of the buying public. Therefore, it is policy to have these sales of short duration.

GRAND RAPIDS IN 1850.

CHAPTER VI.

Written for the TRADESMAN.

At that early day gentlemen's cloth suits of the same shade were never seen except the solemn quaker in his drab cloth and the clergy in their somber black. The first clerical coat with standing collar and single breast manufactured in Grand Rapids was cut and made by Mr. Burchard for the Rev. Francis H. Cuming, so many years identified with the growth and business prosperity of Grand Rapids and of St. Marks church in particular. He owned real estate on the West Side, which he dedicated to the city, known as "Cuming & Ferry's Addition to the City of Grand Rapids." He added to his slender income the business of life insurance, with the same earnest zeal that characterized all his undertakings. He was a successful insurance agent and an earnest, conscientious laborer in all the duties of his profession. He was the best all 'round business man I ever met with in a clergyman except, perhaps, the Rev. Francis A. Blades, who was then pastor of the little Methodist church on Division street. At this writing he holds a responsible financial place in the city government of Detroit. But I digress.

All the best broadcloths, cassimeres and vestings were imported from England, France and Germany. The fashion plates were also imported, the Parisian artist being then, as now, the autocrat of the fashionable world. The plates were often received before the different goods were imported. Many stylish young men in New York and other large cities ordered suits from the fashion plates before the goods arrived. To be well and fashionably attired was a marked characteristic of the Valley City business men. The broadcloths for coatings were in all shades of color, from the most delicate drab to the lustrous wool-dyed black. The customer selected first the shade of colored cloth for his coat; then came his choice for pants and vest, and his selection of the last two garments resulted in some of the most grotesque combinations imaginable. Fancy cassimeres in large and gaudy plaids had not yet gone out of fashion and the styles in vestings were equally loud. I recall a suit made to order for a worthy citizen who, I think, is still living. If this pen picture should meet his eye he will greet it with one of his heartiest laughs. He was short, squarely built, of aldermanic proportions—bay window in front—and carried a stout cane. Imagine him arrayed in a bright mulberry coat with gilt buttons, pants brown with enormous plaids in green and blue, an embroidered satin vest in which orange color predominated, a flowing ruffled shirt front, and you have the picture of a polite and courteous citizen of Grand Rapids in full dress according to the fashion plate. Two years afterward these extravagant styles went out entirely.

Summer goods, lineus and light worsted fabrics were plain and very substantial, but sometimes the taste of the wearer made them odd in combination. Blue cloth cutaway or swallow-tailed coat with gilt buttons, pants of white, buff or brown linen duck, vest of buff, white or small figured Mar-sailles was regarded as a very "swell" suit, the only drawback being the ridiculously short waists, that made tall men appear taller and short men shorter. The scene of my next sketch will be

among the hardware dealers of that early day—a more substantial theme.

W. S. H. WELTON.

Owosso, Mich.

Contributign to Charity on Penalty of Losing Trade.

Stroller in Grocery World.

I'm convinced that lots of church members could be convicted of black-mailing grocers. Why doesn't some grocer make a test case of this business of soliciting contributions under the implied penalty of losing trade? Before last Wednesday I had a faint idea how grocers were imposed on by this scheme, but I hadn't anywhere near as close an idea of it as when I left a good-sized country store in a town in Maryland.

It was late in the afternoon, just about the time when the people of a country town come out to go for the mail. There were quite a few customers in the store, and the grocer and his two clerks were busy. While I sat there a lady came in. She stood around a moment until the proprietor had gotten through with his customer, and then she approached him. They were standing close to where I sat, and I could hear every word.

"What can I do for you, Mrs. Jones?" asked the grocer.

"Why, Mr. Jones, you can do a good deal if you will," the lady answered, with a real sugar smile.

"I've been appointed a committee to solicit among the grocers for our church supper two weeks from to-night. We have your name down for some granulated sugar. You always do well by us; we knew you would this time."

I watched the grocer's face while the lady was fastening her hooks in and I saw it knit in an expression of grim determination. The lady saw it, too, and if ever a human face expressed a threat her's did, and the grocer saw it and perceptibly weakened.

There was a moment's pause.

"Mr. Brown gave us twenty-five pounds," remarked the lady, incidentally.

"Well, I suppose you can put me down for the same," said the poor grocer, who had been compelled to weaken by the look in the enemy's eye.

"Oh, thank you ever so much," piped the lady. "You are so generous."

When she went out the grocer came around to me and said some things.

"Whew! I thought you were a church member," I observed.

"So I am," he answered, "but these things would make Job himself swear. Why, I'd have lost several hundred dollars' worth of trade if I hadn't given that sugar. Do you know that?"

"How do you know you would?" I asked.

"Why, because I tried it once, that's why," he said. "Shut down on 'em once and never felt so good in my life; but pretty near the whole church boycotted me. A boycott by a labor union is a Godsend, because it takes away the trade of dead-beats and blowhards and brings you the patronage of every decent person in the community; but a boycott by church women comes the nearest to blackmail of anything I ever struck."

No Flies on the Farmer.

A Lenawee county farmer went into a store at Hudson and exhibited an enormous egg, which he vowed had been laid by one of his own hens. He had it packed in cotton, and wouldn't allow anyone to handle it for fear of breaking it. The grocer examined it, and said, "Pshaw! I have got something that will beat that."

"I'll bet you a dollar you haven't," said the countryman.

"Right," replied the grocer, and going behind the counter he brought out an egg-beater. "There's something that will beat it, I guess," he said, reaching over for the stakes.

"Hold on, there," said the farmer, "let's see you beat it," and he handed it to the grocer. The latter held out his hand for it, but dropped it in surprise on the counter, where it broke two soup plates. It was solid iron painted white.

GOTHAM GOSSIP.

News from the Metropolis—Index of the Market.

Special Correspondence.

New York, Feb. 29.—A good deal of history will have been made in grocery circles before another letter bears the date of Feb. 29, and it is hoped that during the intervening eight years, trade can be written down as much improved, so that in 1904 it will really be lively. By that time it is likely we shall see the department store in its glory, and the little grocer, as he has been during the past seventy-five years, will be non est.

The situation in Cuba is of great interest to business men, especially to importers. The agitation in Congress is eagerly watched and all hope that the United States will soon see her way to recognize Cuba. Not much is said, as yet, about annexation; but that will follow in due time.

The sugar market is extremely strong and this feeling of strength seems to be fully justified by the statistical position. There are those who say that we shall see raw sugars above 5c. Others reply that, if such should be the case, the consumption will almost certainly be reduced and a period of "masterly inactivity" set in in the sugar market. At the moment the demand for refined is of an everyday character. It would seem that stocks in the interior must be very much reduced and that a better demand must soon spring up. Quotations are unchanged. The market for foreign refined is very firm. This is, generally, the case when no stock can be obtained. It is practically impossible to obtain any foreign refined, except in small lots. At the moment German granulated is worth \$4.75@4.80, while the domestic article is quotable at 5c.

The coffee market is steady. Buyers seem to have an idea that it will be well to put off until day after to-morrow what sellers say they should do to-day. There are afloat 474,355 bags, against 410,736 bags a year ago. Mild coffees are steady and the outlook seems favorable for a good market right along.

Teas are dull, duller, duller. The auction sales show no life and the whole trade seems to be drifting about in an aimless sort of way. Quotations embrace every fraction from five cents up, for almost every kind except Ceylon and India, which manage to hold their own. Of course, the very best grades of Japan and even of China teas sell at remunerative figures.

Domestic rice is firm and the same is true of foreign grades, Japan being particularly firm. It is a good purchase at this time and can be made a most profitable article for the grocer to handle. Dispatches from the primary markets indicate much strength among holders. Some very good sized parcels have changed hands during the past few days.

Spices show a freer movement and the transactions taking place indicate a disposition on the part of holders to take things as they find them and to stop "argufying," as has been their usual style for a long time past.

Some shipments of new crop molasses are now about due here and, pending their arrival, the trade seems to be resting. There is a little doing in the better grades of foreign, but quotations are shaky and it is hard to give prices which are good beyond the arrival of the mail.

Syrups are in good demand, comparatively speaking, and for the moment the better grades seem to be about all taken up. There is less call for low grades.

Warmer weather has put the fruit market in better shape. While the trade is not at all exciting, there are more mail orders coming in, and for oranges this is especially true. Lemons sell slowly. Jamaica oranges show a decided advance and there has, also, been some appreciation in the rate on California seedlings. Bananas are moving slowly at low rates. Pineapples seem to be waiting for buyers, who come not.

Canned goods call forth no special trading. The whole line is quiet and

unchanged and there seem to be no signs of any higher prices, unless it be in the case of especially fine goods. There has been an arrival of 63,000 cases of salmon, most of which was sold before its arrival.

The butter market has had a few ups and downs of moderate degree and at the close is fairly steady. The receipts have been sufficient to meet all demands. Best Western creamery is worth about 22c.

There is a fair demand for cheese and fancy marks bring full rates, while inferior sorts are neglected. Arrivals are moderate. There is very little doing in an export way and what is taken is for "something cheap, awful cheap."

New York is overwhelmed with eggs. Never has there been such an avalanche. They have come from all quarters and in unlimited quantities. The highest rate seems to be around 11c and, for the present, remunerative rates are out of the question.

For beans and peas there is a little firmer feeling. The large arrival of lima beans from California would, it was thought, send the market lower, but the contrary has been the case, and the ruling quotation now is between \$1.85@1.90. Pea beans are held quite firmly at \$1.25.

Gas Companies and Gas Stoves.

Quite a number of gas companies are going into the gas stove business. The serious nature of this tendency from the stove dealers' standpoint is that the gas companies, relying entirely on the sale of gas for their profits, enter the stove business simply for the purpose of swelling their sales of gas, and consequently sell the stoves at cost, even, in some instances, loaning them free of charge. This is bad for all branches of the trade. The dealers in a town where such a course is pursued by the gas company will naturally not only stop handling gas stoves, but will do everything in their power to discourage their use. The actual number of stoves used in such a town will probably be less than if they were handled by the dealers and their use encouraged by concessions on gas for fuel by the companies.

The people are universally suspicious of gas companies and their methods and, no matter how great inducements are offered them in the stoves handled by the local gas company, are prone to believe that an undue profit is made on them and that, if this is not the case, the difference is made up in the price of gas. It is well enough to say that the manufacturers of gas stoves should protect the dealer by refusing to sell the gas companies, but there are so many concerns in the business that if one should refuse to sell them, another would, and knowing this, those manufacturers who would gladly protect the retailer, if they could, feel obliged in their own interests to solicit the business of a company intending to embark in the business, as they realize that unless they get them, there will be no chance of doing business in that town.

The dealers are better equipped for handling stoves than the gas companies, by virtue of their general knowledge of the business and their facilities for making repairs. The business is theirs by right, and the companies gain no benefit by infringing upon it, as the objects they seek to attain by so doing can be gained by other means, as pointed out above, and without securing the enmity, but, on the other hand, winning the co-operation of the dealers and making every one of them a factor in the extension of their business.

No Saving of Time.

"Before they are married," said an observer, "it usually takes him at least half an hour to tear himself away from her presence."

"And after?" queried the neophyte. "About the same length of time. You see, then she has to tell him of ever so many things she wants him to bring home."

Appearances help to sell goods, but goods must be up to appearances.

CANNED GOODS

This is the season when you will have a large demand for all kinds of canned fruit and vegetables and we want to inform you that we are "in it" in **quality, quantity and price.**

We Have in Stock

8 Grades of Peaches,

6 Grades of Plums,

6 Grades of Pears,

4 Grades of Cherries,

5 Grades of Raspberries,

3 Grades of Blackberries,

3 Grades of Strawberries,

5 Grades of Pine Apple,

5 Grades of Apricots,

7 Grades of Corn,

9 Grades of Beans,

8 Grades of Peas,

4 Grades of Tomatoes,

3 Grades of Succotash.

In fact, the variety is so great that we can supply your wants for whatever you may need, either in high or low priced goods.

We are offering some special bargains which it would be well for you to examine. If you cannot visit our salesroom wait until our salesman calls, or write us for prices.

In conclusion, we would remind you that we keep other goods besides canned goods, and, although this is a very important department, we have many others just as extensive and shall be pleased to receive your orders for anything in the line of groceries.

Worden Grocer Co.,

Corner Ionia & Fulton Sts.,

GRAND RAPIDS, = MICH.



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E. A. STOWE, EDITOR.

WEDNESDAY, - - - MARCH 4, 1896.

THE WILL TO SUCCEED.

In the success of a mercantile career determination is a factor in a pre-eminent degree. Of course, it is the essential requisite for success in all avocations, but in most there are particular, well-defined directions in which it is sufficient; and it is not so difficult to put forth great effort in a single direction as it is to make determination a part of one's character, which shall be available for the control of contingencies in all directions, as is demanded in trade.

The young man who selects a mercantile career to secure ease and to indulge himself in indolence makes a grievous mistake. The cost of such self-indulgence invariably includes the loss of success. If this avocation is selected, it must be with a singleness of purpose and high resolve which will give a dignified, business-like direction to every transaction and project, and which will keep the legitimate object of trade—the making of fair returns on money—constantly in mind.

The merchant's life demands the exercise of constant resolution, of constant decision and determination. Temptations to relax in these beset him on every hand. They may come in a shrinking from facing unpleasant duties or emergencies, or in permitting circumstances to influence him unduly in the control of his affairs, as, for instance, in allowing competition or the sharp bargaining of customers to unduly reduce his margin of profit.

A constant exercise of indomitable vigilance is demanded in keeping a knowledge and control of his business as to receipts and expenditures. In the first place, he must know the condition of his business. It requires a determined exercise of the will to do this. Book-keeping must be thorough and accurate and the merchant must know at frequent intervals exactly what the books show. Inventories and condition of stock must not be neglected, and accounts, both debits and credits, must receive constant attention. The prompt payment of bills must be the means of building up a commercial standing, and the same promptness and thoroughness in the collection of accounts must afford the means of such payment. These call for constant effort. Then there are usually demands upon the business in the living expenses of the merchant and the support of his family. It is a constant temptation to permit these to in-

crease unwarrantably. The mercantile wrecks strewn upon the shores of the sea of commerce, caused by an undue lading of family extravagance, are vast in number. It requires an exercise of will to keep a proper relation between the degree of family expenditure and the known proceeds of the business. The same admonition is pertinent in regard to running expenses of business. The temptation to make a fine show, to run a big business, often brings the mercantile craft to a premature landing on the rocks of disaster. This, also, must be watched with a vigilant will.

In the matter of buying and in the matter of selling there is the same demand. The successful merchant must be competent to decide the extent and kind of his buying without being unduly influenced by the representations of agents. To do this he must know how and where he can buy to the best advantage. Every merchant who has studied the science of buying appreciates the importance of this and can bear testimony to the demand upon the will in keeping the subject constantly in hand and up to date. In selling, the question of credits—if there must be credits—is one likely to make even more imperative demands upon the will. The temptation to give credit to irresponsible purchasers, or to give too much to an old customer for fear of offending, is constantly present. If the conditions make credits imperative, the utmost vigilance must be used, that they be not permitted to exceed the needs of the conditions. Thoroughness in this cannot be too great, for the slightest suspicion of laxness will be taken advantage of by credit seekers. A reputation for absolute promptness in collection may be obtained by a sufficient determination, and it will not drive away valuable custom. An exercise of will, under conditions permitting the prevention of credits, to sell only for cash is still better.

It demands resolution and executive force to prosecute a business, and it is a poor one which cannot be pushed.

The successful merchant must not hesitate at sufficient appropriations to reach the people through advertising; but his best judgment must be constantly alert that he be not beguiled into some unprofitable or worthless scheme by plausible and persuasive solicitors. This is also the place for the exercise of will.

As said before, the young man who selects the mercantile career as a road to fortune for the self-indulgent or indolent makes a grievous mistake. There are many such drifting toward the awakening of financial embarrassments, or to the final haven of hopeless poverty.

To Roman barbarity the most attractive amusement was the exhibition of the brutal and savage characteristics of men and beasts. The degree in which these excelled in the manifestation of that which was lowest in their natures provoked the greatest admiration of the society of the early ages. In modern times there is a change. It is accounted a relic of mediaevalism that people should wish to witness combats between brutes of the lower orders. But the fact that the press, and so the public mind, is so largely occupied by the movements and mouthings of those of the human brutes who have their savage instincts and abilities most largely developed indicates that tastes have not changed so very much after all.

TRADE STILL MIXED.

Trade conditions continue the unsatisfactory features of slack demand, preventing a rapid revival in most manufactures. At the same time the upward tendency of grains and good demand in some of the iron lines are decidedly encouraging indications. The only branch of wearing products that is at all encouraging is boots and shoes.

Wheat has continued its wavering advance, gaining from $2\frac{1}{2}$ to $3\frac{1}{4}$ cents, but this week there are indications of a slight reaction. Western receipts continue large but a larger probable export demand is favorable. Corn and oats have advanced in sympathy with wheat, and prices are firm for coffee and sugar.

The favorable features in the iron trade are the large orders for iron pipe, on account of the Standard Oil Company, and a considerable demand for rails and nails, the latter having again advanced in price. Billets and Bessemer pig have still further declined and demand is dull.

The textile situation is decidedly unsatisfactory. Lower prices have failed to stimulate demand and there is prospect of the closing of more mills. While prices are higher than a year ago, the still higher prices of the raw materials prevent reasonable returns. It is unfavorable that the foreign manufacturers are able to send such considerable quantities into our markets, in spite of the comparatively high prices of cotton and wool.

The continued decrease in failures is a favorable indication—271 last week, against 276 for the preceding week. Bank clearings for the week show an increase of about 18 per cent. over same time last year.

The stock market has shown but little of interest on the whole, being dull and reactionary. The political disturbances have been of a character to affect values very slightly. The influence of the ovation accorded Dr. Jamison by the people of London had more influence than the Spanish excitement.

BANKRUPTCY LEGISLATION.

The advocates of uniform bankruptcy legislation for the entire country have not been discouraged at the failure which attended their efforts to secure the passage of a measure known as the Torrey bankruptcy bill during the Fifty-second and Fifty-third Congresses. The Torrey bill was thoroughly discussed and its merits were fully appreciated by the business men of the country, but, nevertheless, Congress refused to pass it.

The Torrey bill was indorsed by all the leading commercial exchanges of the country and was more industriously pushed than any bill of like character which has ever claimed the attention of Congress. The arguments advanced in support of the measure were eminently sound and convincing, yet the influences exerted against it were powerful enough to insure its defeat. After such series of discouraging experiences it was expected that the measure would be allowed to drop, but such has not been the result. It is true that the Torrey bill has disappeared, but other measures have taken its place, and the salient features of the original bill are included in most of the bills introduced in the present Congress.

A number of bills regarding bankruptcy, introduced in the House, were referred to the subcommittee of the Judiciary Committee, which, in taking up the subject, decided to consider both

voluntary and involuntary bankruptcy. After a careful consideration of the various measures, the subcommittee has, it is said, practically agreed to report a bill on the lines of the Torrey bill, which provides for both voluntary and involuntary bankruptcy, defines who may become bankrupts, the duties of bankrupts, the protection of bankrupts, and their extradition. There will be a minority report in favor of a measure providing for voluntary bankruptcy only, but there is little doubt as to what the action of the full committee upon the question will be.

The main purpose of the Torrey bill was to provide a uniform system of bankruptcy laws which would take the place of the many local laws on the subject which are now in force. The differences in the laws existing in the various states create confusion, and frequently permit dishonest men to evade the payment of their just debts, thereby increasing the risks attending the conduct of interstate commerce. The unanimity with which the Torrey measure was indorsed by the business interests of the country proves conclusively that the adoption of a bill of that character would greatly benefit the commercial interests of the country.

RECOGNITION OF BELLIGERENCY

As was predicted would soon be the case on the coming of General Weyler to Cuba, something has happened. The almost unanimous action of Congress in recognizing the belligerency of Cuba is of the greatest significance for the cause of the revolutionists. It is a sufficient notice to Spain that "Weylerism" is a relic of a past age which will not be tolerated in her dealings with the colonies, especially if they happen to be located near this continent.

As might be expected, the action and the somewhat emphatic, if not radical, discussion which preceded it was received with some manifestation of temper by Spain, even resulting in a demand for apology for the Senate discussion. It is to be remembered that Spain is a fiery temperament and it is significant of the value placed on her blustering that it scarcely affected finances.

Spain is already recovering from the excitement and will acquiesce, with as good a grace as possible, in the new conditions consequent upon recognition, for her statesmen are men of good judgment, who appreciate the hopelessness of antagonizing this expression of American sentiment. In her dealing with Cuba she will, undoubtedly, accept the hint and every care will be taken to keep this country satisfied that she is conducting the war in accordance with the new status.

The autocratic recall of the commander of the Salvation Army in this country has awakened the people to the fact that the movement which has done so much for the lowest classes is absolutely dominated by alien authority, and that the large sums donated by philanthropists for the prosecution of the work are at the absolute disposal of an individual residing in London. The recognition of this fact at a time when Americanism has been receiving some attention at the hands of the public brings an emphatic protest against the continuation of the foreign authority, which will probably result in the secession of the American Army. If it should fail to do this it is hardly possible that the movement will continue to receive the aid and co-operation of religious bodies in this country.

LACK OF PREPARATION.

The London Spectator, in a lengthy article, points with anxiety to the many shortcomings which exist in the preparations for war in Great Britain. While that country must depend, it says, mainly on the fleet to prevent attack, there is always the possibility that some continental power may attempt an invasion, either pending the temporary absence of the fleet, or after the ships have suffered disaster. It is also possible, the Spectator points out, that policy might compel England to send a large army to aid some continental ally. In such an event it would be found that there are not enough cartridges to put in the rifles of the men, nor enough food to put in their stomachs.

The Spectator contends that there is not a sufficient reserve of supplies on hand to make it possible to promptly equip a large army; hence, while the men would be available, it would be impossible to arm them, except after delays which would prove fatal. The same journal further points out that, while there is, theoretically, a reserve force back of the regular army, numbering something like eighty thousand men, the government does not know whether or not that force is uniformed and available for service, as there is no provision for mustering the reserves periodically.

If this lack of preparation is so apparent in the case of England as to call forth notes of alarm from the British press, with how much greater reason should the American press warn the people against the dangers they incur from lack of warlike preparation. While England's preparations are defective, we have made no preparations at all. The British navy is admittedly sufficient to protect the British Isles from invasion, while our own would scarcely suffice to protect one of our large ports. In the matter of supplies for equipping such an army as would be needed in the event of war, we have done nothing whatever. With a maximum fighting strength of many millions of men, we have barely sufficient rifles to equip a single army corps. In the matter of commissary and quartermaster stores, ordnance supplies and the like, we have made absolutely no preparations, while in the way of fortifications we have nothing whatever.

If brought face to face with a sudden emergency, such as the threat of war with a first-class power, we would be practically helpless. This is certainly a very humiliating position for a first-class power, backed by almost unlimited credit, to find itself in, and the situation cannot be too soon mended.

When the possibility of a clash with Great Britain was brought home to the country by President Cleveland's now famous message, our utter lack of preparation at once became apparent to everybody. There was promptly a demand that Congress should at once commence the work of preparation, which should have been inaugurated years ago. Bills have been introduced to provide for an elaborate system of fortifications. Large additions to the fleet have been proposed by the Naval Affairs Committee, grants have been asked for the manufacture of a reserve supply of small arms, and measures are maturing for increasing the efficiency of the militia.

It is not sufficient that these measures should have been introduced in Congress as a result of a wave of popular excitement and apprehension; they

must be actively pushed and finally passed. There is danger that, now that the possibility of war has become more remote, less interest will be taken in the work of preparing for possible hostilities, and the measures now before Congress will be neglected. Although it is true that the danger of war with England has happily disappeared, the arguments in favor of preparations for possible hostilities are as strong as ever. A state of thorough preparation would be the best way of insuring against war, and it certainly would enforce greater respect for American rights and demands.

AMERICAN NAVAL PROGRESS.

But a few years ago the United States had practically no standing as a naval power, our fleet having degenerated to a few old wooden hulks which counted as nothing among modern warships. Now, although less than a decade has elapsed since the work of building a new navy was commenced, the United States now ranks sixth among the naval powers, and will soon begin to push Germany and Italy closely in the competition.

Ten years ago so little was known in the country about modern war vessels that the earliest ships for the new fleet were constructed on foreign plans, the Charleston and Texas being vessels so constructed. The first large guns were manufactured from material purchased abroad, and it required considerable coaxing to induce American ship-builders to undertake contracts for the construction of warships. Now, it is not only easy to get bids for war vessels, but ships of any size or class can be constructed with the greatest facility, and competition has actually reduced the cost of construction at least a full third.

Not only have American ship-builders learned how to build warships of modern make, but the country has learned to make great guns, armor plate and armor-piercing projectiles. In order to manufacture the guns needed for the new ships, it was necessary to establish a gun factory, which has now been in successful operation for some years, and is able to supply the guns as rapidly as they are needed for arming new ships.

The latest improvement developed in connection with the navy has been the manufacture of armor-piercing projectiles. The constant increase in the thickness and impenetrability of armor plate has made it necessary for the leading naval powers to invent armor-piercing projectiles especially adapted to the task of penetrating the armor plating of modern battleships. All the naval powers possess some such projectile, and within the past few days an American armor-piercing shell has been tested at Indian Head proving grounds.

The American shell was able to penetrate a seven-inch Harveyized plate, as well as the oak backing, and to have penetrated at least twelve feet into the clay against which the target was supported. This test would appear to prove that this country not only possesses the best armor-plate, but also makes the most perfect and efficient armor-piercing projectiles in the world.

During the year ending Dec. 31, 1895, the imports of shoddy into the United States amounted to 20,748,108 pounds.

If there is any truer measure of a man than by what he does, it must be by what he gives.

EXCESSIVE DEMANDS.

It has come to be the custom in Congress for demands to be made upon the executive departments for all sorts of documents and information. These demands the executive officers are expected to meet in the fullest possible manner, and the amount of documents transmitted to Congress in this way is enormous.

There can be no denying the right of Congress to ask for this information, and it is necessary that it should be done in the interest of the public service on many occasions. Nevertheless, it does seem that the practice has been carried to excess and has become an intolerable burden. These demands involve the copying of voluminous documents and subject the department officials to no end of trouble; hence nothing but a bona fide necessity justifies such demands for papers.

So burdensome have these demands for information become that the executive branch of the Government has found it necessary to point out the hardship involved in meeting such requests, and suggesting that the existing practice be modified.

A request was lately sent by the Senate for a copy of the report and accompanying documents of a special agent of the United States to the Fiji Islands to investigate the claims of certain American citizens for lands alleged to have been owned by them and appropriated by the British government. The President transmitted to the Senate the report, which is said to have no particular public interest, together with a statement by Secretary Olney to the effect that to comply with the Senate resolution, so far as it relates to accompanying documents, would involve the copying of 1,117 foolscap pages of written matter and 163 pages of printed matter. In addition, the documents called for comprise forty-four maps and four British blue books (852 pages folio in all), two of which at least cannot be supplied by the department, nor probably obtained by purchase.

It is hoped that Congress will take the hint and modify its demands upon the executive departments somewhat. There can be no denying that many of the requests for papers and documents are not justified by circumstances, and, consequently, are not entitled to any serious consideration.

Baptist Anniversary at Portland, Oregon.

For this meeting, which is to be held in May next, the Chicago, Milwaukee & St. Paul Railway will sell excursion tickets at one fare for the round trip. This company has its own line between Chicago and St. Paul and Chicago and Omaha and runs solid vestibuled electric-lighted trains every day in the year. Close connection is made at both Omaha and St. Paul with through transcontinental trains on connecting roads. Any information desired concerning routes, rates, etc., will be cheerfully furnished on application to Harry Mercer, Michigan Passenger Agent, Detroit, Mich., or to any coupon ticket agent in the United States or Canada.

To the pure all things are pure, except baking powders that have been exposed by chemists.

As a general principle in the law of agency, the agent may not dispute his principal's title.

Some men kick like a mule, but lack the force that renders that animal's kicks effective.

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GOOD ROADS.

Viewed from a Theoretical and Practical Standpoint.*

It is well understood that early impressions are most lasting. The lessons of childhood, after a lapse of half a century, are more vivid to a man or woman than even the more important ones gathered during intervening years. Still stronger is the knowledge obtained in early life when confirmed by the observations of after years.

At a very early age I saw stage loads of passengers daily dine at 1 to 2 o'clock a. m., who were due at our house at 12 m. the day before, yet they had traveled but eighteen miles in as many hours, all because of bad roads. At a later year I had to walk a mile to school over a road without sufficient firmness to allow a horse to be used at certain seasons of the year. Such boots and clothes as I had! Moving a year later to the larger and main house of the farm, we lived upon what was known as the Ridge Road, over which, at even the worst seasons, a load to our county market town, Lockport, was one and a half tons of hay, 100 or more bushels of oats and sixty or more of wheat. This town was eight miles distant and the teams were always back to dinner.

A little later, nearly a half century ago, lured by the wonderful stories told of Michigan, our family—father, mother and six children—guided by the Star of Empire, started for the then Far West. It was early in April, the day of town-meeting, when we said "Goodbye" forever to friends and old home and, with team and farm tools, began our journey a month before the canal and lake should open and bring our household goods. We started thus early overland that we might begin our farm work on time at our prospective home, purchased the year before.

Right quickly we passed into the Queen's dominions and over the beautiful macadamized roads through Queenstown, Hamilton and London, and on the eighth day came in sight of the promised land. When we saw the white houses of Port Huron we felt almost at our journey's end. At last we were in Michigan and, having made about thirty miles a day, we felt we had done well. Only thirty-five miles more and we should find friends and a place of rest. We started early the next morning and at night had gone just six miles, being drawn part of the distance by three strong yoke of oxen, hired on the way. We did not tip over—we could not; the axletrees rested upon the road surface. We found some logways (corduroy) but little better. They were made of several kinds of timber, two feet or more in diameter, with alternate ones rotted and gone, and those remaining sound are no doubt so to-day. This was our introduction to the anticipated paradise. It took us three days to reach our home, making only twelve miles in long days. At last we reached our new home and were busy with the preparations for the planting of our crops. In May our household goods reached Detroit by steamer from Buffalo and had to be hauled twenty-four miles by wagon over an old road. This road, as I remember it, often reminds me of Mark Twain's response, at a New England dinner, to the toast, "New England weather." He said, "It was a most varied weather. In New England they had twenty-four weathers, or kinds of weather, in twenty-four hours"—a different kind of weather each hour. So this road to Detroit was of twenty-four kinds, each mile differing from each other mile. There was drifting sand, deep and dry, clay in stiff mortar form, loam without bottom, water with muddy bottom, and so on. At last we struck a railroad, a genuine one of a mile or more. It was the first railroad I had ever seen. It was composed of loose rails laid crosswise the road. It took three days to make the trip, with steady hard work for teams and drivers. I will say nothing of being stuck with our loads upon Woodward avenue, in front of where the Russell

House is now, and of having to hire teams to help us out with our loads. Later in that year I learned another lesson, not about having the bell rung to take quinine, but when we went to market or mill with our products, I found that eight miles on the Ridge Road in New York was shorter than two miles we had to go to market, all because of the roads. This difference between good and bad roads is to-day to be found in hundreds of places in Michigan, and in the older portions of the State, too. Yet there have been time and labor enough expended upon the roads of the State, had they been properly and systematically directed, to build a good stone or gravel road over every foot of such highway.

I have often thought that, had the stumps, logs and fences been eggs containing good roads, the persistent sitting upon them by people pretending to work out their road tax would have hatched 320 rods of good road for every mile of thoroughfare in the State.

I beg your pardon for dwelling so long upon personal experiences, yet I have only reminded most of you of what you have observed in the past, many of which can be yearly verified at no great distance from where we stand.

You are interested, as citizens of a young, growing, enterprising town, in the future success and prosperity of your city. Your business, your politics and even your religion should each have the element of good roads in view, if you would conquer success.

My country friend says, "You have no business to meddle with our roads—my grandfather found them good enough—my father lived to a good old age and died poor on them, and I reckon, since I've got religion and joined the new party, I can manage to bring what little I raise to market on the same road my father did, and it is none of your business." What has religion to do with roads? I can tell you what a road has to do with religion. Any man will be devout, satisfied and happy while traveling a good road, but your best preacher will swear, at least in thought, traveling a bad road. There is religion in good roads. Bad roads are sacrilegious as well as irreligious. On the eve of a great political campaign I suppose I must not bring politics before an assembly like this, but I cannot help it. I belong to the good roads party. I've taught my politics in the public schools of Michigan for twenty years. I would introduce the same into every caucus and convention. Good roads are politic but never partisan.

In the qualifications of a candidate for the Legislature of the State or the Board of Supervisors, I would care more to know that the man was sound upon the policy of good roads than to know how he stood upon the questions of tariff or currency.

What must the future be? One of progress and improvement, for he who is not progressing is retrograding. We must improve our roads. We must do as others have done or are doing, or be left in the race. Others are improving their roads. Cities have found that good roads are essential to increased trade, which comes to them through these avenues. So Detroit thought when by private effort she improved the roads leading to her doors. Over the same route where years ago it took the boy three days to make a trip to Detroit and back, the man has often made the trip by daylight in a single day and loaded both ways, but without the former variety. Mason county, several years ago, without any authority in the constitution of the State (she simply did what was not forbidden), raised money by a tax upon the property of the county and built good roads leading from the north, south and east into Ludington, bringing the best farming and fruit lands in the county within easy distance of a good market and shipping point. The town of Summit, then unknown, seven miles from the city, became famous for the crops of fruit she sent each evening to Milwaukee, reaching there the next morning, less than twelve hours after packing. The same is true of several other towns in that county. Muskegon

* Address by C. L. Whitney at annual banquet of Traverse City Business Men's Association.

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county was six years ago cursed with the poorest of roads. She saw and followed the example set in Mason county, and, before the county road law came into existence, voted a two mill tax for two years and with the proceeds, about \$30,000, built thirty or more miles of good roads and improved other roads known as State roads. Yet the effort was nearly defeated, not by the courts nor by the city, but by the votes of those benefited most. The city people, to their credit, voted solidly for good roads, while, with few exceptions, the fourteen towns voted against having them. The city casting two-thirds of the votes and paying nearly two-thirds of the taxes made the project a success.

Over the old road it took a farmer two days to make a trip of fifteen to eighteen miles to the city and return, and he could draw but a small load. On the new road he could make the trip between daylight in the morning and dark of the night and haul twice as large a load. When the county road law was enacted, Muskegon, with her experience, was ready to vote with great unanimity for the county system. The more they use the system and the more roads they have, the better they like the system and enjoy the roads they have built. The farmers of the county would never vote to go back to the old road system. That county will have four paid delegates at the Lansing Good Road Convention in March, two from the Board of Supervisors and two from the City Council.

Bay county, aided by a special act of the Legislature, early began to raise money to build good roads. She was the first to adopt the county system, and is building stone roads.

Good roads cost something, but they are worth something. Poor roads cost even more in the long run, but are worth less at any time. When the question of cost is raised, it can be answered by the statement that anything worth having will cost something of time, effort and money, and that which costs nothing is without value—an impediment to progress.

In the States of Ohio and Indiana the average cost of the better roads of stone and gravel is about \$900 per mile. The roads built in Mason and Muskegon counties cost about \$800 per mile. In Canandagua, N. Y., the stone roads were built at a cost of \$900 per mile. The general estimate upon the cost of good roads per mile is \$1,280 or \$4 per rod. This would be \$1 per acre tax upon the land for one mile each side. This estimate is enough in parts of New Jersey, while in some localities in that State macadam roads have been built to cost from \$2,000 to \$2,500 per mile. At the rate of \$4 per rod it would cost, with interest, 12 cents per acre each year for ten years to pay for the same. In Pennsylvania, in mountainous districts, it costs even more for good roads than in New Jersey, yet they build them. An item in a Pennsylvania paper tells of the farmers in Northampton county discussing the question of building six miles of the Delaware River road at a cost of \$35,000. It pays in New York, New Jersey and Pennsylvania to build roads at such cost. Why not in Michigan?

How does it pay? In the increased value of the lands. The Canandagua farmers claim that the roads costing them \$1.50 per abutting acre to build make the farms worth from \$20 to \$30 more per acre to sell or work. It is claimed by close investigators that \$1 invested in road building adds from \$10 to \$20 to the value of the adjacent property. The New York Highway Manual, by a careful computation, shows the annual value of good roads to be \$1.25 per acre. When good roads have been made to fill the place of former poor ones, a trip to market is made in one-half the time it formerly required, and at each load the farmer takes easily twice the amount he drew before, so that his cost of getting his products to market is but one-fourth what it was under the old road system. The better the road the nearer a man is to market. No man with even fair roads will consider that his farm or factory is far from the depot

or warehouse a mile or even two miles distant, but with good roads the producer four miles distant may consider himself as near or nearer the destination of his products.

The objections raised to good roads are often puerile, too much so to be considered. The cost we have considered, and to poor people this is a great drawback. If the tax is raised by the county system, and that is the best way, in my opinion, this objection will be met: All are taxed, but only those living or having property upon the lines of road built will have any benefit. There being two sides to this, as to most questions, the answer is this: Those along the road receive benefit—so do all in the county, for if it increases the value of their property directly, they must bear a larger share of the taxes of the county, proportionately relieving other portions of the county. Here let me whisper a word to the business men of this city: Help the county to improve their roads by cheerfully bearing the tax and soon the increased valuation of the farm property directly benefited will bear a larger proportion of the tax than now and in so much relieve you of tax. Other silly objections are these: Our roads are good enough for us, or we live near town and do not need better roads. These objections are due to pure selfishness, as one man objects to a school tax because he has no children to send to school. Say to them, "The greatest good to the greatest number" and prosperity to all, is a safe motto." Another objection is that good roads, extended any length, will bring too many products to market and overstock the same, lowering the price. Selfishness again and not well taken. Let us consider this point. There are three variations or conditions of the question of supply and demand:

1. When the supply is less than the demand, the needs of the market cause the prices to rise until the railroads and waterways bring in enough to supply the wants, when the prices will become normal again—uniform with other localities.
2. When the supply equals the demand, then the prices fluctuate—a little over supply, the prices go down, a little over demand, and the prices rise; and there is not enough needed in the one case, or the over supply in the other is not great enough to warrant shipment to or from the market.
3. When the supply is greater than the demand, there is surplus to ship and, if enough to warrant, a regular business of storage or manufacture and shipment takes place, regularly relieving the surplus and keeping the demand steady and the price good and uniform. This attracts outside buyers and shippers and builds up business and trade. We have often laughed and sneered about "carrying coals to Newcastle," but it is the thing to do, for there the buyer comes to find his supply of coals. So Cincinnati, Chicago, New York and other manufacturing towns send their furniture to Grand Rapids to sell it. There is the great furniture center and there the buyer comes.

How shall we secure good roads? We must change our system. The old district labor tax system must be abolished. It is as bad as was the old rate bill system in our public schools, which we abolished forty years ago. We need a county and township system of caring for roads and a money tax should take the place of the district labor system. The county system for our main thoroughfares is within our reach. The township system for crossroads and a change from labor to money tax can be easily secured by the aid of the Legislature to authorize it. But, says one, "The people can't pay a money tax." They can do it and make money by doing it. The contractor building the road would pay them more for honest, faithful labor than their tax would be. The bettered condition of the roads would soon enable them to save more than the tax by the saving made in getting their own products to market. A man fifteen miles from town, having a farm valued at \$1,000, is taxed by the county \$1 or at most \$2 per year. For

a single day upon the road he would receive enough from the contractor to pay expenses and his tax; but the road built, and he saves still more. If he makes two trips per year, taking two days each under the old system, his expenses would be at least \$2 each trip for horses and self and he would haul one ton of products, while upon the good roads he would make a trip by one day's light and haul two tons at a trip, with an expense of only 50 cents or \$1. He would save at least \$1 each trip and yet do twice the business he did before and save half the time, which to a thriving man is money. He has also saved himself and team wear and worry, which is more than money.

The experience of the New York towns which have the option to use the district labor or town money tax system shows that, of the towns using the town money tax system from three to twenty years, twenty-four out of every twenty-five reporting were in favor of retaining the money system; only one in twenty-five was opposed to it or would return to the old system.

How shall we secure a change of system? By organization and agitation. That is the way we teachers, forty years ago, got rid of the old rate bill in our schools—we organized an educational league or association in every town or neighborhood of influence and in them

discussed the subject, educating the people. Then we organized each county and asked for State teachers' institutes in every well-settled portion of the State, especially the strongholds of the opposition, and agitated the subject until we made public sentiment so strong that no man could hope for public office, and especially to go to the Legislature, unless in favor of abolishing this incubus upon our public schools. So now in the interest of good roads we must organize good-road leagues in every neighborhood and discuss the subject, hold farmers' institutes in town centers and teach the people the gospel of good roads and, when the sentiment will warrant, ask the voters of the county to change to the county system under the present law, and then join others in other counties in asking the Legislature to abolish the present labor tax system and give us a township money tax system for the roads connecting and tributary to the county roads.

Here is rather a queer list of presents, which were made at a Dakota wedding the other day: A bull pup, a yellow dog, a water spaniel, a meerscham pipe, a tobacco pouch, a shotgun, a bowie knife, a rifle, three more dogs, a game rooster, a fiddle, a banjo, a spotted pup and an English mastiff and a pair of silver-mounted pistols.

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BY THE ROMAN LAW.

When my chum and I had finished our academic course at the State University, and had taken our B. Ph. degrees, we were both pretty well fagged by overwork.

We had gone in as "preps" out of the public school from our home town, and had pegged away steadily for five years. Besides finishing the regular course, we had carried extra studies in economics and general history.

When we arrived home about the first of July, we felt the need of rest and recreation. One morning, several days after our return, we met upon the street and, by way of diversion, strayed into the roomy law office of my classmate's father, Judge Cascaden.

The Judge, who is one of the best lawyers in his State, and usually busy, happened on that morning to be sitting at leisure. An assistant was droning to his shorthand clerk in the next room.

"Hullo, Younkers," was his greeting. "Sit down."

He threw aside a paper.

We sat at his table. It was always pleasant in his office when the ex-judge could throw aside his work and his dignity.

"Say," he began, stretching out his legs and throwing his hands behind his head. "I've got a scheme for you fellows. I don't approve of the way you carried on at college, not going in a bit for baseball or athletic sports of any sort. I was a good oar at Yale, stout and healthy as a buck all the time, and yet I managed to cram my noddle as full of stuff as the average. Now, I understand you've done a deal of hard work; in fact, you both look it; you must do something to take that wishy-washiness out of your faces. Don't go lazing around Minnetonka or any other lake, but get out onto the Western plains or the mountains for a few months—shoot antelope and blacktail, and ride bucking ponies. I had a letter from cousin Ben Shield, of Nebraska, the other day. He's got a railroad grading contract in Wyoming and wants some of us to come out and visit him in camp this summer; says he will furnish transportation from Omaha. Now, I can't go; I'm too busy; but it's just the thing for you. You just take my advice and go along and stay a whole year out in that country before you begin your law studies seriously. Or, if you don't want to lose so much time altogether, you can take some law with you."

He got up as though the matter was settled; went to an unused corner of his library and pulled down a number of ancient volumes.

"Here," he said, piling them upon the table, "here are some books my grandfather used—a French print of Pothier, and some volumes of Grotius, Coke and Puffendorf. Begin with your Justinian; read these in order and then you'll be ready for a modern law course."

Although the plan was sprung upon us without an instant's warning, we took to it heartily, gave up our projected lake summering, and went to Wyoming.

Along with our blankets, clothing, tents and ammunition, we packed the law books, and shipped our effects by rail.

It is not my purpose to tell of our life at Shield's railway camp, but I can "brief" it by saying that we tramped, hunted, geologized, botanized and grew stout, rugged and brown as walnuts. We even essayed riding some bucking

ponies which visiting cowboys loaned us for the purpose, and actually enjoyed the sensation of pitching over their heads into the sands of the North Platte River bottom.

In October, when Shield finished his contract and took a new one in Nebraska, we stayed behind.

We secured quarters at the "Half-Moon" ranch on Powder Creek, where the superintendent, a jolly Tennesseean, made us heartily welcome to stay indefinitely. We earned our board, partly, at least, by bringing in wood from the hills for the fireplace and fetching coal for the cook stove from an open vein in the gulch close at hand.

The ranch was a rambling log structure, and we had a good sized room to sleep in. As the weather came on colder we gave part of our time to reading. Occasionally, we rode out with the cowboys upon the range and helped to round up cattle or stray horses.

We varied these pursuits twice each week by riding down to a little frontier town seven miles away for our mail.

Carson was a log town of the mongrel description which grows up on cattle ranges in advance of projected railway lines. This town was now about thirty miles away from "end of track." It had two or three stores, and its one squalid street was lined with saloons and gambling resorts. Built upon the bare cactus plain, its principal resource was its expectations, which, so far as we could discover, had not induced many respectable people to make it their home.

It was governed, if such a term might be used, by a deputy sheriff, a justice of the peace and a "marshal."

The deputy, Broady, was a noted gambler and acknowledged to be "mighty handy with a gun." 'Squire De Land, the justice, so it was said, was a hard drinker and a tool of Broady's. As we never heard anything about the "marshal," we presumed he amounted to nothing anyway.

Carson was, in fact, the resort only of the rougher element of the ranchmen and cowboys of that part of Carson County.

One afternoon we rode into town and found unusual excitement on the street. All the inhabitants of the place—at least it seemed so—and a number of cowboys whom we had seen, from the "Bar X" and Shoshone ranches, were crowded in and about the office of the deputy sheriff and justice of the peace. Judging from inflamed faces and excited looks, which were turned upon us as we rode in, whiskey had circulated freely during the day, and in more than the usual quantity.

After alighting and "hitching our horses to the ground"—throwing the bridle reins off in front—we elbowed our way toward the postoffice door. The postoffice was in a grocery and drug store adjoining 'Squire De Land's office.


There was a gabble of confused and excited talk, and as we passed through the crowd we caught the remarks:

"Hang him, that's what they'll do."

"You bet, that's the way to call down a hoss thief."

By which we understood that a pony stealer had been caught and was to be hanged, which was not an unusual occurrence in that region.

Just as we were about entering the postoffice, however, a cowboy whom we had seen at Shield's camp caught Ad by the shoulder. "Say," he exclaimed,



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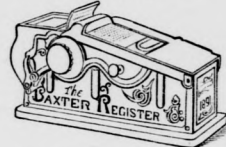
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Includes all the latest Novelties in addition to our complete line of Staples. Write our Michigan Representative, William Connor, Box 346, Marshall, Mich., who will call upon you with samples. We guarantee fit and excellently made garments and prices 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.

"you two boys know the feller in thar?"

"What fellow?" asked Ad.

"W'y, a feller 'twus in o' man Shields' camp—what's stole a boss an' goin' t' hang fer it."

"Why, who can it be?" we asked in a breath.

"Don't know 'is handle; foller me an' take a look at 'im," said the cowboy, sententiously.

He thrust the crowd aside, roughly, as we followed in his wake. Jamming our way through the open door, we found ourselves in a dark hole of a place which answered for Carson's temple of justice.

Seated at a rough table in the center of the room a crowd of men, among them the deputy and justice, were playing cards. Others were standing and lounging about, looking on.

"Here's our feller," said the cowboy, as he stopped in front of the one, low window of the room. What we saw was the form of a man or boy stretched at full length upon a rough jury bench w hich stood against the wall.

He was lying with his face downward between his outstretched arms, his forehead resting against a pair of iron handcuffs on his wrists. He was evidently crying, as his whole body was shaken by choking sobs which were pitiful to hear.

"Had 'is trial, yer see," said the cowboy, "'n goin' ter be hanged at 6 o'clock; feelin' awful tough."

In the murky, smoky atmosphere of the room we were not able to recognize any acquaintance in what we could yet see of the poor fellow. Ad bent over and shook him gently by the shoulder.

"Look up," he said, and perhaps rashly, "there's friends here."

A convulsed, tear-stained face was turned quickly toward us.

"Why, it's Gallinger!" we both fairly shouted.

The poor fellow raised himself to a sitting posture, and then burying his face in his manacled hands, burst into a storm of heart-breaking sobs.

We sat down on either side of him, and each threw an arm about him, with the single thought in our minds that the boy was utterly innocent of the crime of stealing a horse or anything else.

We had known him well at the railway camp, where he had been "stable boy" and generally useful in looking after odds and ends. He had been clever and good-natured on all occasions. He had some laryngeal trouble which prevented him speaking except in a hoarse whisper, and this, combined with his qualities, gained for him our sympathy and interest. When he had managed to quiet his sobbing so that he could use the little voice he had, he told his story.

The card players and the rough crowd in the justice's room glanced our way occasionally with cold and curious looks.

To begin at the beginning: Early in the summer there had been a fellow working in Shield's camp by the name of Waters. He had taken a strange dislike to Gallinger, and had delighted in tormenting the boy and mimicking his peculiarity of speech. He had carried his persecutions in this line so far that Gallinger, who was naturally quick-tempered, got angry one day and gave him a good drubbing. This the fellow deserved, and the whole camp had been tickled at Gallinger's performance. Waters, who had been a cowboy and rustler at one ranch and another for a number of years, was not popular in camp, but was shrewd enough, after

having been thoroughly licked, to take it good-naturedly, or at least to seem to do so. In fact, he changed his tactics entirely and succeeded in making friends with Gallinger, and on the whole gained more of consideration in the camp than he could have done in any other way. This part of the story of the connection of these two we had already known. The sequel was what we succeeded in getting from Gallinger in his present wretched condition.

It seems that when Shield broke camp and went back to Nebraska, Waters had gained such a firm hold upon Gallinger as to induce him to remain in the country and try cowboy life. While in camp with Shield, Waters had owned a pony, or at least he claimed to own one, which he kept tethered with the stock belonging to the outfit. The pony had gone lame, so Waters said, and a short time before Shield broke camp he had turned it loose upon the prairie. He told Gallinger, at the time, that he did not know whether the pony would ever get well or not; that if it stayed among the hills and got lost he wouldn't be out much, anyway. The pony, in fact, did stray off, and was lost sight of for weeks. Gallinger secured a place as rider with the Circle-V ranch, and meeting Waters, some time afterward, asked him if he had ever found the pony. Waters said "No." He never had hunted for it and wasn't going to hunt for it; and if Gallinger should find it while he was riding anywhere he might "take it up" and keep it for his own. One pony, more or less, didn't amount to anything, anyway.

Poor, simple-minded Gallinger, born and reared in a farming community, where men were taken at their word, fell into the trap set for him.

He found the pony, some days after this, "caught it up" and rode it into Carson. Waters was in town, and immediately swore out a warrant and procured Gallinger's arrest. A couple of "tough" associates had assisted the fellow in swearing to his property, and as nobody in town knew the poor boy, matters had gone sadly against him. To make the case worse, a number of "punchers" were in from a ranch which had lost a large bunch of stock—run off by "rustlers"—only the week before. These men were more than commonly incensed against all thieves, and two of them had been selected to sit with the six jurymen, who had brought in a prompt verdict of "guilty."

"What shall we do, Ad—something, surely?" I asked, anxiously, after we had listened to Gallinger's recital. For reply, Ad rose to his feet, looked about the room, then drew himself to his full height, assuming an attitude we had learned to know and respect in society rooms at college.

"Gentlemen," said he, in his deep, strong voice. Every eye was turned wonderingly in one direction—the card players sat motionless, with "hands" cautiously turned down. "Gentlemen, you have committed a grave mistake in the trial and conviction of this poor boy sitting here. I am glad my friend and I came in time to save him from a fatal error, which would undoubtedly have cost an innocent life. Now, here are two reliable witnesses who have been acquainted with this boy and his family for years and can testify to his innocence. We demand a new trial in his behalf!"

This was said in the firm and com-

[CONTINUED ON PAGE SIXTEEN]

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HARMONY AMONG DEALERS.

Best Methods of Creating and Maintaining It.*

My first advice would be to meet and get acquainted with each other. It will then be learned that the one or the other is not so bad as he was thought to be and good fellowship will quickly root, also sociability of a business character. Later on, a feeling of friendship will follow. Cast off all suspicion, for suspicion is the lie to imagination—not always, but in many instances. If you have cause for grievance, get together and settle your differences. It must terminate in mutual benefit, and where is a better place than at your meetings? Avoid deceit with your competitor, even should he be indifferent to your views, as a compromise can be reached easier where there is no mistrust; so in regard to misunderstandings—they are easily corrected where confidence is not misplaced.

To prove this, let me refer to our present organization. It, no doubt, was in our minds long ago, but, to set it in motion, credit is due our President and those who answered his informal call to the first gathering at Detroit. And what was the result? While not many in numbers, Michigan hardware dealers were represented from every section of the State; and I hope the links welded then and there will end in the chain's representing every city, village and town. From the original number of twenty we now have sixty-three members, certainly a very good showing. You would consider your sales greatly improved with like results. Another illustration was the Hardware Union of Detroit. A few years ago, we had a membership of fifty of the sixty-six retail hardware firms. What were the benefits? At the first call nearly every dealer was present. It brought together merchants from the old and gray to the youngest—men who had never met and who had looked at each other only with fear. Association before was out of the question. And why? Was it so dreadful to be a competitor, or was the modesty or shyness like that of the young man on first going into society—afraid of company, or imagines he is, and may act so, but he soon loses this thought and sets himself about to feel unembarrassed and make himself agreeable? For similar reasons this meeting brought on the next for a good organization while it lasted. It instantly changed the barrier of strangeness to the tie of friendliness; mistrust gave place to confidence and distance to approachableness. We would call on each other on matters pertaining to business, as well as oftentimes to visit, and I recall those two years as the most pleasant of my twenty-one in the hardware business, and can say, with a great deal of pleasure, that I made acquaintances then that probably never would have been made otherwise. We reported delinquents and this alone, from a business standpoint, should have kept us together, for it saved us many a loss. Only a few days ago, a prominent hardware dealer reported to me a matter coming under this head: A party who stood well as to limited credit had purchased a stove from him. He had always paid promptly and, when he asked this favor, it was cheerfully given. Imagine his surprise when, a few weeks later, he was informed that this man was ready to move out of town with the stove not paid for. Should he let this party have any more credit, or would his confidence be shaken and security have to be given or no trust? What big holes these bad accounts make in the profits of a business and how much worry and trouble they occasion. All this can be avoided by local co-operation combined with that of State. A customer leaves Detroit for Saginaw, or moves from one city or village to another, asks for credit, is worthy or no good, been trading with one of us in a small way for cash, later on wants large amounts charged; how easy it is for us to write to a fellow member and

enquire as to his standing. If it is a case similar to the stove matter, you instantly know how to act. In cities it is a continuous move from one ward to another, but the telephones and street cars are so handy that it is a quick and easy matter to get the information desired at the place where one has been trading. You may ask me, What in regard to commercial agencies? I will say that their general information as to credits is very good, but, to refer to, they are not always so quick and many times not nearly so reliable as a dealer. I would sooner trust a customer whose reference is well reported by a dealer than one rated fairly well but almost impossible to collect from.

Where can you find better intelligence and more thinking than are shown in the hardware business, for to know it thoroughly requires continuous study? Allowing that there is a good profit on many articles, a great many are sold on but a very small margin, and the competition of bazaars and peddlers, who mostly handle seconds and condemned ware, because they are cheap, requires study how to meet it. Uniform action of all dealers on this or any subject will prove of mutual benefit. But I may have the one trade and my competitor another. Well and good; we will not conflict but views may be exchanged for the welfare of each other; and it stands to reason that a well-organized body, understanding thoroughly its purpose, will act better than many minds thinking differently.

What satisfaction is it to have a customer come in with a long story concerning your competitor, saying he cheated him by selling him poor goods, or palmed off on him a stove that won't heat or one that won't bake, or charged him too much for any article? When this happens you will find that the grievance, if any, is caused by the customer's unreasonableness, for the mode of doing business at the present time is far different from what I am told it was fifty years ago and twenty-one years that I know. No dealer now knowingly sells a poor article; if innocently he does, he is ready to exchange it, for he has redress from his factory. The chances are that in many instances the customer has not paid his bills promptly, and, when threatened or collections are forced, especially where credit is refused until the old account is paid, his lingo is the above. How easy, in such a case, to find out from local dealers in harmony with each other what the fact in the case is. The delicate question can be asked and answered even at the risk of the party losing his customer or we losing the account. Confidence, as I have called attention to several times, is one of the strongholds of business, if not the cardinal point of success.

You are organized, gentlemen, for mutual business welfare. Let us see how to apply the principle: Take, for instance, the most staple article in our business—nails. One, two or three dealers may use a carload together. The difference in freight and price would amount, according to location in our State, to anywhere from \$20 to \$60, making a difference, even at the present uncalled-for high prices, of nearly 10 per cent., and, as they were last summer, of nearly 20 per cent., which would make nails a profitable article, instead being less so than sugar, which has a thousand times the consumption of nails. The same is true of barbed or plain wire, stoves, etc., even coming from different manufacturers. If you pay the freight, so much can be saved; if the factory pays same, you can still make it an object and, buying F. O. B. under like agreement, make the difference of extra freight and quantity profits. We cannot have our ideas too liberal with regard to our fellow men. Do not understand me, though, that I want to get away from business tact. In everything your business is first, but, if it can be done better than alone, and you are justified in doing so, why is it not better? And how narrow minded it is to suffer loss rather than to help your neighbor; and at the same time you are helping yourself. If you

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PLANTERA 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.

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NO STOOPING--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.

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Carload in
to be
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market.25 Cases @ \$1.15
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SPOT CASH

Daniel Lynch,

30 and 32 Ellsworth Ave. Grand Rapids.

*Paper read by Henry C. Webber, at convention of Michigan Hardware Association, at Saginaw, Feb. 12, 1896.

will, for a day and then a month and at the end of a year, compute profits resulting from co-operation, whether your business is large or small, you will see the difference. The mouse gnawed the roots of the mighty oak, causing the tree to die; likewise may the want of surplus in hard times cause your downfall.

I might go on, relating many more instances, but I believe this will suffice for this occasion.

With your permission, I want to touch briefly upon the sociability feature of the society. It strikes me that, when a man is all day occupied with a variety of goods, discounts, good accounts and bad accounts, how to buy, how to sell, waiting this moment on a close customer, then on one with a long complaint and again on one making a large cash purchase, he gets into monotony; and what harm can there be in calling on your neighbor at pleasure, or in relating incidents of your business at a meeting in a social way, thus diverting these trials? You will feel better and go home with great relief from a worried mind and get free of the rut that sameness puts one in. Where is the damage in being well thought of by even such a man as your competitor? What loss can come from our gathering to-night? Not any—only good; and the same with a local organization.

Let me conclude, wishing this Union harmony and prosperity in numbers, coupled with good fellowship, and that it may be recognized by every merchant, whether in or out of the State, for its honest purposes pertaining to whatever is necessary to good business judgment.

Buying Goods in Early Days.

Marshall, Feb. 29—Many merchants will remember their first trip to New York in the early '50's. Going by boat from Detroit to Buffalo, and down the Hudson by steamer to New York, one of the first objects which met our sight was the Trinity church steeple. Our hotel, the Merchant's, was located on Courtland street. The genial proprietor, Mr. Schenck, would always remember us, after we had registered, and would call each guest by name, and the colored porter would hand us our hats after dinner.

The principal hotels in New York at that time were the Astor and Howard. The wholesale dry goods houses were located on Pearl, Liberty and Courtland streets. E. R. Bebb was the last dry goods merchant to leave Pearl street. The once famous houses of A. T. Stewart, E. S. Jeffrey, George Bliss, Alfred Edwards and many others are not now doing business. The "celebrated" house of H. B. Claflin was first located in the basement of Trinity building at 111 Broadway. The store on Worth street, 700 feet deep and many stories high, is to-day occupied by the same firm and is a monument to the enterprise of its founders. The jobbers of dry goods were then all below Canal street; now they are all above. Not one of the merchants jobbing dry goods fifty years ago can be found at the same location to-day. The old landmarks—Barnum's Museum, Crystal Palace, Burton's Theater, Five Points, Castle Garden, Winter Garden, A. T. Stewart's—are known only in the history of the city; but Brooklyn Bridge, the Elevated Railway and Central Park have come to stay.

The country merchant visiting New York in those early days visited, as a matter of course, Barnum's Museum, Burton's Theater and George Christie's to hear Edwin Forest; and, on Sunday, he went over to Brooklyn to hear Beecher. If he happened to be in New York when Jenny Lind was in this country he went to hear her also. Those days are gone, never to return, but I would give a year's time and a half year's profits to see the Metropolis as it looked to me on the occasion of my first visit there, a half century ago.

H. E. PHELPS.

It takes only 100 cents to make a dollar, yet few people have the sense to make one.

CURRENT COMMENTS.

Every man's philosophy receives a bias from his occupation. The shoe-maker judges of a patron's character by his foot, the hat seller has a weakness for phrenology, the presiding genius at the glove counter makes pretensions to palmistry and the tailor will tell you all about a man by the set of his clothes. When Tom Murrey, the chef, newspaper man and gifted story teller, was in charge of the House restaurant, he assumed to tell all about a congressman's statesmanship by what he ate. When Jerry Simpson walked into the place and ordered a meal with all the discrimination of an epicure, Tom foretold that the man from Kansas would prove a tough proposition if any of the other members tried to have fun with him. The prophecy proved correct, for when it came to a tilt in the House, Jerry proved just as invincible as when he had himself been made marshal of a frontier town in order to restore order and proceeded to do so by whipping every b-a-d man in the corporation. Butler, of Iowa, used to come down to the House with a dried beef sandwich in his coat pocket and at the proper time disposed of it with the aid of a glass of ice water. Murrey gave warning that Butler would do something brash and one afternoon he offered a resolution demanding a spiral flagstaff on every public building, the same to have an acorn head and a three-leaf-clover tail. Butler stuck to the dried beef and ice water. Now he is in a private asylum, and Murrey is surer than ever that a man can only be safely judged by what he eats.

A man who has been studying the grunt of pigs finds it full of expression and intelligence. He says that it is more easily understood than the chattering monkey talk of Prof. Garner's African friend, and that, if one will take a phonograph to a pigsty, he may find enough material for a book on the language and grammar of the hog. The original wild hogs, scattered in the grass and bracken of a forest, soon become separated and would have been lost except that they kept up this continuous grunting and thus advised each other of their movements. It would seem they thus acquired a habit of talking to themselves that they have never been able to throw off. The hog is bound to make himself known wherever he is. On the street cars he sits sideways and sprawls over the seat while other people crawl around him. At restaurants he bullies the waiters and talks in a loud voice so people may hear him and know he is there. At the theater he criticizes the actors and tells how they do it in New York, and no matter whether he is hidden in the grass or under a silk hat, we all know him by his grunt.

The new woman is finding out that if she would have the privileges of a man she must pay for them. Judge Gibbons, of Chicago, has decided that a wife must pay her divorced husband alimony. The case is that of Emilie Groth against Heinrich Groth. The wife charges cruelty and non-support. Both the parties are old and were married in 1893. The attorneys for the wife objected to the order, but Judge Gibbons said that in a divorce case, or in any other circumstances, the same duty rests upon the wife to provide for a sick or helpless husband that rests upon a husband under the same circumstances. "The moral obligation," said the court, "is just the same." An order for \$20 a month alimony was entered.

Hardware Price Current.

AUGERS AND BITS

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

AXES

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

BARROWS

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

BOLTS

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

BUCKETS

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

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

BLOCKS

Ordinary Tackle.....	70
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CROW BARS

Cast Steel.....	per lb 4
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CAPS

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

CARTRIDGES

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

CHISELS

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

DRILLS

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

ELBOWS

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

EXPANSIVE BITS

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

FILES—New List

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

GALVANIZED IRON

Nos. 16 to 20; 22 and 24; 25 and 26; 27.....	28
List 12 13 14 15 16.....	17
Discount, 70.....	

GAUGES

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

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

MATTOCKS

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

MILLS

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

MOLASSES GATES

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

NAILS

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

PLANES

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

PANS

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

RIVETS

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

PATENT PLANISHED IRON

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

HAMMERS

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

HOUSE FURNISHING GOODS

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

HOLLOW WARE

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

HINGES

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

WIRE GOODS

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

LEVELS

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

Sisal, 1/4 inch and larger.....	6 1/4
Manilla.....	9 1/4

SQUARES

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

SHEET IRON

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

SAND PAPER

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

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

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

WIRE

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

HORSE NAILS

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

WRENCHES

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

MISCELLANEOUS

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

METALS—Zinc

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

SOLDER

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

TIN—Melyn Grade

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

TIN—Allaway Grade

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

ROOFING PLATES

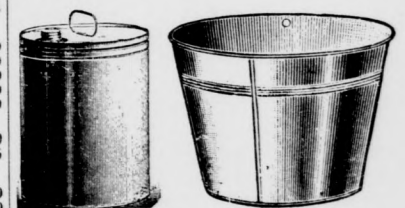
14x20 IC, Charcoal, Dean.....	5 00
14x20 IX, Charcoal, Dean.....	6 00
20x28 IC, Charcoal, Dean.....	10 00
14x20 IC, Charcoal, All way Grade.....	4 75
14x20 IX, Charcoal, Allaway Grade.....	5 75
20x28 IC, Charcoal, Allaway Grade.....	9 50
20x28 IX, Charcoal, Allaway Grade.....	11 50

BOILER SIZE TIN PLATE

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

We are Headquarters for

Syrup Cans and Sap Pails



Write for Prices.

H. LEONARD & SONS
Grand Rapids, Mich.

BY THE ROMAN LAW.

[CONCLUDED FROM PAGE THIRTEEN]

manding tone of one who expects that his words will have weight. But the bold speech only succeeded in arousing the rough crowd to perilous opposition. The men bent darkening looks upon us. Broady arose to his feet, threw his cards upon the table, drew a heavy "six-shooter" from his belt, and laid it upon the cards.

"Looker hyer, young fellers," he roared, "you two tenderfoots can't come into no Carson court o' jestic, en lay down the law ter nobody. Ye'll best instinkly understand that p'int right hyer. En the sooner ye git out o' this en hit th' high places, the most likely ye air ter git back safe ter yer par an' mar. See? Hope my meanin' air tolerable plain ter ye."

De Land had also risen and stood with a hand threateningly upon the holster at his hip.

Broady's speech, too, brought rough and emphatic expressions of approval from the crowd about the table and the doorway.

The cowboy, who had come in with us, stepped back two or three paces, leaned against the wall and folded his arms in non-committal fashion. It was an exciting moment, in which poor Gallinger's fate hung upon the turning of a hair. In that darkened room, facing the still darker gleam of hostile eyes, with the fate of a fellow-mortal resting upon the next words my friend might utter, I felt my breath come and go in quick, labored gasps, and a deadly chill of terror creep over my flesh. For one intensely dramatic moment we stood facing the fiercely excited mob.

And right here I want to say that if Ad Cascaden shall live as I hope he may, to become eminent in his profession, he will never do a more effective or braver thing than he did on the following instant. He walked deliberately forward until face to face and within arm's length of the grim Sheriff and the justice.

"Gentlemen," said he, calmly, "I may be a tenderfoot, but I know something of law and of what is legal and proper in court practice and criminal trial. My father has for years been a judge of a District Court in the State in which I live, and I shall begin the practice of law soon. What have I learned with regard to the trial and conviction of the prisoner who sits yonder? Simply this—he has been arrested, tried, convicted and condemned to death, all within the space of four hours' time, and you propose to hang him at sundown. He has had no time to prepare a defense, and no lawyer to defend him, none of the rights which the law extends in every state, territory and foreign dominion to the blackest criminal on earth. Now, then," and his voice arose in thrilling tones that compelled a hushed attention, "I am here and my friend with me to furnish testimony in behalf of this prisoner, and legal counsel for his defense to which, under the statutes of your territory, he has an absolute legal right. You, Mr. Justice"—and he thrust a warning finger almost into the teeth of that blear-eyed, dangerous individual—"will either grant the new trial we ask or I shall ride to the nearest telegraph station and wire the United States Marshal at Cheyenne a full report of your proceedings and ask the District Court to order your arrest and arraignment."

This bold speech had an almost electrical effect. The crowd fell away from

the table at its close and some even moved back nearer to myself and Gallinger. The threat of an appeal to the United States Marshal evidently touched the Justice and the Sheriff in a tender spot, and the boldness and authority of Ad's manner must have convinced them of his ability to invoke those potent powers. They conferred together in whispers for a moment, and then De Land, the Justice, spoke. He assumed, as well as his half-drunken condition would permit, an air of easy nonchalance.

"Ef y'u fellers is reely w'at y'u says," he drawled, "lawyers, a knowin' uv th' law an' y'u hes new everdence tu interjuce, this hyar Court'll jes call the jury back tu set on th' case, en this Court'll change the verdick fer cawse—fer cawse, see? But, looker, Mr. Lawyers, they haint no sech thing as grantin' new trials in this court. Savey? Call th' jury, Mr. Broady, en we'll see w'at these yere gen'lmin hes tu say." And he very gravely and with studied deliberation took his seat.

Ad turned to me for an instant and, despite the seriousness of the case, a gleam of humor shot from his eyes. Hope sprang up in us. If we could only keep a bold front and "cheek" it out, we might even yet win Gallinger back to life and liberty. Ad came over to me, cool and collected.

"Now," said he, "I'll get them to delay while you jump a pony and ride after some law books. Get out of this and fly, and bring all you can carry."

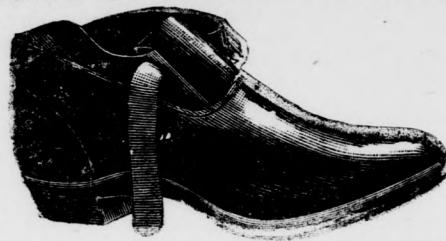
He then turned to the "Court" and asked for delay until I could ride to the Half-Moon Ranch for our "books of law and authority." After some consultation between Broady and De Land, this was granted.

Five minutes later, I was clattering away toward the ranch, and at sundown I returned with a sack of books tied to my saddle behind.

The court had adjourned for supper, leaving a guard over Gallinger, who was furnished with some crackers and coffee, and I found Ad trying to cheer the poor fellow and coaxing him vainly to eat. Ad was feeling almost as despondent as the unfortunate boy himself. He took me one side presently, and told me that Waters, in my absence, had been steadily plying the crowd with drink and talking, even to the jurymen, against Gallinger. It had been a mistake, he said, waiting for the lawbooks. We ought to have struck while the iron was hot, and the men in a mood to listen. He did not now believe that we stood any show of winning. But we piled our lawbooks upon the table—Kent's Commentaries, Coke upon Littleton, and a copy of the Institutes of Justinian, in Latin and English. In all, we had nine formidable volumes with which to confront the primitive court of Judge Lynch. Then, with heavy hearts we awaited developments.

Presently the court and its motley attendants came straggling in. There were two smoky lanterns burning, hung to the beams above either end of the table. By the light of these, we were able to take note of the crowd as it gathered in the room again. A brief survey left little hope in our minds for the safety of our client. There was a drunken, stolid stare in the eyes of most of the jurymen and a general threatening aspect in the crowd.

Boys as we were, we fully realized the peril of the situation. This drunken, frontier mob had been insidiously



Our Spring line of samples are being shown by our representatives on the road and the prices are based on to-day's latest price of

leather. We want you to see them as we can and will do you good. We want your order. State agents for Lycoming and Keystone Rubbers. They are the best. Stock full and complete—can fill orders at once. Send us your order.

REEDER BROS SHOE CO.,
GRAND RAPIDS, MICH.

THE OLD ADAGE

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

IS A GOOD ONE

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

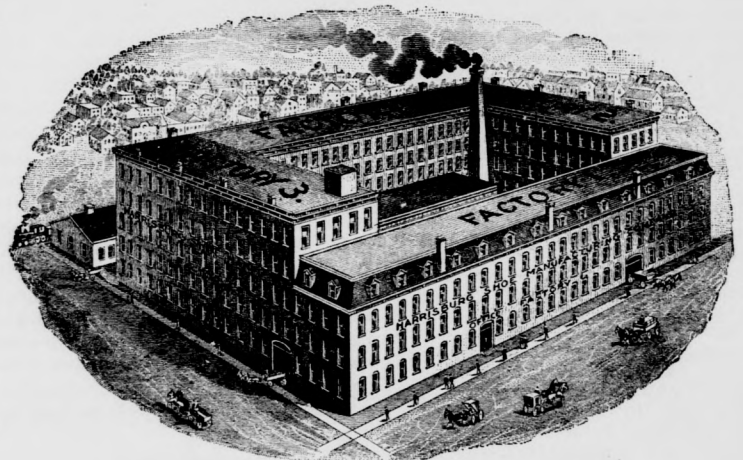
Our line of Footwear for Spring is the best we have ever shown in the History of our Business Career, which dates back into the Sixties.

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

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GRAND RAPIDS.

Hirth, Krause & Co.

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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.

worked up to the lynching point—the sentiment turned, by drink and persuasion, completely against us. I noted, however, as Broady and De Land came in and seated themselves, that they cast their eyes upon our array of law books with some show of surprise and even of respect. They had probably never seen so much legal authority brought together in all their adventurous Western experience—perhaps, in all their lives.

Ad lost no delay in opening the case. He called me to the witness stand to tell what I knew of the quarrel at Shield's camp, between the defendant and Waters, and also to testify as to Gallinger's lifelong character.

Then he took the stand, and, under my questioning, swore to substantially the same facts. We were both able to identify the pony—which had been pointed out to us outside—as the same which Waters had claimed at the railroad camp.

Gallinger, also, was called on to speak in his own behalf, which he did, telling his story in pathetic whisperings which brought tears into the eyes of his impromptu attorneys, in spite of their efforts to seem calm and confident. But the jury and the crowd remained solidly indifferent.

When Waters was called on by Broady to take the stand—literally a "stand", leaning against the wall—and tell his story in rebuttal—to which we, of course, could not object—he swore positively that he had never released his ownership of the pony, but had "ben huntin' fer the critter off 'o on" ever since it strayed. "An' gen'm'n," the fellow concluded, turning shrewdly to the jury, "s'posen I hed of said I didn't hev no use fer th' durned bronco whilst I was at ol' Shield's camp, I didn't hev no use fer him whilst he was lame."

"That's so; you bet!" came from the crowd. "e never give up no pony." And the dogged ones of the jury nodded assent with emphasis.

"It's all day with poor Gallinger," I whispered to Ad. But my partner turned coolly to the judge, and in the calmest and most deferential manner, said:

"Your Honor," with unction of emphasis, "this last admission of the only witness in the case against our client takes away any necessity for an argument on our part."

With the utmost confidence and authority in his manner, Ad advanced to the table and took up the "Institutes of Justinian." "Your Honor," he repeated, impressively, "let me read the law for the benefit of these gentlemen, sitting as jurors in your honorable court."

He turned the leaves of the book for some minutes while the rough assemblage stood with mouths agape, and the Justice and the Sheriff settled back with expectant, non-committal faces. Then, in a sonorous, ringing voice, Ad read, in Latin: "Qua ratione, verius esse videtur si rem pro derelicto a domino habitam occupaverit quis, statim eum dominum effici. Pro derelicto autem habetur quod dominus ea mento abjecerit ut id rerum suarum esse nollet, ideoque statim dominus esse desinit. Or, in other words, that which is seized on—taken up as this bronco was—when abandoned—turned loose—by its owner, and is cast aside for any cause as worthless to himself, is therefore no longer a part of his property, but the property of whoever shall take it up and take care of it. Your

Honor, and gentlemen of the jury, did you ever in all your courtroom experience listen to plainer law than this?"

The effect was magical.

Those sonorous Latin words, and his prompt free interpretation of them, subdued that crowd as by some potent charm. Broady and De Land wilted under them.

Latin law defining the limits of ownership in cow ponies!

Squire De Land recovered himself and got to his feet in time to take advantage of so momentous an occasion. He kept his feet a little unsteadily, but his broad bosom expanded under his woolen shirt and his eyes dilated.

"These hyer proceedin's is squashed," he declared in tones of supreme authority. "This court hain't a-goin' dead ag'in th' law, when law is plain en straight like that thar," pointing to the book which Ad had thrown, with affected assurance and carelessness, upon the table. "Gen'em'n uv th' jury, they hain't no more use fer ye under th' law an' the everdence. This hyer court, by my authority, air a'journd—sign er die."

And he fell back upon his bench in a high state of pride and self-importance.

The crowd dispersed noisily and rushed to the various saloons for refreshment.

Broady good-naturedly took off Gallinger's manacles and set the delighted fellow free, while Ad and I hugged him.

F. W. CALKINS.

An Uncanny Bath.

"I wanted a bath in a North Carolina hotel," remarked Albert C. Antrim (Alabastine Co.) on the occasion of his last visit to his house here. "I rang for the bell boy—there was but one—and when he arrived I asked him if they had a bath tub about the house."

"Yes, sah; nice ones, sah," he said. "Bring me one."

In a few minutes the boy returned, bringing on his shoulder a coffin, with silver-plated handles and a lid all complete.

"What does that mean?" I asked indignantly.

"Dat's de bath tub, sah. De land-lord used to be in de underatkin' business, sah, and had some coffins when he took dis hotel. His son is a tinner, sah, an' jess lined de coffins wid tin. Try it, boss. You'll find it berry nice."

Conquering my repugnance, I opened the lid and found the coffin lined with tin, as stated, and I took the bath, but I didn't feel just right about it."

After the Whole Truth.

An agent for one of the large jewelry stores in Cincinnati was canvassing a section of the over-the-Rhine district, endeavoring to sell an eight-day clock.

"My dear sir," he said to a portly German, "this is a remarkable clock. Not only is it beautifully finished, but it is a perfect timepiece. Why, it runs eight days without winding."

The German opened his eyes at this and gazed solemnly at the clock.

"You say it run eight days vidout vinding?" he inquired of the agent. "Vell, dat ist ein gut glock; but if it run eight days vidout vinding, den how long vill it run ven you do vind it?"



Rubber Stamps

Detroit
Rubber Stamp
Company

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

THE OLD WAY



W. A. MCGRAW & CO., DETROIT.
WHOLESALE RUBBERS.



of selling rubbers was to fit a customer as nearly as possible from the stock on hand, and "let it go at that." Anything to make a sale.

That "doesn't go" now. People want rubbers to fit the shoes, some neat and stylish article to make the foot look well. Why not give them what they want? You can get every style made by the **BOSTON RUBBER SHOE CO.** in widths and sizes, and at any time, of

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.

Don't wait till the "Beautiful" is all gone but give your best thoughts for a moment to your

RUBBER DEPARTMENT

Won't the Boots, etc., want sizing up?

If you are looking for Winners

WALES-GOODYEARS

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Place of the Business Men's Association in the Community.*

A community is defined as a body of people having common interests, and may be understood either as a neighborhood, or extended to embrace a commonwealth. So I am in bounds to-night when I assume it to cover a goodly portion of the Grand Traverse region.

The Traverse City Business Men's Association is something more than a local organization. The first of its kind to be organized in Michigan, it was, as long as the State Association had an existence, No. 1 on its records. Duly incorporated, it has a legal standing and its authorized acts are recognized in law. Time would not permit me to enter into details of its work during the last ten years. It is not too much to assume that to it, more than to any other agency, are we indebted for the rapid growth and prosperity of our beautiful city on this beautiful bay. It was by the successful efforts of this Association that some of the large manufacturing institutions of the town were located here, and it has ever been the aim of the organization to encourage to the limit of its ability any industry that promised good to the town and surrounding country. Its best service has often been done in declining to consider propositions from concerns looking for locations mainly to secure big bonuses, and which, upon careful investigation, were found to be not worth the money asked. A vast amount of work is quietly done that never shows results; but this must be true of any organization.

The far-reaching results of the effective work of this Association are felt in the Grand Traverse region for many miles around. In ten years Traverse City has nearly trebled its population, and is, to-day, hard crowding the 9,000 mark. Its hardwood factories and mills draw the raw material supplies from a radius of fifty miles. For many weeks past, from \$6,000 to \$8,000 a week has been paid out for logs alone, nearly every dollar going directly into the pockets of the farmers who own the timber. Employment is given to many hundred people who, with their families, draw their local food supplies from the surrounding country. A town of 9,000 people is a better thing for a community of farmers than a town of 1,000 or 5,000. From a purely business point of view, then, this Association, in its efforts to build up the industries of the town, has been of direct and permanent benefit to the whole Grand Traverse region.

But it was not so much of the good work accomplished by the Association that I wanted to speak, although that is an attractive theme, and I have been unable to resist the temptation to say a word of it. The material prosperity of a town and the surrounding country is an important matter. It is a dollars-and-cents view to take of life and its interests, but it is, nevertheless, an important factor in the happiness of us all. But there is another and a higher view to take of this matter; and, although it has a direct bearing upon the business of all, yet it touches more nearly the social and moral side of the individual and the community. There is ever a proneness among business men to isolate themselves and their interests from their business neighbors and associates. In this way the business men of a town are apt to become a community of individuals, rather than a united business force. Such a course goes to increase the acquired tendencies to selfishness, which I claim are not, many to the contrary, notwithstanding, innate in human nature. But, when every man thinks only of himself and his own business interests, he becomes suspicious of everybody else, and his sphere of action becomes narrowed to his own affairs, and he is very apt to lose sight of the fact that he is only a part of a great whole, and that the world is a big place. To be successful in any undertaking, a man must be broad minded—must take more than a pessimistic view

of life. Now, this Association of ours has given us all just the opportunity we needed to get a little away from self, to rub up against one another, to learn that there are other men in the community who are just as good as we are. This is no secret society. It is not confined to the merchant, or the manufacturer, or the lawyer, or the doctor—it is open to any man in the town or the surrounding country who has at heart the good of the whole community. It is not a combination to raise or lower prices, or to make plans for the better conducting of this business or that profession. Every man does his business in his own way, after his own liking; but, in matters of public policy, of public interest, of general good, we try to work in harmony. I believe I am safe in saying that nowhere in our great State of Michigan can be found another town of 9,000 people where the whole business community is so much of a business and social unit as in Traverse City. This is a recognized fact in all parts of the State. There is a better feeling here among business men than in any other town of its size that I know. There are more friendliness, more business forbearance, more readiness to help each other, less petty jealousy and a greater degree of good fellowship than are usual in so large a community of business men. This does not prevent close competition, legitimate business rivalry, and, no doubt sometimes one is tempted to feel that his neighbor is stretching, somewhat, an advantage; but, when we get together like this to-night, all these things are forgotten and we are once more a united organization, all eager for the greatest good of the whole community.

The place, then, of our Association in the community is two fold. Primarily organized to advance the business and manufacturing interests of the city and the whole region, it has become a rallying point for all who are willing to help in any way to accomplish this. It is also a means to a still higher end—to bring us into closer personal relationship one with another, to create a higher moral tone of business courtesy and honor, to encourage a liberal spirit of public enterprise, to create good feeling and good-fellowship all around, to get us out of the old ruts and give us new ideas and fresh impulses, to make us know better each other's good qualities. In a word, the Association is an educator, a moral tonic and an important social feature in the business community.

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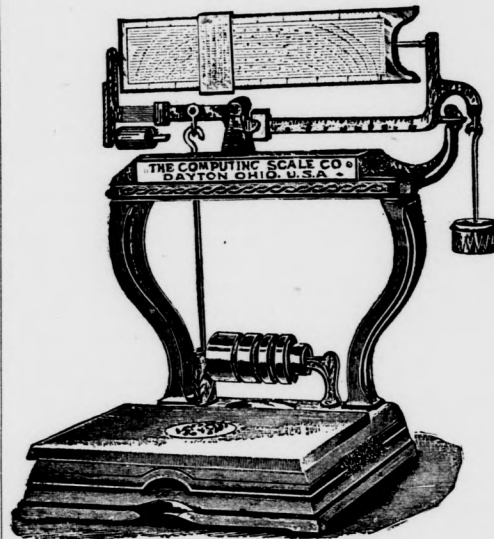
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GRAND RAPIDS.

* Address by Thomas T. Bates, editor Grand Traverse Herald, at annual banquet Traverse City Business Men's Association.

A BOOK-KEEPER'S FATE.

Hilda May was a progressive girl! With few of the weaknesses attributed the exclusive property of her sex, she had proved her ability to care for herself.

She was a wide-awake writer for a society paper, wrote bright, clever, even brilliant sketches for periodicals, and in short made a success, financial and literary, of her efforts.

She loved her work and only planned for her career as a writer, when one day she was confronted with the momentous question, should she marry?

The idea annoyed her, not that she cared so much about it, but because Jack Richards had such a way of looking at her and saying, "Will you, Hilda?"

Her father interfered seriously with her chosen profession, and she must make a decision.

One characteristic of Hilda was her staunch gentlemen friends—and few sweethearts. The question in hand was imperative—must be discussed, and she called in her friend, Harold Wood, book-keeper for the large manufacturing house of Beaumont, Fletcher & Co., and the topic was weighed in a cold-blooded, eminently matter-of-fact, sensible fashion.

"You see, Harold, the question has two sides," she said, nestling back in a cozy pile of cushions. "If I had my way here at home and could go on with my career, I would not marry, but papa has suddenly become so stubborn, and says if I interview another man, woman or child, he will pack me off to Europe on the next steamer. I would like Europe well enough, but—with Papa, Aunt Mary and George Black, heaven forbid! You know Papa quite as well as I do, and it simply amounts to this—give up my career or marry."

"Oh, well, I don't know. I believe I would toss a penny if I were you," suggested Wood, lazily.

Hilda put the suggestion from her with cold contempt.

"Of course, if I marry Jack, I shall do exactly as I wish," she continued with superb indifference for Jack's probable wishes; "that is the only advantage matrimony seems to offer. It has always been a mystery to me why people marry, anyway."

"They fall in love, I dare say."

"Love! I hope you do not think that people believe in that exploded fancy of silly schoolgirls?"

"Oh, no! I merely gave you the generally accepted reason," replied Wood.

"Well, I've gotten over that; there can be but one basis, and that is founded upon reason. It's everybody's duty to do the best he can for himself and if a person has an ambition he ought to subordinate all things to the furthering of that ambition. I should not hesitate to marry Jack to-morrow, but unfortunately he has old-fashioned ideas about affection and wifely duties that would be very disagreeable. He's so silly."

"Yes, quite an idiot in his way. Why, I have no doubt he would want you to kiss him good-bye in the morning, and expect you to pour tea for him at night!" Hilda shuddered.

"I have no doubt he would," she replied. "But, then, I couldn't help that."

"I have no doubt that you and time could cure him."

"Oh! but it would be such a bore. Really, I do not think it matters much, but I've set my heart on a career for myself, and as there is nothing in life but success, I don't see what I'm to do but marry Jack. It isn't as if I believed in love and all that, you know."

"Certainly not. Jack, poor fellow, will be the only sufferer. It's a pity he can't accept our view of the case, for it will go hard with him. Still, he ought not to expect a woman to marry him for love in this emotionless age."

"Harold Wood, I believe you are laughing at me!"

"Far from it. I was just thinking of Jack, poor, deluded individual that he is. I never did like to see a fellow have his cherished ideals shattered. Now, if he was matter-of-fact like my-

self—say—then it would be—I say, Hilda, suppose you marry me, instead? I have no ideals to shatter and we would get along capitally. It would be a sensible arrangement—what do you say?"

"Well," Hilda breathlessly replied, "I am surprised for once in my life! Are you sure you are not suggesting this out of the kindness of your heart? You have a way of allowing your heart to run away with your head."

"No, I assure you I am actuated by selfish motives only. You know I have that flat on my hands and the lease lasts a year longer. It is quite large enough for two, and we could do no end of work together—and then, it is lonely with no one around except a servant. It would be a good thing for us both, and as you would make your own living, it would be conferring a favor."

Hilda listened in surprise and awe, and then a look of relief passed over her countenance.

"Very well," she said; "since you put it upon that footing, I agree."

"Thank you; suppose we marry right away?"

"Patti is in town next week, and I have a commission for an interview. Yes, whenever you say."

And so they were married, and Hilda moved down to the flat and plunged into work with renewed ardor, and poor Jack Richards was but a lingering memory.

For six months Hilda did an incredible amount of work, and then the editors received less and less of her writing. Finally she was doing no work at all except MS. reading for one magazine.

Then one day the editor received a note of resignation. He was speechless with consternation and, boarding a car, started to reason her out of her strange decision.

He found Hilda in her own home, looking brighter and prettier than ever.

"My dear Mr. Jones," she said sweetly, in answer to his lengthy protest, "it is utterly beyond my power to retain my position. My husband and home take up so much of my time that I can only write at irregular intervals. So you will have to allow me my own way. There, I hear Harold now; please excuse me a moment."

The editor did not wait for her return, but took himself away, growling about the selfishness of husbands that caused such losses to the great reading public.

When Hilda met Harold she told him of the editor's visit and, holding up her face to be kissed, said, "As if I would neglect you and my home for all the careers in the world!"

Harold smiled as he kissed her. He was thinking of their betrothal.—Book-keeper.

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Bicycles

THE WHEEL AND EXERCISE.

Written for the TRADESMAN.

Much has been said pro and con the sanitary value of the bicycle and it has required the experience and observation of its continued use to demonstrate beyond a question that, with proper care, it is invariably beneficial except in cases where there is some positive physical infirmity which disqualifies from all exercise. During the past year eminent authorities discussed it as an open question, some of them making grave charges as to the risk involved. At the same time many thousands were demonstrating by practical test that the wheel is the best exercising machine yet invented, and to many its value in renewed energy and the awakening to possibilities of healthy enjoyment was a revelation.

The bicycle is the most nearly perfect and the most available means of exercise ever invented. For many years the need of a better means of exercise had been recognized. Horseback riding was considered the ideal method, but for obvious reasons it could not be made generally available. Gymnastics and calisthenics were advocated, and became of some use in many instances; but those who essayed to benefit by them too often found the task irksome and they fell into disuse. Among other plans tried a few years ago was one advertised quite largely, called, I think, an exercising chair. This was an amusing contrivance operated by rocking, and was guaranteed to give all the movements of a galloping horse. It need scarcely be said that the use was limited.

It remained for the wheel to afford the means of exercise that should be most available and that should meet the requirements of pleasurable exhilaration sufficient to keep it in demand. In every particular it is the most nearly perfect yet designed.

One essential of healthful exercise is that it shall be taken in the open air. The lack in this regard in the case of most other means suggested was sufficient to prevent their success. A great desideratum of healthful exercise is that the lungs shall be fully inflated with pure fresh air. This is attained by the use of the wheel in an eminent degree. It is fully equal, if not superior, in this regard, to the use of the horse. The facing of the fresh breeze, which the wheel will create if it is not already blowing, gives a sense of pleasurable exhilaration, which must be felt to be appreciated. It is a curious experience that, on a warm day when it is almost impracticable to walk on account of the heat, the wheel may be ridden without discomfort.

Another attractive element in wheel exercise is the principle of balancing, which is, with the sense of motion, the essential principle and pleasure of skating. Continued practice may make this element more or less unconscious, but even then it gives the "poetry of motion," of which years of practice will not tire.

This exercise may be taken as needed. Intemperance in the use of the wheel operated to retard its adoption and gave reason for the criticism of medical authorities. As the novelty has worn off there has been less of this extreme exercise except by professionals. Common sense has taught the average wheelman that a moderate use meets the

requirements of exercise and pleasure and much of the criticism has, on this account, been disarmed. It is still gravely advised by physicians, however, that those suffering from heart trouble should avoid the use of the wheel. I am not a physician, but I will venture the assertion that the wheel is no worse, even for a man with heart disease, than any other form of exercise, provided he knows how to ride, and he may even learn if he will use sufficient caution. It is just as pertinent to advise such an one not to run or even walk too fast or take any other kind of exercise as to refrain from the wheel. I have seen some cases of "heart disease" cured and the subjects apparently assured long and active lives by moderate and consistent exercise. I do not mean to intimate that there may not be disease of the heart which will render the wheel inadvisable or impossible; but the wheel may be made as mild a form of exercise as any.

The wheel affords a proper exercise of all the muscles, and that under conditions, as explained above, to make that exercise most beneficial. With the exhilaration of motion in fresh air there is also a sufficient occupation in the management of the wheel and in determining its course to keep the mind from too great absorption in any fatiguing care or study. There is in its use just enough of object to be gained in the change of location, or enough of the pleasurable sense of constant change of surroundings and scenery, to restfully distract the attention.

The fact of the tremendous demand for wheels indicates that these considerations are coming to be more appreciated; and yet there is considerable distrust. The gradual removal of this by still longer experience will serve to create a continued demand, the end whereof no man can tell.

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Evolution of the Pedal.

Every careful observer of the evolution of the bicycle for the last three or four years must have noticed the immense improvement that has been made in the pedals. A comparison of the pedals on an up-to-date machine with those used, say, on the wheels of 1894 is both interesting and instructive. This is especially the case with those pedals with rubber attachments. The rubber pedals of two years ago were heavy, awkward and clumsy affairs, and, compared with those of the present time, seem ten years rather than only two years old. The rubber was irremovable, and there was no such thing as converting a rubber-fitted into a rat-trap pedal, or vice versa. Now the rubber parts are attached by two little bolts, and it is only a matter of a minute to put them on or take them off. Then, too, rat trap pedals are made with much less sharp-pointed teeth than formerly, with the result that the shoe sole is not quickly cut and worn away by them. The nut on the inner side of the crank-hanger has been done away with in order to secure narrowness of tread; the pedal has been much reduced in weight, and at the same time it is strong enough to stand all ordinary usage. The bearings are much more securely protected than formerly, and little oil is required to keep them in good condition. It is said by those who know that a drop or two of oil will keep a pedal in good condition for four or five months.

How to Deal with the Dog Nuisance.

The "ammonia pistol," has been successfully tried by a rider who was greatly annoyed by a dog that made a great to-do every time he passed a certain house. The nuisance became so great that he resolved to resort to the weapon, though he was exceedingly averse to doing the dog any injury. Armed with the device, he approached the place of the dog's inevitable appearance with the hope that for once he would abstain from his accustomed practice. This hope was disappointed, and the "pistol" was let drive, whereupon the beast ran off howling. The rider naturally had considerable curiosity as to what would happen the next day, and kept a close lookout as he approached the dog's demesne. The animal was on deck, as usual, but at sight of the bicycle he came into the road slowly, with a total absence of his usual effusiveness, and actually inspected the bicycle from a distance, with his head and face as far from it as possible. It was evident that he had not been in the least harmed by the dose he received on the previous day, and apparently a few repetitions of it at reasonable intervals would have the effect of making him cease to annoy riders of the wheel. One rider, at any rate, is convinced of the efficacy of the "ammonia pistol."

The American Girl and Her Wheel.

If there are sound hygienic reasons for defending bicycle riding for women, so much the better, for it is certain that American womankind—the younger portion of it, at least—is cultivating a rapidly growing fondness for the wheel. The American girl does not intend to be left at home when her brother or her sweetheart goes spinning off on his steel steed. She is going to have a share in the sport herself, and the constant increase in the number of fair riders of the wheel shows that she is everywhere carrying her determination into effect. Discussions as to whether young women ought to ride this creation

of fin de siècle ingenuity are about as useless as discussions in regard to the desirability of adopting the latest styles in gowns and bonnets. Like the truly regal princess that she is, the girl of the period can be counted on to follow her own sweet will in this respect, as in everything else.

How Women Should Sign.

Now that women are coming into public life and holding official positions, it is desirable to understand what constitutes a woman's business signature. A married woman signs her name just as a single woman signs hers—that is, with her Christian name, and the surname that belongs to her. That is her only proper signature. When Frances Folsom marries Grover Cleveland she signs herself thereafter as Frances Cleveland, or if she prefers to retain her family name, as most women do, she signs herself Frances Folsom Cleveland. Her address is distinctly different from her signature. A woman's social and business standing is usually conditioned by her husband's. Hence, for social and business convenience she is known as Mrs. Grover Cleveland. But this is merely a distinguishing title, not her name, and, therefore, cannot be used as a signature.

Attacked With His Own Weapon.

Tailor—Thought I'd met some cheeky customers, but—
Shoemaker—What now?
Tailor—I've had to press these trousers four times and they are not even paid for.
Shoemaker—That's nothing. I went to collect a bill for a pair of boots yesterday and the fellow kicked me out with them.

It is interesting to note that the new man has already begun to criticize the manners of the new woman and to suggest things she should do or leave undone. The old man contented himself with a grumbling protest against big hats at the theater. No one took any notice of his complaints, and he left women to their own devices without further suggestions from him. The new man has been saying that women ought to keep to the same code of manners they have demanded of men, that an able-bodied woman who can wheel her fifty miles a day on a bike ought to get up and give her seat in the street car to a tired little man who has been slaving behind the ribbon counter all day. Furthermore, he says that women should take their hats off in the elevators, as that is one point of etiquette they have strenuously insisted upon being observed by men. In case this should be demanded by men, it will be necessary for a kind of postscript to be tacked on to the day. No eight-hour law can be enforced when women have to stop to take off their hats and veils every time they go up and down in an elevator. It is safe to assert that no man who has ever waited while a woman arranged her veil before a mirror will want her to put on her hat any oftener than is necessary.

As a rule, it is only scorchers who use toeclips, but some conservative riders who have tried them assert that there is a decided advantage in having a machine equipped with them, and that the slight additional weight is more than counterbalanced. Of course, a rider who has provided himself with toeclips may use them or not, as he chooses. It is contended that the advantage in them for the average rider lies in the fact that he is easily able to exert more power going up hill, and also that he can apply much more force in back-peddalling going down hill.

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THE PEDDLER A NUISANCE.

Written for the TRADESMAN.

Many of the accidents of fortune are responsible for the production of the members of the peddling fraternity. Perhaps it would be more accurate to say of misfortune, for, generally, the circumstances are not favorable to the development of the best of the mental, moral or physical in those selected by circumstances for this profession. It would require long and patient investigation to determine the origin of all the nomadic traders, but it is easy to conjecture, from their nationality and general characteristics, that unfavorable social conditions in the cities of the Old World are responsible for the production of a considerable proportion. Another large contingent is the product of similar conditions in our own cities, and a few, comparatively, are those incapacitated by some physical misfortune for the life of a common laborer. Many are actuated, in their selection of work, by the same spirit that produces the armies of tramps continually infesting the country, and in moral status these are little, if any, superior to the average of that fraternity.

A considerable element in the production of peddlers through the unfavorable conditions of our own cities is the school of the newsboy and bootblack. Many of these, coming from the very lowest classes, learn to live by street vending; and their mental capacity, determined largely by hereditary conditions, is not sufficient to rise above that vocation.

Coming from such conditions, it is not the fault of the peddling community that it is not representative of that which is best in gentlemanly politeness and cleanliness, or of the most exact moral rectitude. In this, as in all spheres of life, the development of those particular qualities which contribute to the success of that particular career determines those who continue therein. In the mental and moral limitations of the peddler the qualities developed are more in the direction of cunning and shrewd address than in the broader and more liberal qualities. Thus, the most successful peddler is the one who has acquired the greatest knowledge of human nature and developed to the greatest extent the power of influencing purchasers by persuasion. It is in this particular direction that the most annoying and dangerous characteristics manifest themselves. The first business of the peddler is to "size up" his victim and make up his mind as to the best way of securing his object. When he recognizes a strong, self-assured individual, he puts on the most gentlemanly simulation he can command and frequently makes his retreat without any great effort to sell. When he finds one of less assured poise, his effort is more aggressive and more persistent. Thus he gauges his power, retreating from the strongest and exercising over the weakest a control similar to that of the hypnotist, frequently desisting just in season to save himself from serious consequences of his impudence. He has learned to depend largely on the unwillingness of his victims to make their foolish yielding to his swindling overtures known, for immunity; and yet we see frequent instances in the press where the swindle is too outrageous to be suppressed.

There may be some peddlers who are honest, deserving men; but, as a class, he is to be accounted a nuisance. His origin in the slums of Italy or of the

cities of other parts of Europe, or the slums of the larger towns of our own country, precludes the possibility of his being other than the dispenser of disease and filth.

In the present facilities of trade there is no economic excuse for his existence in most communities. Just how to abate the nuisance is a question not easy to be answered. There are possibilities, however, in this direction. Perhaps the most effectual, after that of the general spread of intelligence, is the proper regulation by a license system. This should be made the concern of every merchant whose territory is subject to their invasions.

W. N. FULLER.

SAFETY OF OCEAN TRAVEL.

The numerous maritime disasters reported last year made a most profound impression on the public mind; hence it is not surprising that fears were excited that the precautions taken by steamship owners were not sufficient to insure the safety of passengers and crews.

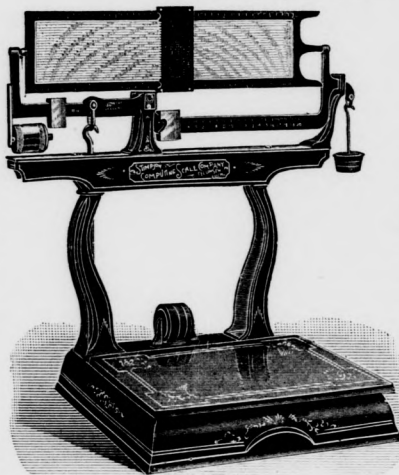
An inquiry was recently made by the House of Representatives as to whether the present provisions for the safety of passengers in ocean travel were adequate and were strictly enforced. In reply to an inquiry on the subject the Treasury Department has submitted to Congress a report of the Supervising Inspector of Steam Vessels, to the effect that the present law is entirely adequate, and, as far as the records show, has been carefully carried out.

"The records of American ocean steamers," says the Inspector, "fail to show a single case of loss of life through lack of equipments required by law, except in cases where such equipments have been lost or rendered useless at the time of the disaster." In view of the fact, as shown by experience, that in case of danger to the ship arising from a heavy gale of wind, lifeboats and rafts would be swept overboard long before the ship itself could suffer, the Inspector does not recommend legislation to restrict vessels to the carriage of only so many persons, passengers and crew as shall equal the carrying capacity of the lifeboats and rafts they can practically make available. He submits, for the information of timid persons, a statement from official records showing that, as a rule, life is safer to-day on an ocean steamer than when traveling by railroad or any other method of locomotion, even safer than is pedestrian travel in large cities.

Every housekeeper has envied the people who live in the natural gas country and who had only to press the button, so to speak, to have all the light and heat they wanted. It seems, however, that there are drawbacks even to this, as at times the wells cease to flow. On Monday last, while the blizzard was raging over Illinois, two of the three gas wells which supply fuel to people of Heyworth, twelve miles south of Bloomington, suddenly ceased to flow. The town was almost destitute of coal and wood, and the roads impassable, while a great many people had no stoves suitable for solid fuel if they had it. The result was much inconvenience and no little suffering. The stoppage of the flow was caused by obstruction caused by water and gravel.

STENCILS.

Detroit
RUBBER STAMP
Company.
99 Griswold street.

STIMPSON
COMPUTING SCALES

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

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

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

SKEELS & BUITENDORP,
45 Fountain St.

Grand Rapids, Mich., Jan. 2nd, 1896.

Stimpson Computing Scale Co., Tecumseh, Mich.

Gentlemen:— We find the scale perfect and are well satisfied with it. You can refer to us whenever you wish to. We claim that the scale will pay for itself in three months.

Yours truly,
SKEELS & BUITENDORP.

JUST RIDDEN THE GOAT.

VESTA Was the
Candidate.

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

Admitted because she is Queen.

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

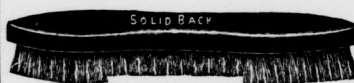
Free samples supplied.

Ask your jobber for it or write to

La Besta Manufacturing Co.,

TECUMSEH, MICH.

We make the famous LA BESTA Washing Powder.



Grand Rapids
...Brush Co.

MANUFACTURERS OF

BRUSHES

Our Goods are sold by all Michigan Jobbing Houses.

GRAND RAPIDS, MICH.



Are There Cobwebs on Your Ceiling?

We make a Wall or Ceiling Duster which can't be beat in either quality or price—good material, good workmanship.

Send for Catalogue.

MICHIGAN BRUSH CO.,

Grand Rapids, Mich.

Major's Cement

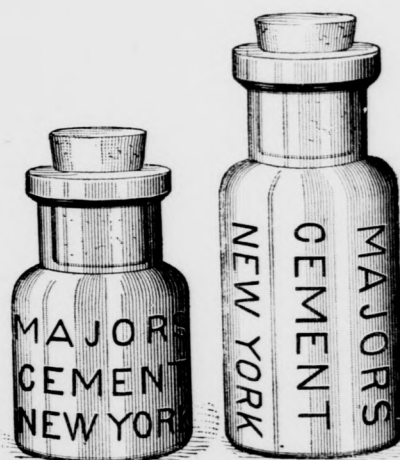
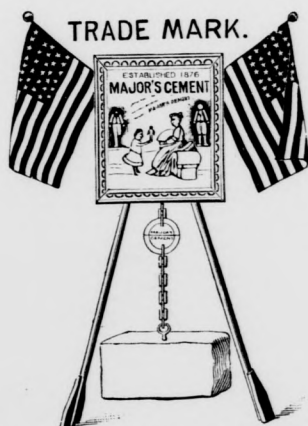
ESTABLISHED 1876. REGISTERED TRADE MARK No. 17,570.

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



A. MAJOR.

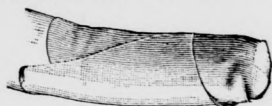
For Repairing China, Glassware, Furniture,
Meerscham, Vases, Books, Leather
Belting, Tipping Billiard
Cues, etc.



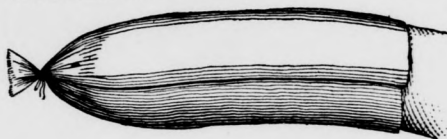
Price 15c. and 25c. per Bottle.

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

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



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



PRICE LIST.

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

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

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

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

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



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

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

Getting the People

A Collection of Good Things for Advertisers.

Miller Purvis in Printer's Ink.

In Springfield, Ill., is a pretty good window display. It was the day before Lincoln's birthday, which is a legal holiday in this State. In the window was a large oak log, split open and with wedges in the split. At the back was a large portrait of Lincoln, on which was this legend: "Lincoln was a rail-splitter, we are price-splitters." Every article in the window was adorned with a wedge-shaped tag, on which the "split price" was marked. Very few people passed the window without looking at the display, and most of them made some remark. This was good advertising.

The big Chicago stores are very quick to take advantage of the state of the weather and mold their ads. accordingly. To-day, with a blizzard blowing, the windows are full of warm and comfortable garments, where only a few days ago, when the weather was spring-like, they were filled with enticing suggestions that spring was at hand.

A clothing firm has been conducting a bicycle race in one of its show windows. The wheel is arranged with an indicator to show how far it would have gone if it had been traveling over the ground, and it has taken two policemen to keep open a passage along that street.

A Chicago store has a placard in the window which says: "We always sell at a profit, and cheapest because we buy cheapest." This sounds logical and, whether it is the truth or not, is better than claiming to sell at less than cost, which is rarely a truthful statement.

On a blacksmith shop at Lapeer is a sign reading as follows: "William Morris, Horseshoer and Veterinary Surgeon. No Pay, No Cure." Experience, perhaps, has made William tired of the credit system.

On the outskirts of Detroit the farmer driving toward the city may notice on a tavern a sign with letters a foot high announcing "Free Drinks." If he is not in too great a hurry to get inside the house, a closer examination will reveal to him that the sign reads:

FREE DRINKS
FOR HORSES.

Advertising has become, in these latter days, a science, and a science that has received each year increasing attention. Men are in business for business, and advertising brings it; so everybody is advertising, and naturally everybody is studying the subject.

John Chester in Printer's Ink.

An East Side tailor has a sign in his window which reads as follows:

"Dying neatly done, also repairing." It might pay an undertaker to settle in that neighborhood, or even a tragic actor could take lessons in "dying neatly." An East New York saloon-keeper has this novel sign right out on the sidewalk in front of his store:

"Pee Supe for Free Lunsh." This is something akin to the sign outside a carpenter shop:

"Dores and winders maid to order anywhere."

It is said that as you step from a certain depot in Dakota you are confronted on all sides with these signs:

"Divorces promptly obtained. No trouble." Small fees. Apply at office of—.

One of New York's millionaires keeps a couple of bull dogs in his back yard, and over their kennel he has the following significant sign: "Burglars wanted."

A method of advertising by posters is much in vogue in Hillsdale, Mich. It consists of a signboard with an attractive design at the top and a legend similar to this: "Two miles to the Corner Grocery, —, Mich." These boards are posted at intervals of a mile

along the roads leading into town, and are at once a mile-post and an ad. On this account they are read far more often than the ordinary fence ad. and keep the store named constantly before the mind of the traveler.

A French confectioner, proud of his English, and wishing to let patrons know that their wants should be attended to at once, without any delay, put out the sign: "Short Weights Here."

The Watchman and the Labor Problem.

A remarkable instance of misdirected skill was discovered recently by the owner of a large factory. The watchman, whose duty it was to patrol the building during the night, was equipped with a patent watchman's clock to check his movements and let his employers know how he performed his duty.

There are many different styles of watchman's clocks. The one in question, however, consisted of a small clock strapped to the man's body and having a number of keys kept at various separate stations throughout the building. In his rounds the man was supposed to insert a key at each station, and the clock would automatically record the hour and minute when the record was made. The keys were of different shapes, and were chained to their respective stations.

During the silent watches of many nights the man devoted considerable thought to inventing some scheme for beating the clock, and finally he hit upon the device of a skeleton key that would answer for all the stations.

Night after night he sat and smoked in the little sentry box on the ground floor, using the skeleton key at the proper hours, and all went well.

The regularity of the records, however, was such that the firm suspected that something was wrong, so they took away his clock and gave him a pedometer instead. Then they thought they could tell just how far he had walked during the night, knowing the distance to be covered, and could detect any lapse on his part to a nicety.

The pedometer troubled the watchman greatly, because it was hermetically sealed, and he found himself unable to tamper with it. So he made his rounds like a man, but he kept thinking.

One night, while he was passing through the engineroom where the small night pump was at work, filling the big tank on the roof, an inspiration came.

He tested the scheme and it worked.

The rest of the night he spent in the engine room mentally patting himself on the back and marveling at the ingenuity of his brain. The next night he brought down his old pipe and a new bottle of whisky to celebrate the event.

It was warm in the engine room, and toward morning he fell asleep. He was found there by the engineer, who exhibited the snoring watchman to a member of the firm. He was sprawled, unconscious of everything, in the engineer's chair. His pipe and the empty bottle were beside him on the floor, and the pedometer was securely tied to the piston rod of the pump, marking off the miles at the rate of four an hour. According to the record he had walked thirty-two and one half miles.

How It Impressed the Boy.

The old gentleman was impressive as he looked at his son and heir over the top of his paper and said:

"There is a lesson for you in the story of a spendthrift that I have just been reading."

"What did he do?" asked the boy carelessly.

"He received an inheritance of \$50,000 and it took him just two years to get rid of every cent of it and land in the street."

"So long as that!" exclaimed the boy contemptuously. "Pooh! He wasn't much of a fellow, was he?"

*Sales are often ruined by overmuch talk.

IMITATION

Is the sincerest flattery. There are numerous brands of "Suits" and "Lines" on the market, all claimed to be "as good as Lard." The claim that these substitutes are "as good as Lard" is an admission that Lard is the standard. Every good housewife, baker or caterer prefers the pure article, and it is only a question of price that will sway them from its use. Our APEX and EXCELSIOR brands are pure and the prices are within the reach of all.

Hammond, Standish & Co.,
DETROIT, MICH.

Offices at 20th St. and M. C. R. R.
Direct wire Postal Telegraph Co.

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.

ESTABLISHED 1876.

FIELD SEEDS

We carry Largest Stock Highest Grades Field Seeds in Western Michigan. Prices to meet the markets.

MOSELEY BROS.,

26, 28, 30, 32 Ottawa St., Grand Rapids, Mich.

Wholesale Beans, Seeds, Potatoes, Fruits.

Seasonable Goods

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

—Send in your orders to ensure choice selections.—

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

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.

USE JENNINGS' FLAVORING EXTRACTS

SEE QUOTATIONS.

Oysters

FAMOUS WOLVERINE BRAND

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

OSCAR ALLYN,
106 Canal St. Phone 1001

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.

Take pains to study your trade and you will likely always attain good results.

Avoid the social drink. It will save your own future and will lose you no customers.

To secure the loyalty of a customer to the firm he represents is one of the chief objects of the traveling salesman.

Wit, wisdom, oratory all sit down when price and quality speak in selling goods. Price and quality are great convincers and invincible salesmen.

Many persons are plodding along as so-called commercial travelers, but they have neither talent nor acquired fitness for the calling, and hence anything like success is next to impossible for them on the road.

Good humor is an excellent quality for salesmen to cultivate. A frown, an impertinent expression, or exhibition of incivility has lost many a customer and has created a prejudice against the house that is found hard to overcome.

C. E. LeRoy, who has been traveling salesman for the Swinton, Reynolds & Cooper Co., of Saginaw, E. S., for the past thirteen years, will shortly remove to Tonawanda, N. Y., where he will engage in the stationery and news business.

A claim of misrepresentation by a customer to the firm is usually proof of an unsatisfactory sale. Never misrep-

resent. Even though you make a sale through misrepresentation, you have surely lost a customer and your house his patronage.

Another death has occurred in the ranks of the Michigan Knights of the Grip—W. M. Patton, of Chicago, who passed away at the Elgin Asylum last Friday. This is the fourth death which has occurred thus far this year, the others being J. T. Avery, Fred S. Clark and Wm. Tracy.

Guy P. Smith, who has covered the Pentwater branch and the C. & W. M., south, for several years for the Ball-Barnhart-Putman Co., is succeeded by Herbert B. Rice, who has been identified with the house for the past four years in the capacities of shipping clerk and office salesman.

When a firm engages the services of a traveling salesman and he agrees to work for it, he enters into a contract to further every interest of his employer to the best of his ability. Hence he should do his work in no slipshod manner, nor try to get through with it the easiest way possible without regard to where the boss is coming out.

E. K. Bennett, proprietor of the New Grand, at Lansing, has accepted an offer from the Hamilton Watch Co., of Lancaster, Penn., to represent its line of watch movements in Michigan, Indiana and Illinois. Mr. Bennett expects to see his customers every 60 days. He has engaged B. W. Wilson to take charge of his hotel in his absence.

Wm. B. Collins, for the past fourteen years identified with the crockery establishment of H. Leonard & Sons, has severed his connection with that house to take the position of traveling representative for Burley & Terryell, of Chi-

cago. His territory will comprise the principal cities of Michigan and Indiana. Mr. Collins is an indefatigable worker and will, undoubtedly, achieve success in his new connection.

Post C (Detroit), Michigan Knights of the Grip, held its regular meeting Saturday evening, Feb. 20. After the regular order of business was disposed of, the subject of inviting the Michigan Knights of the Grip to hold its annual convention in Detroit this year was discussed, resulting in the unanimous consent of the forty-five members present to instruct our representative, John R. Wood, to invite the Michigan Knights of the Grip, through the Board of Directors, to hold the convention there. The social features of the evening consisted of recitations and music, winding up with "tripping the light fantastic" until 11:30.

American Artisan: The State Food Commissioner of Michigan is going hammer and tongs after an enterprising Michigander who is making a substitute for coffee, on the ground that he is making too much profit, as his goods cost one-third of a cent per package to manufacture and sell at 25 cents. 7,500 per cent. profit is not bad, is it? Thus does the repellent hand of harsh officialism crush enterprise in the bud. Our principal feeling, on learning this interesting fact, is not so much sorrow for overthrown cleverness or commendation of official zeal as it is deep, heartfelt and sorrowful sympathy for the poor suffering traveling men who have to put up with the accommodations of hotels in the smaller Michigan cities. We know now why Michigan drummers so often turn ashen pale on beholding the delicious Mocha or the tranquilizing Rio.

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.

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.

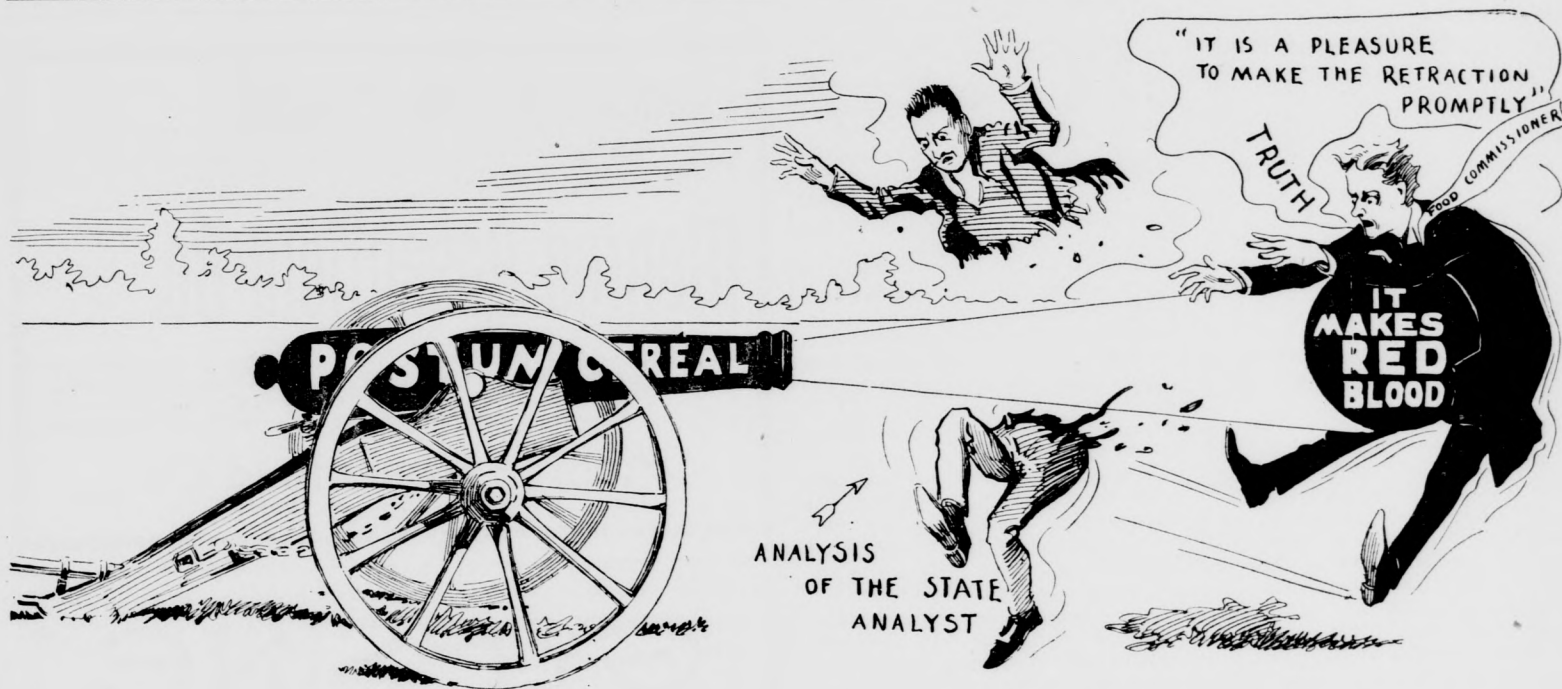
Rates \$1 and \$1.25 per day.

Best House in the State
for the Money.

E. FULLERTON & CO., Props.

THE NEW GRAND.

If experience and observation count for anything, the man who has traveled on the road for fifteen consecutive years ought to be an authority on hotel keeping, and the manner in which E. K. Bennett is conducting the New Grand, at Lansing, plainly discloses that he utilizes to excellent advantage the experience gained during his long career as a traveling salesman. Mr. Bennett cordially invites "the boys" who visit Lansing to place their autographs on his register.



"Didn't Know It was Loaded"

The Food Commissioner attacked Postum Cereal, the grain coffee, because of the selling price as compared with its cost. It was shown to be pure and unadulterated.

The Commissioner now makes a public retraction at some length, in which he recites: "In making this statement, no account was taken of the cost of manufacture, or the skill and knowledge required in its preparation, and many other items of expense necessary to advertise and put the same upon the market."

His report states that **Postum Cereal Shows 51 per cent. of food value.** If any breakfast beverage on earth has one-half that amount of nourishment, the Commissioner fails to name it. The facts are that Postum Cereal costs the consumer one-fourth of a cent per cup, while berry coffee costs three-fourths of a cent per cup. A great many people cannot drink common coffee, and to such the Postum Cereal coffee is a priceless boon, being pure, nourishing and digestible.

All Merchants Will be Protected

In the sale of the genuine Postum Cereal, packages having the red seals.

POSTUM CEREAL CO.,

(LIMITED)

Battle Creek, Mich.

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, W. M. DUPONT, Detroit.
Executive Committee—F. J. WURZBURG, Grand Rapids;
F. D. STEVENS, Detroit; H. G. COLMAN, Kalamazoo;
E. T. WEBB, Jackson; D. M. RUSSELL, Grand Rapids.

The Drug Market.

Acetanilid—The market has remained quiet under a light consuming demand with prices fairly steady.

Acids—Jobbing quantities of the various leading descriptions have continued to move freely into consuming channels at steady prices, but the general market remains without new feature of more than ordinary interest.

Alcohol—Grain has continued to meet with an average demand for consumption, with prices ruling steady on the old basis. Wood is in good steady request and firm.

Arsenic—Powdered white continues strong.

Balsams—Continued jobbing activity is noted in Copaiba, chiefly Central America, with prices steady, but other varieties have ruled rather quiet, with only small lots moving and values are nominally unchanged.

Beans—Tonka are unchanged and without new feature, prime Angostura ruling firm. Vanilla continue to move freely on consuming orders, with values firm for all varieties.

Cacao Butter—Business continues of moderate volume, with prices steady.

Caffeine—The market continues irregular, with dealers quoting less than first hands.

Cascara Sagrada—There is a good demand for both round lots and jobbing parcels, mainly for consumption, and prices continue firm.

Cassia Buds—Jobbing orders continue to absorb a fair amount of stock and quotations for prime quality remain steady.

Cocaine—The volume of business continues of limited proportions, but there is no quotable change in prices, which remain nominally steady.

Cod Liver Oil—The market is in a very disturbed condition and, while small jobbing orders are being filled at old prices, advanced figures are asked for large quantities. It is claimed that the spot stock is very much reduced and that efforts are being made to keep values down until recent cheap sellers can replace. The position of the article abroad is said to warrant an advance here. The official report of the Norwegian government concerning the result of the catch up to March 1 is expected this week, and is looked forward to with a great deal of interest. It is anticipated that the report will be very unfavorable.

Colocynth Apples—The recent advance in prices of Trieste is firmly maintained.

Cream Tartar—Is moving steadily on orders from the consuming trade.

Cuttle Fish Bone—The market is

steady under a good demand for consumption.

Essential Oils—The jobbing movement has continued fair, but there are no large sales to report. A slightly easier feeling is noted in bitter almonds, while sweet is firmer in sympathy with an advance abroad equivalent to 3c per pound. Anise is easier and cassia has declined; both are due to freer offerings from China at lower figures. Other descriptions are without new feature of interest.

Opium—Advices from primary sources indicating a steady advancing tendency, has a stimulating effect on values here. Stocks here are now believed to be fairly concentrated and any further improvement abroad would probably meet with a ready response on this side, but some are yet skeptical and consider the market "top-heavy," claiming that the spring sowings may replace the loss occasioned by the damage to autumn and winter sowings. There has been very little business for consumption, most of the recent purchases having been made by dealers. The recent fate of the proposed tariff bill is looked upon as a factor that may weaken the primary market.

Flowers—The firmness in insect is maintained under a continued brisk consuming demand and strong markets abroad. Arnica and chamomile are both selling fairly in a jobbing way, but without change in values. The position of American saffron is about the same as heretofore noted.

Glycerine—Is finding a steady outlet for consumption and values continue firm.

Gums—There is a fairly active demand for asafetida with prices unchanged and steady, the ample available stocks preventing any important fluctuations. Camphor continues firm with a good demand; buyers are yet endeavoring to make contracts but without much success. Kino is very unsettled and irregular.

Leaves—There have been some arrivals of short buchu, and with the market better supplied, the tone is somewhat easier. Senna are in a fair seasonable request and generally steady.

Mercurial Preparations—Manufacturers have reduced their quotations 3 cents per lb.

Morphine—The tone of the market continues to harden under the influence of the advance in opium and holders are indifferent sellers.

Quicksilver—The inquiry is limited and the market is quiet.

Quinine—The market has continued active under a steady demand from the consuming trade and quotations from second hands are firm. Manufacturers and agents of foreign makers continue to find a good consuming outlet.

Roots—Ipecac is in better demand. Jalap continues weak and unsettled. Jamaica ginger is coming in very slowly and the market is yet bare of desirable goods, the arrivals thus far being very poor. Mexican sarsaparilla is unchanged in price and the only feature of interest is an arrival of 35 bales, which was sold to dealers. Orris is a shade easier. Gentian shows increasing strength and prices have been further advanced.

Seeds—Only a small jobbing trade is reported in the different varieties of canary and the market is inclined to be heavy, but former quotations are yet current. Dutch caraway is slightly firmer, owing to improved conditions abroad. Celery is unchanged and fair

jobbing sales are reported. Coriander has met with a good seasonable demand, but the market is still somewhat unsettled, and natural has declined. Russian hemp is steady. There has been a very good demand for both yellow and brown mustard, principally the latter. Cummin is in active demand for export and steady.

Silver Nitrate—Owing to the higher cost of the metal, manufacturers have advanced their quotations 1c per ounce.

Spermaceti—Is unchanged and without new feature, the market remaining quiet.

Sponges—All primary market continue strong and the only new feature of interest is a report from Key West that the fishermen are not going out owing to the muddy condition of the water, due to recent storms. The local market is decidedly firm in tone and a fairly good jobbing business is reported in desirable grades at full prices.

Sugar of Milk—The market is better supplied and all orders are being filled promptly, but the undertone continues firm and quotations are maintained.

Wax—The demand for Japan has continued active and a good business is reported. Beeswax is steadily held.

Feminine Philosophy.

Husband—Do you think it saves you anything to have a running account at that grocery store?

Wife—I know it does. You can't imagine the amount of time it saves me. Why, I never have to stop to ask the price of anything I wish to purchase!

Dealers ought to manage somehow to find time to learn those things which will aid in the work of securing new customers and holding the patronage of old ones.

The Drug Clerk Could Read It.

From the Chicago Ledger.

They were standing on the street corner not many nights ago. One of them had just received a telegram and he was making a great effort to read it. He tried it for several minutes and then handed it to his friend with an air of distrust.

The second individual gave it up after struggling with it a quarter of an hour.

"I never saw anything to beat that," he remarked, as he handed the message back, "and I've seen some pretty bad writing in my time, too."

"Well, I can't read it; and I'd like to know what it says badly."

"Let me see. Ah, I have it. Drug clerks can read most any kind of writing. Let us go and see."

They went to the nearest pharmacy and handed the message to the prescription clerk. Before an explanation could be made, he darted to the rear of the shop and disappeared behind a screen.

After an absence of fifteen minutes, during which time both men had grown very restless, the clerk appeared and, as he handed a bottle to one of the men, he said:

"Sixty cents, please."

Rather stunned for a while, the man opened the package and read on the label:

"One teaspoonful to be taken three times every hour."

When an explanation was made the clerk set up the soda water.

The dealer who hasn't time to carefully look over his stock now and then and keep a fresh supply of the goods his customers want, without waiting until certain lines are completely exhausted, hasn't time to be in business.

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

Leaders of Low Prices!

Such has always been the reputation of every house with which I have been connected, and such will be the reputation of the

Monroe Rosenfield Co.

under my management. We have the largest and most complete line of notions and fancy goods ever shown in the State and guarantee all goods first class in every respect. Wide-awake merchants cannot afford to pass our line. Write for Catalogue.

Monroe Rosenfield Co.,
178 Jefferson Ave., DETROIT.

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.

Advanced—Gum Opium, Powdered Opium, Paris Green.

Declined—Mercurials.

Acidum		Conium Mac.		Sella Co.	
Aceticum.....	80¢ 10	35¢ 65	80¢ 90	50	50
Benzoic, German	75¢ 80	1 50¢ 1 60	1 50¢ 1 60	50	50
Boric.....	15	1 20¢ 1 30	1 20¢ 1 30	50	50
Carbonic.....	26¢ 36	1 20¢ 1 30	1 20¢ 1 30	50	50
Citricum.....	46¢ 46	1 50¢ 1 60	1 50¢ 1 60	50	50
Hydrochloric.....	36¢ 5	1 50¢ 1 60	1 50¢ 1 60	50	50
Nitrosum.....	10¢ 12	1 25¢ 1 40	1 25¢ 1 40	50	50
Oxalicum.....	10¢ 15	1 50¢ 2 00	1 50¢ 2 00	50	50
Phosphoric, dil.	55¢ 65	1 30¢ 1 50	1 30¢ 1 50	50	50
Salicylicum.....	13¢ 15	2 25¢ 3 00	2 25¢ 3 00	50	50
Sulphuric.....	1 40¢ 1 60	2 45¢ 2 75	2 45¢ 2 75	50	50
Tartaric.....	38¢ 40	2 00¢ 2 10	2 00¢ 2 10	50	50
Ammonia		Olive, ounce.		Capsicum	
Aqua, 16 deg.....	46¢ 6	75¢ 3 00	75¢ 3 00	50	50
Aqua, 20 deg.....	66¢ 8	Piceis Liquida, gal.	91¢ 96	50	50
Carbonas.....	12¢ 14	Piceis Liquida, gal.	91¢ 96	50	50
Chloridum.....	12¢ 14	Rosmarini.....	1 00	50	50
Aniline		Rose, ounce.....	6 50¢ 8 50	50	50
Black.....	2 00¢ 2 25	Succini.....	40¢ 45	50	50
Brown.....	80¢ 1 00	Sabina.....	90¢ 1 00	50	50
Red.....	45¢ 50	Santal.....	2 50¢ 7 00	50	50
Yellow.....	2 50¢ 3 00	Sassafras.....	50¢ 55	50	50
Bacca.		Sinapis, ess., ounce.	1 00	50	50
Cubææ..... po. 18	13¢ 15	Thymæ.....	40¢ 50	50	50
Juniperus.....	6¢ 8	Thymæ, opt.....	1 60	50	50
Xanthoxylum.....	25¢ 30	Theobromas.....	15¢ 20	50	50
Balsamum		Potassium		Radix	
Copaiba.....	45¢ 50	Bi-Barb.....	15¢ 18	20¢ 25	20¢ 25
Peru.....	40¢ 45	Bichromate.....	13¢ 15	22¢ 25	22¢ 25
Terebinthina.....	40¢ 45	Bromide.....	45¢ 48	12¢ 15	12¢ 15
Tolutan.....	75¢ 80	Chlorate.....	10¢ 18	20¢ 25	20¢ 25
Cortex		Cyanide.....	50¢ 55	8¢ 10	8¢ 10
Abies, Canadian.....	18	Iodide.....	2 90¢ 3 00	16¢ 18	16¢ 18
Cassia.....	12	Potassa, Bitart, pure	32¢ 35	30¢ 35	30¢ 35
Cinchona Flava.....	18	Potassa, Bitart, com	30¢ 35	30¢ 35	30¢ 35
Euonymus atropurp	20	Potass Nitras, opt.	80¢ 90	30¢ 35	30¢ 35
Myrica Cerifera, po.	12	Potass Nitras.....	70¢ 90	30¢ 35	30¢ 35
Prunus Virginiana.....	12	Prussiate.....	25¢ 28	30¢ 35	30¢ 35
Quillaja, gr'd.....	10	Sulphate po.....	15¢ 18	30¢ 35	30¢ 35
Sassafras.....	12	Semen		30¢ 35	30¢ 35
Ulmus..... po. 15, gr'd	15	Anisum..... po. 20	14¢ 16	30¢ 35	30¢ 35
Extractum		Aplum (graveleous)	4¢ 6	30¢ 35	30¢ 35
Glycyrrhiza Glabra.....	24¢ 25	Bird, Is.....	10¢ 12	30¢ 35	30¢ 35
Glycyrrhiza, po.....	28¢ 30	Cardamom.....	1 00¢ 1 25	30¢ 35	30¢ 35
Hæmatox, 15 lb box.	11¢ 12	Coriandrum.....	8¢ 10	30¢ 35	30¢ 35
Hæmatox, 1 lb box.	13¢ 14	Cannabis Sativa.....	3½¢ 4	30¢ 35	30¢ 35
Hæmatox, ½ lb box.	14¢ 15	Cydonium.....	75¢ 1 00	30¢ 35	30¢ 35
Hæmatox, ¼ lb box.	16¢ 17	Chenopodium.....	10¢ 12	30¢ 35	30¢ 35
Ferra		Dipterix Odorata.....	2 90¢ 3 00	30¢ 35	30¢ 35
Carbonate Precip.....	2	Feniculum.....	15¢ 18	30¢ 35	30¢ 35
Citrate and Quinia.....	20	Fenugreek, po.....	6¢ 8	30¢ 35	30¢ 35
Citrate Soluble.....	20	Lini, gr'd..... bbl. 2½	3½¢ 4	30¢ 35	30¢ 35
Ferrocyanidum Sol.	50	Lobelia.....	35¢ 40	30¢ 35	30¢ 35
Solut. Chloride.....	2	Pharlaris Canarian.	3½¢ 4	30¢ 35	30¢ 35
Sulphate, com'l, by	35	Rapum.....	4½¢ 5	30¢ 35	30¢ 35
bbl, per cwt.....	7	Sinapis Albu.....	7¢ 8	30¢ 35	30¢ 35
Sulphate, pure.....	7	Sinapis Nigra.....	11¢ 12	30¢ 35	30¢ 35
Flora		Spiritus		30¢ 35	30¢ 35
Arnica.....	12¢ 14	Frumentum, W. D. Co.	2 00¢ 2 50	30¢ 35	30¢ 35
Anthemis.....	18¢ 25	Frumentum, D. F. R.	2 00¢ 2 50	30¢ 35	30¢ 35
Matricaria.....	18¢ 25	Frumentum.....	1 25¢ 1 50	30¢ 35	30¢ 35
Folia		Juniperis Co. O. T.	1 50¢ 2 00	30¢ 35	30¢ 35
Barosma.....	20¢ 30	Juniperis.....	1 75¢ 2 10	30¢ 35	30¢ 35
Cassia Acutifol, Tin-	18¢ 25	Saccharum N. E.	1 90¢ 2 10	30¢ 35	30¢ 35
nevelly.....	18¢ 25	Spt. Vini Galli.....	1 75¢ 2 10	30¢ 35	30¢ 35
Cassia Acutifol, Alx.	25¢ 30	Vini Oporto.....	1 25¢ 2 00	30¢ 35	30¢ 35
Salvia officinalis, ¼s	13¢ 20	Vini Alba.....	1 25¢ 2 00	30¢ 35	30¢ 35
and ½s.....	8¢ 10	Sponges		30¢ 35	30¢ 35
Ura Ursi.....	8¢ 10	Florida sheeps' wool	2 50¢ 2 75	30¢ 35	30¢ 35
Gummi		Nassau sheeps' wool	2 50¢ 2 75	30¢ 35	30¢ 35
Acacia, 1st picked.....	40	Velvet extra sheeps'	2 50¢ 2 75	30¢ 35	30¢ 35
Acacia, 2d picked.....	40	wool, carriage.....	2 50¢ 2 75	30¢ 35	30¢ 35
Acacia, 3d picked.....	40	Extra yellow sheeps'	2 50¢ 2 75	30¢ 35	30¢ 35
Acacia, sifted sorts.	40	wool, carriage.....	2 50¢ 2 75	30¢ 35	30¢ 35
Acacia, po.....	60¢ 80	Grass sheeps' wool,	2 50¢ 2 75	30¢ 35	30¢ 35
Aloe, Barb. po. 20-28	14¢ 18	carriage.....	2 50¢ 2 75	30¢ 35	30¢ 35
Aloe, Cape..... po. 15	14¢ 18	Hard, for slate use.	2 50¢ 2 75	30¢ 35	30¢ 35
Aloe, Socotri..... po. 40	14¢ 18	Yellow Reef, for	2 50¢ 2 75	30¢ 35	30¢ 35
Ammoniac..... po. 30	14¢ 18	slate use.....	2 50¢ 2 75	30¢ 35	30¢ 35
Assafetida..... po. 30	14¢ 18	Syrups		30¢ 35	30¢ 35
Catechu, Is.....	14¢ 18	Acacia.....	2 50¢ 2 75	30¢ 35	30¢ 35
Catechu, ½s.....	14¢ 18	Aurant Cortes.....	2 50¢ 2 75	30¢ 35	30¢ 35
Catechu, ¼s.....	14¢ 18	Zingiber.....	2 50¢ 2 75	30¢ 35	30¢ 35
Camphore.....	65¢ 68	Ipecac.....	2 50¢ 2 75	30¢ 35	30¢ 35
Euphorbium..... po. 35	65¢ 68	Ferri Iod.....	2 50¢ 2 75	30¢ 35	30¢ 35
Galbanum.....	65¢ 68	Rhei Arom.....	2 50¢ 2 75	30¢ 35	30¢ 35
Gamboge po.....	65¢ 68	Smilax Officinalis.....	2 50¢ 2 75	30¢ 35	30¢ 35
Guaiaecum..... po. 35	65¢ 68	Senega.....	2 50¢ 2 75	30¢ 35	30¢ 35
Kino..... po. \$2.50	65¢ 68	Scilla.....	2 50¢ 2 75	30¢ 35	30¢ 35
Mastic.....	65¢ 68	Tinctures		30¢ 35	30¢ 35
Myrrh..... po. 45	65¢ 68	Aconitum Napellis R	2 50¢ 2 75	30¢ 35	30¢ 35
Opil..... po. \$3.10-3.30	65¢ 68	Aconitum Napellis F	2 50¢ 2 75	30¢ 35	30¢ 35
Shellac, bleached.....	40¢ 45	Aloe and Myrrh.....	2 50¢ 2 75	30¢ 35	30¢ 35
Tragacanth.....	50¢ 55	Arnica.....	2 50¢ 2 75	30¢ 35	30¢ 35
Herba		Assafetida.....	2 50¢ 2 75	30¢ 35	30¢ 35
Absinthium..... oz. pkg	25	Atrope Belladonna.....	2 50¢ 2 75	30¢ 35	30¢ 35
Eupatorium..... oz. pkg	25	Auranti Cortex.....	2 50¢ 2 75	30¢ 35	30¢ 35
Lobelia..... oz. pkg	25	Bergamini.....	2 50¢ 2 75	30¢ 35	30¢ 35
Majoram..... oz. pkg	25	Cajiputi.....	2 50¢ 2 75	30¢ 35	30¢ 35
Mentha Pip..... oz. pkg	25	Caryophylli.....	2 50¢ 2 75	30¢ 35	30¢ 35
Mentha Vir..... oz. pkg	25	Cedar.....	2 50¢ 2 75	30¢ 35	30¢ 35
Rue..... oz. pkg	25	Chenopadi.....	2 50¢ 2 75	30¢ 35	30¢ 35
Tanacetum Voz. pkg	25	Cinnamoni.....	2 50¢ 2 75	30¢ 35	30¢ 35
Thymus, V..... oz. pkg	25	Citronella.....	2 50¢ 2 75	30¢ 35	30¢ 35
Flagnesia.		Oleum		30¢ 35	30¢ 35
Calcined, Pat.....	55¢ 60	Absinthium.....	3 25¢ 3 50	30¢ 35	30¢ 35
Carbonate, Pat.....	20¢ 22	Amygdale, Dule.....	30¢ 50	30¢ 35	30¢ 35
Carbonate, K. & M.	20¢ 22	Amygdale, Amare.....	8 00¢ 8 25	30¢ 35	30¢ 35
Carbonate, Jennings	35¢ 36	Anisi.....	3 10¢ 3 20	30¢ 35	30¢ 35
Oleum		Auranti Cortex.....	2 30¢ 2 40	30¢ 35	30¢ 35
Absinthium.....	3 25¢ 3 50	Bergamini.....	3 00¢ 3 20	30¢ 35	30¢ 35
Amygdale, Dule.....	30¢ 50	Cajiputi.....	70¢ 75	30¢ 35	30¢ 35
Amygdale, Amare.....	8 00¢ 8 25	Caryophylli.....	60¢ 65	30¢ 35	30¢ 35
Anisi.....	3 10¢ 3 20	Cedar.....	2 00	30¢ 35	30¢ 35
Auranti Cortex.....	2 30¢ 2 40	Chenopadi.....	3 10¢ 3 20	30¢ 35	30¢ 35
Bergamini.....	3 00¢ 3 20	Cinnamoni.....	75¢ 80	30¢ 35	30¢ 35
Cajiputi.....	70¢ 75	Citronella.....	75¢ 80	30¢ 35	30¢ 35
Caryophylli.....	60¢ 65	Paints		30¢ 35	30¢ 35
Cedar.....	2 00	Red Venetian.....	1½¢ 2 00	30¢ 35	30¢ 35
Chenopadi.....	3 10¢ 3 20	Ochre, yellow Mars.....	1½¢ 2 00	30¢ 35	30¢ 35
Cinnamoni.....	75¢ 80	Ochre, yellow Ber.....	1½¢ 2 00	30¢ 35	30¢ 35
Citronella.....	75¢ 80	Putty, commercial.....	2½¢ 2½¢	30¢ 35	30¢ 35
Syrups		Putty, strictly pure.....	2½¢ 2½¢	30¢ 35	30¢ 35
Acacia.....	2 50¢ 2 75	Vermilion, Prime.....	13¢ 15	30¢ 35	30¢ 35
Aurant Cortes.....	2 50¢ 2 75	American.....	13¢ 15	30¢ 35	30¢ 35
Zingiber.....	2 50¢ 2 75	Vermilion, English.....	13¢ 15	30¢ 35	30¢ 35
Ipecac.....	2 50¢ 2 75	Green, Paris.....	15¢ 24	30¢ 35	30¢ 35
Ferri Iod.....	2 50¢ 2 75	Green, Peninsular.....	13¢ 16	30¢ 35	30¢ 35
Rhei Arom.....	2 50¢ 2 75	Lead, Red.....	5¼¢ 5¼¢	30¢ 35	30¢ 35
Smilax Officinalis.....	50¢ 60	Lead, white.....	5¼¢ 5¼¢	30¢ 35	30¢ 35
Senega.....	2 50¢ 2 75	Whiting, white Span.....	70	30¢ 35	30¢ 35
Scilla.....	2 50¢ 2 75	Whiting, gliders.....	70	30¢ 35	30¢ 35
Tinctures		White, Paris Amer.....	1 00	30¢ 35	30¢ 35
Aconitum Napellis R	2 50¢ 2 75	Whiting, Paris Eng.....	1 00	30¢ 35	30¢ 35
Aconitum Napellis F	2 50¢ 2 75	Universal Prepared.....	1 00¢ 1 15	30¢ 35	30¢ 35
Aloe and Myrrh.....	2 50¢ 2 75	Varnishes		30¢ 35	30¢ 35
Arnica.....	2 50¢ 2 75	No. 1 Turp Coach.....	1 10¢ 1 20	30¢ 35	30¢ 35
Assafetida.....	2 50¢ 2 75	Extra Turp.....	1 00¢ 1 10	30¢ 35	30¢ 35
Atrope Belladonna.....	2 50¢ 2 75	Coach Body.....	2 75¢ 3 00	30¢ 35	30¢ 35
Auranti Cortex.....	2 50¢ 2 75	No. 1 Turp Furi.....	1 00¢ 1 10	30¢ 35	30¢ 35
Bergamini.....	3 00¢ 3 20	Extra Turk Damar.....	1 55¢ 1 60	30¢ 35	30¢ 35
Cajiputi.....	70¢ 75	Jap. Dryer, No. 1 Turp	70¢ 75	30¢ 35	30¢ 35
Caryophylli.....	60¢ 65	Oils		30¢ 35	30¢ 35
Cedar.....	2 00	Whale, winter.....	70	30¢ 35	30¢ 35
Chenopadi.....	3 10¢ 3 20	Lard, extra.....	53 60	30¢ 35	30¢ 35
Cinnamoni.....	75¢ 80	Miscellaneous		30¢ 35	30¢ 35
Citronella.....	75¢ 80	Ether, Spts. Nit. 3 F	30¢ 35	30¢ 35	30¢ 35

Morphia, S.P. & W.....	1 75¢ 2 00	Sinapis.....	@ 18	Lard, No. 1.....	40 43
Morphia, S.N.Y. & Q.	1 65¢ 1 90	Sinapis, opt.....	@ 30	Linseed, pure raw.....	40 43
C. Co.....	1 65¢ 1 90	Snuff, Maccaboy, De	@ 34	Linseed, boiled.....	42 45
Moschus Canton.....	@ 40	Voies.....	@ 34	Neatsfoot, winter	65 79
Myristica, No. 1.....	65¢ 80	Snuff, Scotch, DeVo's	@ 34	strained.....	65 79
Nux Vomica..... po.20	@ 10	Soda Boras.....	7 @ 10	Spirits Turpentine.....	35 40
Os Sepia.....	15¢ 18	Soda Boras, po.....	7 @ 10		
Pepsin Saac, H. & P.	@ 1 00	Soda et Potass Tart.	26¢ 28	Paints	BBL. LB.
D. Co.....	* @ 1 00	Soda, Carb.....	1½¢ 2	Red Venetian.....	1¼ 2 @ 84
Picis Liq. N.N. ½ gal.	@ 2 00	Soda, BI-Carb.....	3¢ 5	Ochre, yellow Mars.....	1¼ 2 @ 84
doz.....	@ 2 00	Soda, Ash.....	3½¢ 4	Ochre, yellow Ber.....	1¼ 2 @ 84
Picis Liq. quarts.....	@ 1 00	Soda, Sulphas.....	@ 2	Putty, commercial.....	2¼ 2½¢ 63
Pil Hydrarg., pints.....	@ 85	Spts. Cologne.....	@ 2 60	Putty, strictly pure.....	2½ 2½¢ 63
Pil Hydrarg..... po. 80	@ 50	Spts. Ether Co.....	50¢ 55	Vermilion, Prime	13¢ 15
Piper Nigra..... po. 22	@ 18	Spts. Myrcia Dom.....	@ 2 00	American.....	13¢ 15
Piper Alba..... po. 35	@ 30	Spts. Vini Rect. bbl.	@ 2 49	Vermilion, English.....	70¢ 75
Pil Burgun.....	@ 7	Spts. Vini Rect. ½ bbl	@ 2 54	Green, Paris.....	15 @ 24
Plumbi Acet.....	10¢ 12	Spts. Vini Rect. 10gal	@ 2 57	Green, Peninsular.....	13¢ 16
Pulvis Ipecac et Opil	1 10¢ 1 20	Spts. Vini Rect. 5gal	@ 2 59	Lead, Red.....	5¼¢ 5½¢
Pyrethrum, boxes H.	@ 1 25	Less 5¢ gal. cash	@ 2 59	Lead, white.....	5¼¢ 5½¢
& P. D. Co., doz.....	@ 1 25	10 days.....	@ 2 59	Whiting, white Span.....	@ 90
Pyrethrum, pv.....	27¢ 30	Strychnia, Crystal.....	1 40¢ 1 45	Whiting, gliders.....	@ 90
Quassia.....	75	Sulphur, Subl.....	2½¢ 3	White, Paris Amer.....	@ 1 00
Quinia, S. P. & W.	37¢ 42	Sulphur, Roll.....	2¢ 2½	Whiting, Paris Eng.....	@ 1 00
Quinia, S. German.....	30¢ 40	Tamarinds.....	8¢ 10	cliff.....	@ 1 10
Quinia, N.Y.....	35¢ 40	Terebenth Venice.....	28¢ 30	Universal Prepared.....	1 00¢ 1 15
Rubia Tinctorum.....	12¢ 14	Theobroma.....	42¢ 45		
Saccharum Lactis pv	24¢ 26	Vanilla.....	9 00¢ 16 00	Varnishes	
Salacin.....	2 50¢ 2 60	Zinci Sulph.....	7¢ 8	No. 1 Turp Coach.....	1 10¢ 1 20
Sanguis Draconis.....	40¢ 50			Extra Turp.....	1 60¢ 1 70
Sapo, W.....	12¢ 14			Coach Body.....	2 75¢ 3 00
Sapo, M.....	10¢ 12			No. 1 Turp Furn.....	1 00¢ 1 10
Sapo, G.....	@ 15	Whale, winter.....	70 70	Extra Turp Damar.....	1 55¢ 1 60
Siedltz Mixture.....	20 @ 22	Lard, extra.....	53 60	Jap. Dryer, No.1Turp	70¢ 75
		Oils	BBL. GAL.		

GROCERY PRICE CURRENT.

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

AXLE GREASE.	
Aurora.....	doz. gross 55 6 00
Castor Oil.....	50 7 00
Diamond.....	50 5 50
Frazer's.....	75 9 00
IXL Golden, tin boxes.....	75 9 00
Mica.....	70 8 00
Paragon.....	55 6 00

BAKING POWDER.	
Absolute.....	45
1 lb cans doz.....	85
1 lb cans doz.....	1 50

Acme.	
1 lb cans 3 doz.....	45
1 lb cans 3 doz.....	75
1 lb cans 1 doz.....	1 00
Bulk.....	10

Artic.	
1 lb cans 6 doz case.....	55
1 lb cans 4 doz case.....	1 10
1 lb cans 2 doz case.....	2 00
5 lb case 1 doz case.....	9 00

JaXon.	
1 lb cans 4 doz case.....	45
1 lb cans 4 doz case.....	85
1 lb cans 2 doz case.....	1 60

Home.	
1 lb cans 4 doz case.....	35
1 lb cans 4 doz case.....	55
1 lb cans 2 doz case.....	90

Our Leader.	
1 lb cans.....	45
1 lb cans.....	75
1 lb cans.....	1 50

Red Star.	
1 lb cans.....	40
1 lb cans.....	75
1 lb cans.....	1 40

BATH BRICK.	
2 dozen in case.....	70
American.....	80
English.....	80

BLUING.	
Arctic 4 oz ovals.....	Gross 3 60
Arctic 8 oz ovals.....	6 75
Arctic pints round.....	9 00
Arctic No. 2 sifting box.....	2 75
Arctic No. 3 sifting box.....	4 00
Arctic No. 5 sifting box.....	8 00
Arctic 1 oz ball.....	4 50
Mexican liquid 4 oz.....	3 60
Mexican liquid 8 oz.....	6 80

BROOKS.	
The Pierce Mfg. Co. quote: See advertisement in this paper.	
No. 1 Carpet.....	2 20
No. 2 Carpet.....	2 00
No. 3 Carpet.....	1 75
No. 4 Carpet.....	1 60
Parlor Gem.....	2 50
Common Whisk.....	85
Fancy Whisk.....	1 00
Warehouse.....	2 50

CANDLES.	
Hotel 40 lb boxes.....	10
Star 40 lb boxes.....	9
Paraffine.....	10

CATSUP.	
Columbia, pints.....	4 25
Columbia, 1/2 pints.....	2 50

CEMENT.	
Major's, per gross.....	
1/2 oz size.....	12 00
1 oz size.....	18 00
Liq. Glue, 10z 9 60	

Leather Cement.	
1 oz size.....	12 00
2 oz size.....	18 00
Rubber Cement.	
2 oz size.....	12 00

CHEESE.	
Amboy.....	@ 12 1/2
Acme.....	@ 12
Jersey.....	@ 11 1/2
Lenawee.....	@ 12
Riverside.....	@ 12 1/2
Gold Medal.....	@ 12
Skim.....	@ 10
Brick.....	@ 11
Edam.....	@ 10
Lieden.....	@ 20
Limburger.....	@ 15
Pineapple.....	@ 24
Roquefort.....	@ 35
Sap Sago.....	@ 18
Schweitzer, imported.....	@ 24
Schweitzer, domestic.....	@ 14
Chicory.	
Bulk.....	5
Red.....	7

CHOCOLATE.	
Walter Baker & Co.'s.	
German Sweet.....	23
Premium.....	30
Breakfast Cocoa.....	41

CLOTHES LINES.

Cotton, 40 ft, per doz.....	1 00
Cotton, 50 ft, per doz.....	1 20
Cotton, 60 ft, per doz.....	1 40
Cotton, 70 ft, per doz.....	1 60
Cotton, 80 ft, per doz.....	1 80
Jute, 60 ft, per doz.....	80
Jute, 72 ft, per doz.....	95

CLOTHES PINS.

5 gross boxes.....	50
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COFFEE.

Green.

Rio.

Fair.....	18
Good.....	19
Prime.....	21
Golden.....	21
Peaberry.....	23

Santos.

Fair.....	19
Good.....	20
Prime.....	22
Peaberry.....	23

Mexican and Guatemala.

Fair.....	21
Good.....	22
Fancy.....	24

Maracaibo.

Prime.....	23
Milled.....	24

Java.

Interior.....	25
Private Growth.....	27
Mandehling.....	28

Mocha.

Imitation.....	25
Arabian.....	26

Roasted.

Quaker Mocha and Java.....	32
Toko Mocha and Java.....	32
State House Blend.....	25

Package.

Arbuckle.....	18 95
Jersey.....	18 95

LION COFFEE

IN 1 LB. PACKAGES, WITHOUT GLAZING.

16 FULL OUNCES NET.

CASES 100 LBS. Equality Price

- 60 - less 2c per lb.

CABINETS 120 LBS. SAME PRICE.

90¢ EXTRA FOR CABINETS.

McLaughlin's XXXX..... 18 95

Extract.

Valley City 1/2 gross.....	75
Pellix 1/2 gross.....	1 15
Hummel's foil 1/2 gross.....	85
Hummel's tin 1/2 gross.....	1 43

COCOA SHELLS.

20 lb bags.....	2 1/2
Less quantity.....	3
Pound packages.....	4

CREAM TARTAR.

Strictly pure.....	30
Telfer's Absolute.....	30
Grocers'.....	15@25

CONDENSED MILK.

4 doz. in case.....	
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N. Y. Condensed Milk Co.'s brands.

Gail Borden Eagle.....	7 40
Crown.....	6 25
Daisy.....	5 75
Champion.....	4 50
Magnolia.....	4 25
Dime.....	3 35

Peerless evaporated cream 5 75

COUPON BOOKS.

1 books, per 100.....	2 00
2 books, per 100.....	2 50
3 books, per 100.....	3 00
5 books, per 100.....	3 00
10 books, per 100.....	4 00
20 books, per 100.....	5 00

"Superior."

1 books, per 100.....	2 50
2 books, per 100.....	3 00
3 books, per 100.....	3 50
5 books, per 100.....	4 00
10 books, per 100.....	5 00
20 books, per 100.....	6 00

"Universal."

1 books, per 100.....	3 00
2 books, per 100.....	3 50
3 books, per 100.....	4 00
5 books, per 100.....	5 00
10 books, per 100.....	6 00
20 books, per 100.....	7 00

Above prices on coupon books are subject to the following quantity discounts:

200 books or over..... 5 per cent

500 books or over..... 10 per cent

1000 books or over..... 20 per cent

Coupon Pass Books.

Can be made to represent any denomination from \$10 down.

20 books.....	1 00
50 books.....	2 00
100 books.....	3 00
250 books.....	6 25
500 books.....	10 00
1000 books.....	17 50

Credit Checks.

500, any one denom'n.....	3 60
1000, any one denom'n.....	5 00
2000, any one denom'n.....	8 00
Steel punch.....	75

Dried Fruits.

DOMESTIC.

Sundried.....	@ 4 1/2
Evaporated 50 lb boxes.....	@ 6 1/2

Dried Fruits.

Apricots.....	Bxs Bgs 10 @
Blackberries.....	6 1/4 @
Nectarines.....	5 @ 6 1/2
Peaches.....	5 @ 6 1/2
Pears.....	8 1/2 @
Pitted Cherries.....	
Prunelles.....	
Raspberries.....	

Raisins.

Loose Muscatels.....	@ 3 1/4
2 Crown.....	@ 3 1/4
3 Crown.....	@ 3 1/4
4 Crown.....	@ 5

FOREIGN.

Patras bbls.....	@ 3 1/4
Vostizas 50 lb cases.....	@ 3 1/4

Schuit's Cleaned.

25 lb boxes.....	@ 5
50 lb boxes.....	@ 4 1/2
1 lb packages.....	@ 6

Peel.

Citron Leghorn 25 lb bx.....	@ 13
Lemon Leghorn 25 lb bx.....	@ 11
Orange Leghorn 25 lb bx.....	@ 12

Prunes.

25 lb boxes.....	@ 5
California 100-120.....	@ 5 1/2
California 90-100.....	@ 6 1/4
California 80-90.....	@ 6 1/2
California 70-80.....	@ 6 3/4
California 50-60.....	@ 7 1/2
California 40-50.....	@ 8
California 60-70.....	@ 7 1/4

1/2 cent less in bags



Peerless evaporated cream 5 75

COUPON BOOKS.



"Tradesman."

1 books, per 100.....	2 00
2 books, per 100.....	2 50
3 books, per 100.....	3 00
5 books, per 100.....	3 00
10 books, per 100.....	4 00
20 books, per 100.....	5 00

"Superior."

1 books, per 100.....	2 50
2 books, per 100.....	3 00
3 books, per 100.....	3 50
5 books, per 100.....	4 00
10 books, per 100.....	5 00
20 books, per 100.....	6 00

"Universal."

1 books, per 100.....	3 00
2 books, per 100.....	3 50
3 books, per 100.....	4 00
5 books, per 100.....	5 00
10 books, per 100.....	6 00
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California 80-90.....	@ 6 1/2
California 70-80.....	@ 6 3/4

Common Gloss.	
1-lb packages	4 1/2
3-lb packages	4 1/2
6-lb packages	5 1/2
40 and 50 lb boxes	2 1/2
Barrels	2 1/2
SODA.	
Boxes	5 1/2
Kegs, English	4 1/2

SALT.	
Diamond Crystal.	
Cases, 24 3-lb boxes	1 60
Barrels, 1-0 3 lb bags	2 75
Barrels, 40 7 lb bags	2 50
Butter, 56 lb bags	3 50
Butter, 20 14 lb bags	3 50
Butter, 280 lb bbls	2 50

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

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

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

Ashton.	
56 lb dairy in linen sacks	60

Higgins.	
56-lb dairy in linen sacks	60

Solar Rock.	
56-lb sacks	22

Common Fine.	
Saginaw	85
Manistee	85

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

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

TOBACCOS.	
Cigars	
G. J. Johnson's brand	

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

SOAP.	
Laundry.	
Gowans & Sons' Brands	

Crow	3 10
German Family	2 15
American Grocer 100s.	3 25
American Grocer 60s.	2 65
N. G.	3 30
Mystic White	3 80
Lotus	3 9
Oak Leaf	3 30
Old Style	2 55
Happy Day	3 10

JAXON	
Single box	3 25
5 box lots, delivered	3 20
10 box lots, delivered	3 10

Jax, S. Kirk & Co.'s brands	
American Family, wrp'd	3 33
American Family, plain	3 27
Lautz Bros. & Co.'s brands	
Acme	3 35
Cotton Oil	5 75
Marseilles	4 00
Master	3 70
Henry Passolt's brand	

Atlas Soap	
Single box	3 25
5 box lots, delivered	3 20
10 box lots, delivered	3 15
25 box lots, delivered	3 10

Thompson & Chute's Brand	
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SILVER SOAP	
Single box	3 25
5 box lot, delivered	3 20
10 box lot, delivered	3 15
25 box lot, delivered	3 10

Allen B. Wistley's brands	
Old Country 80 1-lb	3 30
Good Cheer 60 1-lb	3 30
White Borax 100 3/4 lb	3 65

Scouring.	
Sepolio, kitchen, 3 doz	2 40
Sepolio, hand, 3 doz	2 40

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

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

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

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

Domino	5 62
Cut Loaf	5 62
Cubes	5 25
Powdered	5 25
XXXX Powdered	5 37
Mould A	5 25
Granulated in bbls.	5 00
Granulated in bags	5 00
Fine Granulated	5 12
Extra Fine Granulated	5 12
Extra Course Granulated	5 12
Diamond Confection	5 00
Confection Standard A	4 62
No. 1	4 62
No. 2	4 56
No. 3	4 50
No. 4	4 44
No. 5	4 37
No. 6	4 31
No. 7	4 25
No. 8	4 18
No. 9	4 12
No. 10	4 06
No. 11	3 99
No. 12	3 91
No. 13	3 87
No. 14	3 81
No. 15	3 62

WASHING POWDER.	
La Besta	
100 packages in case	3 35

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

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

Butter.	
Seymour XXX	5 1/4
Seymour XXX, 3 lb. carton	5 1/4
Family XXX	5 1/4
Family XXX, 3 lb. carton	5 1/4
Salted XXX	5 1/4
Salted XXX, 3 lb. carton	5 1/4

Soda.	
Soda XXX	6
Soda XXX, 3 lb. carton	6 1/2
Soda, City	7
Crystal Wafer	10 1/2
Long Island Wafers	11
L. I. Wafers, 1 lb carton	12

Oyster.	
Square Oyster, XXX	5 1/4
Sq. Oys. XXX, 1 lb. carton	6 1/4
Farina Oyster, XXX	5 1/4

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

Candies.	
The Putnam Candy Co. quotes as follows:	

Stick Candy.	
Standard	6 1/2 @ 7 1/2
Standard H. H.	6 1/2 @ 7 1/2
Standard Twist	6 1/2 @ 7 1/2
Cut Loaf	7 1/2 @ 8 1/2
Extra H. H.	@ 8 1/2
Boston Cream	@ 8 1/2

Mixed Candy.	
Standard	6 1/4 @ 7 1/4
Leader	6 1/4 @ 7 1/4
Royal	6 1/4 @ 7 1/4
Conserves	6 1/4 @ 7 1/4
Broken	7 @ 8
Kindergarten	7 1/2 @ 8 1/2
French Cream	@ 9
Valley Cream	@ 12

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

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

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

Fruits.	
Oranges.	
Fancy Navels	
126	3 25
150-170-200	3 50
Fancy Seedlings	2 50
250-288	2 00
Valencias	6 50

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

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

Medium bunches	1 25 @ 1 50
Large bunches	1 75 @ 2 25

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

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

Peanuts.	
Fancy, H. P., Game	@ 5 1/2
Cocks	@ 6
Fancy, H. P., Game	@ 7
Roasted	@ 7
Fancy, H. P., Association Roasted	@ 7
Choice, H. P., Extras	@
Choice, H. P., Extras	@
Roasted	@

Fish and Oysters	
Fresh Fish.	
Whitefish	Per lb.
Trout	@ 10
Black Bass	@ 9
Halibut	20 @ 22
Ciscoes or Herring	@ 40
Bluefish	@ 12 1/2
Live Lobster	@ 20
Boiled Lobster	@ 20
Cod	@ 10
Haddock	@ 8
No. 1 Pickerel	@ 9
Pike	@ 8
Smoked White	@ 8
Red Snapper	@ 10
Col River Salmon	@ 13
Mackerel	16 @ 20

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

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

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

Per Can.	
Counts	40 @
Extra Selects	30 @
Plain Selects	25 @
1 X L	25 @
Mediums	20 @
Standards	18 @
Favorite	16 @

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

Grains and Feedstuffs	
Wheat.	
Wheat	70

Winter Wheat Flour.	
Local Brands.	
Patents	4 25
Second Patent	3 75
Straight	3 55
Clear	3 25
Graham	3 25
Buckwheat	3 25
Rye	2 65
Subject to usual cash discount.	
Flour in bbls., 25c per bbl. additional.	
Worden Grocer Co.'s Brand.	
Quaker, 1/2s.	3 85
Quaker, 1/4s.	3 85
Quaker, 1/8s.	3 85

Spring Wheat Flour.	
Olney & Judson's Brand.	
Ceresota, 1/2s.	4 00
Ceresota, 1/4s.	3 90
Ceresota, 1/8s.	3 80

Ball Barnhart Putman's Brand.	
Grand Republic, 1/2s.	3 95
Grand Republic, 1/4s.	3 85
Grand Republic, 1/8s.	3 75
Lemon & Wheeler Co.'s Brand.	
Parisian, 1/2s.	3 95
Parisian, 1/4s.	3 85
Parisian, 1/8s.	3 75

Meal.	
Bolted	1 75
Granulated	2 00

Feed and Millstuffs.	
St. Car Feed, screened	13 50
No. 1 Corn and Oats	13 00
Unbolted Corn Meal	12 75
Winter Wheat Bran	11 50
Winter Wheat Middlings	12 00
Screenings	11 00

The O. E. Brown Mill Co. quotes as follows:	
Car lots	32
Less than car lots	34

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PERRINE'S COMET.

Some alarm has been caused by the statement that a comet recently discovered by an astronomer named Perrine is approaching the path of the earth around the sun, and is likely to be there at the moment when the earth will pass, and thereby cause a collision. An astronomer, writing on the subject in the New York Herald, says:

A collision between a nucleus of a large comet and the earth might be a very serious matter. If, as Prof. Newcomb and others have supposed, the nucleus is a solid body of metallic density, the effect where the comet struck would be terrific.

At the first contact in the upper regions of the air the whole heavens would be illuminated with the resplendence of a thousand suns, producing a light that would blind every eye and a heat that would melt the hardest rocks. This would last only during the few seconds that the comet was passing through the earth's atmosphere, and, when the actual collision of the solid bodies occurred, everything would be reduced to a fiery vapor and buried miles deep in the solid earth.

It is the small size of this seemingly big world of ours when compared with the celestial spaces that makes us practically secure. A bullet fired at random toward the sky would be as likely to bring down a bird as that a comet of any kind should touch our earth.

In spite of the theories of the astronomers, there is no reason to suppose that any one of the heavenly bodies was ever struck by a comet, and, if no such occurrence happened in the vast astronomical past, there is little reason to expect anything of the sort in the future. Comets are highly electric, and in all that ever have been observed an electric repulsion pushes them away from the sun, as their tails are always turned away from that luminary. The tail is not likely to be electrified differently from the nucleus, and the simple fact is that the comets keep away from the sun and from the bodies that revolve around it.

In 1845, Biela's comet was seen to part into two fragments of its own motion and without any collision, and these twin comets went on side by side without creating any disturbance in the heavens. Some astronomers who hold that the sun is a body of fire, burning up its substance, insist that it is replenished by comets, which, of their own accord, rush into its flames and supply it with fuel. There is no evidence to substantiate any such notion, and it is quite as probable that the sun is not a fire at all, but an incandescent electric light, which gives out light and heat and does not burn up.

At any rate, there seems to be no real danger from collisions between the earth and comets, in spite of the lurid pictures painted by the astronomers, and people should find something more serious to worry about, if they will worry.

Journalizing the Ledger.

In my business boyhood I had a high degree of veneration for the established forms and usages of the science of book-keeping, and my only thought or hope was that I might become master of them all. Partly through outside influences and partly through my own observation and discoveries I came gradually to know that the science was as much in need of development as that other science which has almost discarded the leeches which half a century ago were so universally used as to give a name to its practitioners.

I found that there was plenty of need for new and better methods of keeping

the records, and that the underlying principles were exceedingly elastic in the matter of methods of arriving at the required results. By the time I had added the further lesson that business was not carried on for the purpose of exemplifying the science of book-keeping, but that the purpose of book-keeping was to keep records and to furnish information for the benefit of business, I had lost most of my veneration for old methods and was ready to take advantage of every idea or plan that promised a shorter or safer road to the goal.

Some years ago I was secretary for a concern who bought from, say, fifteen hundred different firms, and from some of them received many invoices each month. These were journalized in the usual way, six or eight invoices often being accumulated in the journal and posted in a lump sum to the credit of a firm in the ledger. It was a part of my duty each morning to examine a large number of settlements which had been prepared by the book-keepers and to initial them as correct before handing them to the President for signature of the checks. This work required to be done with speed and exactness, and I was constantly hampered by the necessary reference to the journal for details of amounts of invoices and the terms, and by the fact that frequently the settlement divided an amount as posted to the ledger. The old method was at fault, being neither safe nor speedy, so I sought a remedy.

The question arose, "Of what use is the journal?" and the answer was, only to summarize the amounts for the ledger, and to furnish a total of purchases. The first of these results was objectionable, and the other could be got more readily in another way.

I went back to the style of book-keeping I had seen used by an old blacksmith. I instructed the book-keepers to credit the invoices in the ledgers direct, showing the terms of each and entering the amounts in an inner column provided for the purpose. When a settlement was made, and at the end of each month, the totals were entered into the usual credit column, and the total purchases were made up in the journal monthly by going carefully through the ledger, and journalizing the amounts which had been passed to the credit of each firm. By this means it was easy to check off a statement or to make up a settlement. I had all the information before me which I required in order to properly check a settlement. Journalizing and the risk of errors were reduced to a minimum, space on the journal, of course, being saved at the expense of ledger space, but with a net saving of time in a large office of at least several days a month. The plan when tried proved a complete success and was permanently adopted.

A. C. NEFF.

Temporarily.

"Will you be mine?" he timidly said: And the maiden replied: "Until we are wed."
"And after that?" "After that," said she,
"You, of course, will belong to me."

The retailer who imagines that it is better to dress "out of date" and "out of taste" should consider what he would think if the wholesaler sent a drummer to his store dressed after the same fashion.

A young man who wants money should not be deceived by the market report which says, "Money is easy on call." It may not come if he calls.

C. H. AVERY.

L. J. TEDMAN.

AVERY & TEDMAN,
DEALERS IN
MANUFACTURERS
OF
Flour and Feed
GENERAL MERCHANDISE.
BUYERS OF ALL
Farm Produce.
Summit City, Mich. Dec. 5, 1895.

Tradesman Company,

Grand Rapids,

Gentlemen--Enclosed herewith find check for last shipment of coupon books, which reached us promptly.

Allow us to say that the coupon book system has become indispensable to us, as it enables us to hold our credit customers down to a cash basis. We think the books are simply immense and cannot recommend them too strongly.

Yours truly,

L. J. Tedman

THE MICHIGAN TRADESMAN.

DEPARTMENT STORES.

It is very generally conceded that the department store has come to stay, and it is a fact that this system of retail distribution is the most economical, that the goods can be sold at lower prices and still yield a fair profit, it is useless to contend against it—it is here to stay. In their development in the great cities, these establishments are already so far beyond the experimental stage as to demonstrate their great profit and their permanence.

But there are features of the department store system, as carried on in most localities, which make it properly the subject of severe criticism and reprobation. This is, especially, the case in the methods of advertising and schemes to catch the popular attention. It is a matter of observation that these stores flourish most luxuriantly in localities where there is the largest proportion of a comparatively ignorant element in which to build up trade. The regular dealers in special lines, located within the influence of this competition, are subjected to constant annoyance and anxiety, not so much on account of the ability of such stores to undersell on the average of their goods as on account of the reprehensible means used to gain the interest and custom of the ignorant classes by selecting standard lines as leaders and selling these goods so low as to demoralize the trade in such lines. To illustrate: Such a store in this city is now displaying lists of prices on watch repairing at one-half the rates charged at any of the large number of reputable jewelry stores in the immediate neighborhood. Of course, the class of custom obtained in this way is vastly different from most of that of the regular stores, but the influence of such quotations is demoralizing to trade and exasperating to dealers. As an illustration of the extent to which such methods are carried, the "Fair," one of the largest and most sensational of the department stores in Chicago, recently celebrated its "anniversary" by selling many lines of goods at prices below cost. It was estimated that its losses—on which it gave away—that day amounted to more than \$5,000. Among the schemes advertised was an offer to give \$5 gold pieces for \$4.75. Files of people, extending long distances, patiently waited their turn to obtain something for nothing. It is easy to imagine the class of people represented in such a line.

But this sort of bait is not frequently employed. These itinerant forces of trade serve their purpose better by selecting such lines as will make an apparent as possible a disparity of well-known or easily-compared prices in their favor, as against the best known dealers. Such methods are peculiarly adapted to the department store plan, as the loss sustained on these leaders is but a small figure and is easily made up. How shall such competition be met? From the fact that such concerns can only prosper where there is sufficient of the more ignorant to be caught by their methods we may conclude that the spread of intelligence will be a remedy, but, unfortunately, that is very slow in operation. There is one thing the sufferers should bear in mind, however, the situation can never be improved by attempting to meet the competition with similar tactics. A steady persistence in correct business methods will, eventually, out-ride such interference, although they may be exasperating and discouraging while they last. Of course, THE TRADESMAN would not wish to be understood as asserting that such methods are characteristic of all department stores. There are many such operating successfully on as correct business methods as any, and if all were like them there would not be nearly so much said about the serious character of department store competition.

NECESSITY OF FORTIFICATIONS.

The recent complications which have arisen because of British action in Nicaragua and Venezuela have turned the attention of the military authorities afresh to the condition of the country's defenses. It is generally admitted that, in the event of a sudden outbreak of hostilities, none of the ports of the country could be properly defended, except New York. Some show of preparation for defense has been made in the harbor of New York; but, in the case of other ports, not a single modern battery exists, and the old forts have been permitted to fall into decay, until at the present time not one of the guns mounted in them is serviceable, nor are there accommodations for troops to garrison them.

It is realized that it would be impossible to remodel the defenses and construct modern fortifications at the leading ports at short notice, but, while making all the haste possible in securing modern forts, the War Department has reached the conclusion that it would be unwise to repair the old fortifications and maintain them in good condition. The old forts, if put in repair, would need some protection, and many others might be made available for maintenance and repair. This neglect cannot be too strongly urged, as soon as an appropriation can be secured, to restore such of the old forts as can be repaired.

In the late Russian loan was negotiated in Paris and London last winter the Rothschilds explained to their co-sponsors that they had abandoned their post of Russia, as they had received satisfactory assurances from the czar that the persecution of Jews should cease in his dominions. In spite of this a ministerial edict has just been published ordering a more rigorous enforcement of the stringent laws of 1893 against the Jews, and forbidding them from visiting any of the health resorts in the Caucasus and the Crimea.

The announcement of the municipal census of New York City gives Chicago the opportunity to claim first place in population. New York, however, is loud in denial of the correctness of the count and claims still to be ahead of Chicago. This claim will not be possible very long. It is reported that soldiers are very scarce this year on the coast of France, Spain and Portugal and the catch very small. The American minnow is all right, though.

A "Spade's a Spade"

The World over. We call 'em "Spades."

Speaking with a dealer the other day, he asked us, "How can you do better by us than other houses?" Simplest reason in the world—

WE KNOW HOW!

Why are some men better Doctors than others? Some better Lawyers? Why does Mr. Stove publish a better trade paper than any other in Michigan? Simply because "he knows how."

That's all there is to it, and anyone who "knows how" knows a good thing when they see it.

Here's a "Good Thing!" ..Push it along.

Norton Rolled Oats, 18-20, \$2.85 36-24, 2.75

Perfect in Quality.
Attractive in Appearance.
Reasonable in Price.
In fact, an all-around "Winner."
Include a case in your next order.

Olney & Judson Grocer Co.
"Ceresota"
"GOOD THING—PUSH IT ALONG."

Mistook the Clerk's Needle for a Hornet.

A country store is the scene of many curious happenings. One of these occurred last summer in a small village not far from Kalamazoo. The clerk was a bright, smart, active country lad, who was equal to emergencies. He found that a certain denizen of the place, named "Jake" Brown, always found a convenient sitting on the counter in the farther part of the store near the cracker barrel, and that when the clerk's eyes were not upon him the old man's position allowed him to pilfer a number of crackers. The clerk soon grew tired of this, and he arranged a good-sized needle with a spring in a hole in the counter under the oil cloth covering, with a long string, which could be pulled at any point on the same side of the store.

One extremely hot day in June the old man entered the store and took his position, as usual, on top of the counter, near the cracker barrel. The clerk was, apparently, engaged with a customer but had his eye on "old Jake," and when he was reaching for the crackers, the string was pulled. "Jake" went up in the air, landing on his feet in the middle of the store. He felt for the object of his attack, he wearing only overalls. Not being rewarded in his search, he mounted the counter the second time and was about to make another attempt at cracker pilfering when he felt another thrust, which lifted him in the air again. He started for the store room in the rear of the store.

His prolonged absence caused the clerk to adjourn to the store room to see what was going on. He found the old man distracted and nearly disrobed in the middle of the floor, shaking his overalls furiously. The sight was laughable. The clerk asked him what was the matter. He replied:

"This morning, while mowing in the meadow, I struck a hornet's nest, and one of the pesky things has crawled up the leg of my overalls and has struck me twice, and I'm hunting for him."

The clerk made no reply, but the smile which lighted up his face as he returned to his place behind the counter meant more than words could express.

First Lesson in Business.

"Father," said the young man, "your business has always been one of large sales and small profits, has it not?"

"You know what I advertise, my son; I buy everything direct from the manufacturer, and I sell to the consumer at exactly 7½ per cent. advance from cost. Such a business I believe to be as beneficial to the public as any philanthropic institution. The people should purchase the necessities of life at a margin above cost sufficient only to pay for the actual handling of the goods. That is a fixed principle of mine."

"But," said the boy, in a puzzled, hesitating way, "you had an invoice of lace curtains to-day at \$3 a pair, and I heard you give instructions to mark them at \$4.60."

The old man leaned back in his leather-cushioned swivel chair, smiled blandly, and told the boy to take pencil and paper.

"The expenses of this business last year," he said, "were 10 per cent. of the sales. Add 10 per cent. to your \$3."

"Three-thirty."

"There is always possible a shrinkage in value of stock, always a percentage of bad debts, always a hazard of unforeseen contingencies. Add 10 per cent. more."

"Three sixty-three."

"Do you know how much it costs your father to maintain himself and his family? Have you any idea of the expense of educating and dressing three boys and three girls, paying their way in society, providing them and their mother with a country home and a city home, with servants and carriages, and everything they desire?"

"I am afraid I have no idea, father."

"Well, it's simply frightful. It is, in fact, 20 per cent. of the entire sales of the house. Add 20 per cent. Never mind fractions."

"Four thirty-six."

"There. You have arrived by a process as clear and open as day, and by use of simple business rules, at the cost of those curtains billed at \$3. Now add 7½ per cent. profit."

"Four sixty-nine."

"That's what I'm going to advertise them at; and you will see a great run on them to-morrow, for the public has learned that all my announcements are absolutely reliable."

Why He Failed So Often.

Albert C. Antrim, who is traveling in the South for the Alabastine Co., thus describes an incident which recently occurred in Alabama:

Opposite the railroad depot was a grocery, kept by a colored man, and as we had some time to wait for the train, three or four of us crossed over to look at his stock. Business was very brisk with the merchant, although all his customers were colored. We noticed that sugar, tea and codfish seemed to sell above all else, and, during a temporary lull, approached the battered old scales on which everything was weighed and picked up some of the weights. The hollow in each one had been filled with lead, and when quite sure that the pound weight would balance at least twenty ounces of codfish, I said to the old man:

"I see you have filled your weights with lead?"

"Yes, sah—yes, sah," he replied, as he rubbed his hands together.

"What was the idea?"

"To keep de dirt out o' de holes, sah. Can't no dirt get in dar now."

"Was it your own idea?"

"No, sah. I nebber should her got dat idea if it hadn't bin foh Deakun Williams. Deakun said it was de way dey did down in Greenville, an' he fixed 'em up for me widout cost."

"The Deakun buys all his groceries here, doesn't he?"

"He do, sah. Yes, sah, he buys 'em all yere, an' he was tellin' me only dis mawnin' dat he nebber did see de beat o' how dem groceries held out."

He was advised to take his weights over to the cotton warehouse and have them weighed, and he picked them up and started off at a slow walk very much puzzled. When he returned it was on the run, with his eyes hanging out, and, as he reached the store, he exclaimed:

"No wonder I has gone into bankruptcy fo'teen tims an' had to sell my mawl and hogs an' make de ole woman go b'arfut! Dat an' poun' weight weighs twenty-two ounces, an' eb'ery time Deakun Williams has bought two poun's of sugar or codfish he has taken away tree poun's an' a half! Shoo! Ize gwine to close de doah an' put up a sign of: 'Busted Agin!'"

Give Honest Values.

It is to the merchant's interest, both in present and future transactions, to give honest values and honest advice in this direction. A customer will not go a second time to a store whose guarantees are not made good. Gradually influence your customers to buy not that which is "just as good," because it is slightly the cheapest when price-marks only are taken into consideration, but to secure that which is best, because it is the best in every respect—good value for good money. A patronage imbued with this principle in buying is verily almost as much to be desired as great riches, for a man can, possibly, grow rich in this world's goods by selling shoddy goods at ordinary prices by "fire sales" and such doubtful methods, where he has all to gain and nothing to lose; but any merchant who is proud of his calling, who wishes to be known as a respectable and worthy member of the community and as an upright citizen, must never let it be said of him that he is willing to give his word as a guaranty to anything provided that by so doing he can make a sale. He knows that by so doing he can probably make this one sale, and also that by so doing he will probably lose all the future custom of that particular family, and the risk is entirely too great to justify him in taking the chances of the loss.

Millar's Penang Spices

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



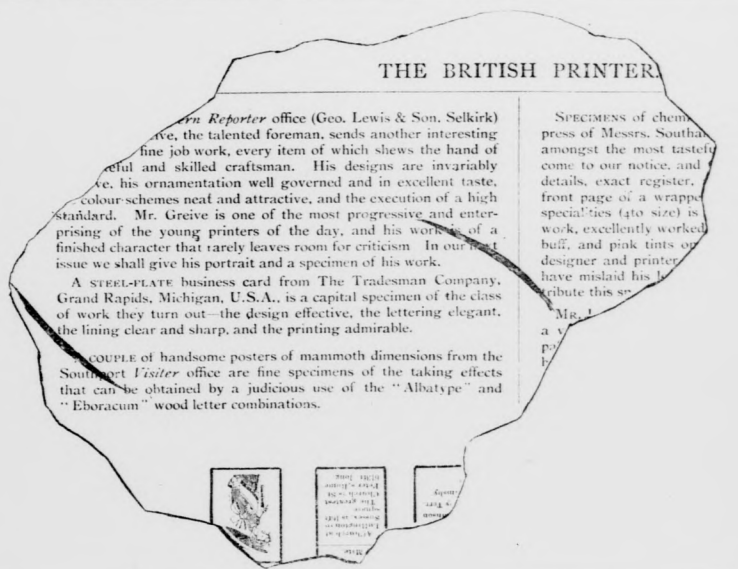
Nothing but a comparison will demonstrate the true merits of these goods. Merchants are kindly requested to send for samples and compare them with any line of spices in the market. Quality considered, prices are the lowest.

E. B. Millar & Co.,

Importers and Grinders,
CHICAGO.

Send for Housekeeper's List of Fine Spices

Good Goods Create Trade.
Poor Goods Kill Trade.



ADDRESS ALL COMMUNICATIONS TO THE
RUBBER DEPARTMENT

OFFICE OF
A. & M. GRAW & CO.
RUBBER DEPARTMENT

DETROIT.

Oct. 3, 1895.

Michigan Tradesman,
Grand Rapids:

Gentlemen—To demonstrate the efficiency of the exclusive rubber house idea and also for the purpose of giving the Tradesman due credit for the valuable assistance it has rendered us in an advertising way, we take pleasure in stating that our September business in Boston and Bay State rubbers was larger than that of any month our predecessors, A. C. McGraw & Co., ever had while in business. To go further into detail, we may say that Sept. 30 was the heaviest day's business we have ever known, being made up almost entirely of mail orders, direct from the merchants. We attribute this largely to the fact that the stocks of the shoe houses were so broken that they were unable to fill their orders complete. We are now filling our warehouse up full again and shall be all ready for the November rush, when the snow flies.

Yours truly,

W. A. McGraw & Co.

The Retailer, the Jobber and the Traveling Man.*

It has always seemed to me that Job, before retiring from his active business career, was a hardwareman, for in no other way can I account for his great patience. He, in all probability, began as a retailer, where he acquired his virtue of patience; later on, branching out as a jobber would explain his great accumulation of wealth. It may be that the term jobber has its derivation from this latter fact and is directly traceable to Job, when in trade. I speak of his patience as being a hardware characteristic, because I firmly believe it to be one of the first essentials of the successful retailer. Who will deny that it requires the utmost use of this virtue to sell nails under the present nail card? How many of you are not, almost daily, asked to undergo an examination from a customer who cannot understand how you can have the assurance to ask him \$3.25 for a keg of 10 penny nails, when in the telegraph columns of his newspaper he has just seen that the Association has confirmed the price of \$2.25 f. o. b. Pittsburgh? Under all the preceding cards it was an easy matter to explain that 10 penny advanced from the base price and the base price referred to was say 60 penny nails, but when now asked to state which size is the base, you are floored and a long explanation and producing of documents are necessary to show that no nails can be bought for this base price. You will, no doubt, make the sale of nails after all this, but you are not quite sure that your customer will not leave you with a lurking suspicion that you are not as reliable as you formerly were. I hope the manufacturers may see their way clear to give us a card which will not subject us to these petty annoyances and one which will last. I would suggest the old card in use when I first began selling hardware, in 1878, and which I believe is now nearer correct than any yet devised. In this connection I might add that the makers of other lines, like boxwood rules and planes, might insure the thanks of all retailers by devising a standard list of numbers, so that recourse to a comparative list would be unnecessary.

To be successful in our chosen line requires a thorough training and bringing up from the bottom and a "keeping everlastingly at it" all the time, and a few of these reforms would lighten our burdens and make us happier.

We, perhaps, all remember in our first experience how we were staggered by the wonderful array of figures in many of the discounts quoted on hardware, and I have much sympathy with the apprentice in the "old saw" who was left by his employer to "tend store" while he was gone to dinner. Among his customers was one wanting a pound of nuts, which were promptly weighed, but, on looking up the price in the price book, he found they were sold for 20 cents per pound, 25 off. For a moment he was at a loss what this meant but, recovering, walked to the till and, giving the customer 5 cents, asked him to step down the street and get the nuts from the dealer there. When his employer returned he related his experience and how he had found that the price of nuts was 20 cents, 25 off, but that he had given the customer only the 5 cents and had saved the nuts.

One of the hardships of competition is the competition of a dealer inexperienced in the trade. He will, as a rule, start to mark his goods, all through the line, at a certain percentage above cost, but soon finds that on nails and kindred "leaders" his prices are too high and promptly rectifies the prices. It takes him a long time, however, to find that on many of his goods he is not getting the margins he should, and it is during this time that his competitors are "wailing and gnashing their teeth" and prices are being cut and thoroughly demoralized. A local organization can do much good in righting such matters. I am a believer in these organizations; they bring the trade together, and to

know each other, and one finds that a man may be a competitor and still a friend.

The man who is always wanting to borrow a tool for a few minutes is another one of the institutions to be shunned, and I admire the temerity of the dealer who will display in a conspicuous place in his store a large sign bearing the legend, "We sell tools here; don't ask us to lend them and be refused."

The annual taking of inventory is just as essential, to my notion, as the opening of your store is every morning. It matters not whether you do this to find how much you have lost or made (and the past few years have not shown too well on the right side of the ledger), for in what way can you keep your stock so clean or free from unsalable goods as by a thorough invoicing? I have found a bargain counter to be of some service in disposing of such goods as we would find, in our annual grind, were being pushed to the rear.

The hardware trade is, probably, the most conservative of any, especially in the matter of taking hold of new lines, for instance the "bicycle line." While I believe this conservatism is not as marked as in former years, still you will find, especially among the older members of the trade, an indisposition to go outside of marked lines, and I refer to the bicycle line because at first the trade were slow to take hold, while now the line is almost a staple with most of us.

To me the great bane of the retailer—and I will include the jobber also—is the credit part of our business. Some localities may be more free from the worries entailed by this system than others, but I do not look for the millennium until business is put on a cash basis and we can enjoy the fruits thereof. One doing a strictly cash business may at all times know just "where he is at" and take advantage of all the extra cash discounts which may be offered, and which at the end of the year amount to a snug profit. Such a dealer will find the jobbers very willing at all times to give him any of those little inside discounts which they have and which put him in the "pink of condition" to meet such a siege as we are about passing through and which since 1893 has caused us all more or less worry. The large department stores, towards whom we have none of that "brotherly love and affection" which characterize a true Christian spirit, take advantage of this very thing I speak of—the cash basis. They invariably have cash in hand before goods leave their stores and, on this account, can afford to make close prices and issue those price lists and catalogues which our customers are continually quoting us. In some cases the quality of their goods is not up to the standard of those we carry, but their cash basis puts them in condition to do business on a very close margin and the nearer we get to this same basis, the closer prices we can make, because goods can be bought cheaper for cash than on time.

I have already consumed more time on the retailer than I wished, but I cannot leave him until I make one more suggestion. The "dingy store" must go and it will pay us all to make our place of business attractive and spend some of our spare moments in devising neat window dressings which will attract the public. Those who have not tried this line of advertising will be surprised how soon people come your way to see if there is anything new in your window. Most of you will probably find that one of your young men, if given the opportunity, will develop a genius for displaying goods in such a manner that people will talk about them; and what better advertisement can you want?

It is hard to separate the jobber from the traveling man; they are so closely identified. We have all heard how, eventually, the manufacturer would, by selling direct to the retailer, drive the jobber from the field, but we still find the jobber doing business "at the old stand." The truth is, the jobber is as necessary to the retailer as the latter is

to the former. How many retailers can use the full packages which the manufacturer asks them to buy, without overstocking? There may be some large retailers who, in some lines, can take these full packages without injury, but I am of the opinion that the jobber will quote such a dealer as low discounts as the manufacturer. Buying from the jobber, you can buy in quantities to suit your trade and you will find the jobber, through his genial traveling man, ready and pleased to take your orders, large or small, for the jobber appreciates a careful buyer and it is for his material interest not to overstock the retailer.

In the rush for business and the keen competition, jobbers sometimes overstep the bounds of prudence, and I have in mind where, in small out-of-the-way places with only one dealer in the line, almost every jobber, through his "shadow," the traveler, would at a large expense call on this one dealer and, as a consequence, an overstocked dealer was the result and an extension of time asked for.

Some time ago I saw a statement of how many travelers were canvassing the trade in general in this country, but the figures were so high that I could not burden myself to remember them. Suffice it to say that out of this vast number the hardware traveler will rank well to the front, if not in quantity in quality. As a rule the travelers we meet are courteous and well up in their business and I believe the retailer who makes a practice of not treating the fraternity with due respect makes a mistake. There are—and how can it be avoided?—bores and bores among them, but these soon "fall by the wayside." One of the delicate tasks of the traveler is, and should be in all cases, to stand between his employer, the jobber, and his customer, the retailer, to mete out justice in those little matters in which we sometimes find ourselves at cross purposes.

There may be for some a pleasure and preference to go to market for goods to be bought, but I am of the opinion that one can sit in his own office and buy goods as cheap, or cheaper, of the traveler, "whom we have always with us."

The question of the importation into Germany of grains infested with bacteria is receiving attention in the German Reichstag. The movement is urged by the agrarians, influenced, doubtless, by the same motive that prompted them to secure the rejection of American cattle and meat. This agitation is directed against products nearer home, the Russian and Roumanian grains being especially condemned on account of the quantity of bacteria and their deadly character. In this inquiry America's grains fare better than her cattle, in a former one being pronounced the purest of any. The most impure was Turkish rye.

Soap is now manufactured in thin sheets and sold in books, out of which it can be torn like bank checks.

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

WANTS COLUMN.

BUSINESS CHANCES.

FOR SALE—DRUG STOCK; DOING A PAYING business in a city of 2,500; will sell cheap for cash, or part cash and balance time; \$2,000 stock; will sell at discount; no cut rates here. Address H. care Michigan Tradesman. 978

FOR SALE CHEAP, FOR CASH—STIMPSON Computing Scale, new, never used, balance agency stock. C. G. Hampton & Sons, Detroit. 973

MAKE MONEY IN CRIPPLE CREEK STOCK; send for list of bona fide income earning investments and cheaper meritorious stocks. A. E. Copp, 523 Mining Exchange, Denver, Colo. 974

FOR SALE—ESTABLISHED JEWELRY BUSI- ness of about \$3,000. Might take some real estate. R. J. Cleland, Lansing, Mich. 972

FOR SALE—SMALL GENERAL STOCK IN lively town of 1,800. Will rent building. Best location in town. Address No. 976, care Michigan Tradesman. 976

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 gravelled road to town. Will sell on payments or exchange for stock of merchandise. Address Lock Box 16, Manton, Mich. 959

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

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

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

MISCELLANEOUS.

WANTED, BY APRIL 1—A LINE OF GOODS for Lower Michigan or Upper Peninsula; last six years in Upper Peninsula; the highest reference to character and ability. Address No. 970, care Michigan Tradesman. 970

WANTED—POSITION AS CLERK; NINE years' experience; good stock-keeper; can attend to buying or take charge of store; good references; thirty-two years old; married. Address Box 115, Farwell, Mich. 971

TO RENT—SECOND AND THIRD FLOORS of Waldron block, opposite Union Depot, South Ionia street. For right party will partition off into lodging rooms. Best location in Grand Rapids. See John C. Dunton, 63 Lyon St. 975

WANTED—REGISTERED ASSISTANT pharmacist. Address No. 977, care Michigan Tradesman. 977

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

"Up-to-Date,"

Care TRADESMAN.

*Paper read by Edward A. Moyer at convention of Michigan Hardware Association, at Saginaw, Feb. 13, 1896.