

MICHIGAN TRADESMAN

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TRADESMAN COUPONS

THE TRADE SITUATION.

Perhaps the most favorable indication in the trade situation is the fact that events usually considered sufficient to create serious disturbance in industrial securities have transpired without apparent effect. Beyond a possible lessening of activity for a few days, the Spanish sensations have been scarcely noticed. A still more decided cause for uneasiness was the placing of the Baltimore & Ohio Railway system in the hands of a receiver. The sensation attending this was considerable but it scarcely affected railway shares in general.

The prices of most industrials have declined slightly except in cases where combinations have served to keep them up, or even to advance them, as in the case of structural beams and nails. Bessemer and Southern pig have declined and the bar combination is finding outside competition too much for them.

The unsatisfactory features of the textile trade are still on the increase. Sales of wool are the smallest for years and the price has declined slightly. There is so little demand for woolen goods that many mills are running short hours or closing down entirely. Cotton has continued to decline and the condition at the mills is similar to that of the wool manufacture.

Wheat continued fairly steady in price during the past week, but starts out this week with a decided decline. Growers who have held their crop of corn are marketing it freely but the price has been maintained generally.

The stock market has been uneventful, with the exception of what are called the Moore stocks—Diamond Match and New York Biscuit. These have steadily advanced, until they are quoted at 145 1/2 and 92 1/2 respectively. The advance has been steady and strong, and in the case of the latter indications seem favorable to its taking its place among the best industrials in the country.

Failures for the week were 270, against 271 for preceding week, maintaining the decided improvement there has been in this regard for nearly a month.

Bank clearings for the month of February were 20.3 per cent. over the same month last year and 28 per cent. over February, 1894.

THE CONGRESSIONAL OUTLOOK.

It now seems likely that Congress will adjourn at a much earlier date than has any previous Congress, in the case of a first or long session, for many years. It has been the rule with recent Congresses to protract the first or long session well into the summer, the Fifty-third Congress having broken all records by adjourning late in September, while the Fifty-second Congress adjourned during its first session at almost as late a date.

It is usually the wish of Congressmen to adjourn as early as possible during a presidential year, so as to secure an opportunity to devote more time to campaign purposes, as well as to mending

their fences, in their respective districts, in anticipation of the congressional elections in the fall. These influences are now at work in Congress, and, as there are no grave party questions under consideration, such as the tariff, and as the financial questions have all been disposed of as far as the present Congress appears disposed to act, there would seem to be no difficulty in the way of prompt adjournment as soon as the regular appropriation bills are out of the way.

Several of the large appropriation bills are already in an advanced stage, having been acted upon by both houses and submitted to conference committees. Other bills have passed the House and are before the Senate, while the remaining bills will come up in the House at an early date. Among the more important bills yet to be acted upon is the naval appropriation bill. This measure has been practically completed by the committee, and will, no doubt, be reported at an early day. As it will carry with it considerable appropriations for new vessels, and an increase in the regular appropriation for maintenance of the fleet, it would, under ordinary circumstances, have a hard time; but, in the present temper of Congress, aroused, as that body has been, by recent international complications, the naval bill is likely to be promptly accepted and an early adjournment made possible.

Hit It About Right.

June 24, 1893, while the appointment of a Food Commissioner was pending, the editor of the Tradesman wrote Governor Rich as follows:

"Mr. Storrs, so far as my knowledge of him goes, is neither a dead-beat, embezzler nor forger, but he is in no respect qualified to discharge the duties of the position, and his appointment would make the office the laughing stock of the commercial interests of the State and subject you to the fierce criticism of the wholesale and retail grocers' organizations, and others who have been instrumental in creating the sentiment which resulted in the inauguration of the office. Such an office ought not to be farmed out to pay political debts or obligations, but bestowed upon the most worthy and competent person to be found, irrespective of location.

The events of the past three years have plainly disclosed the truth of the prediction. Mr. Storrs has demonstrated not only that he had no qualifications for the position, to begin with, but that the longer he remains in office the more glaring are his mistakes. Not only was the appointment a serious blunder on the part of Governor Rich, but Mr. Storrs' appointments of a State Analyst and of Food Inspectors disclose the incapacity of the man to hold the position he undertakes to fill. When an Inspector pronounces pepper freshly ground from virgin berries one-half coconut shells, and insists that his diagnosis is correct, the exceeding shallowness of the work undertaken and carried forward by the Commissioner is made plain.

In trying to defeat the aims of others we often neglect our own opportunities.

Mercantile Agencies Not Liable Except to Their Patrons.

A merchant in a neighboring town writes the Tradesman as follows:

I recently received a call from a representative of C. L. Bunn & Co., whose business card described them as conducting a produce and commission business at 31 Ottawa street, Grand Rapids. The agent made me a good offer on a quantity of produce, which I promptly accepted, but, before shipping the goods, I called at the bank where I keep my account and asked the manager to inform me how the firm was rated. He turned to his Bradstreet book for January and informed me that the firm had a capital of \$20,000 to \$40,000 and was rated good pay. On the strength of this statement I shipped the goods, only to learn, subsequently, that the Tradesman had previously exposed the firm as unworthy of confidence. If I had been a subscriber to the Tradesman at that time, as I am now, I would have been \$60 ahead. What I would like to know now is whether I have any recourse against the Bradstreet agency for misleading me by rating an irresponsible firm as worth \$20,000 to \$40,000. If you think I have a case against the agency, please place the matter in the hands of a lawyer you can recommend as honest and reliable and ask him to send me his bill for retainer.

Enquiry at the office of the Bradstreet Co. disclosed the fact that the rating accorded Bunn & Co. in the January book was erroneous, due to the mistake of the printer.

Regarding the liability of the Bradstreet Co. for publishing a false and misleading rating, causing loss to those extending credit on the strength of the rating, the Tradesman is informed by its attorney that mercantile agencies are responsible only to their subscribers—to those who actually pay for the privilege of being kept informed as to the standing and character of those with whom they have dealings. If the merchant had been a subscriber to the Bradstreet agency, and had suffered loss through an erroneous rating, he could, probably, recover damages from the agency, but, in the absence of any contract between the two, the sufferer is without recourse.

The Chief of Engineers has made a report as to the advisability of enlarging any of the Ohio canals from Lake Erie to the Ohio River adverse to the project. He states that it is feasible and at the moderate cost of from \$12,000,000 to \$25,000,000, according to the route chosen; but his objections to the plan are based on the fact that transshipment will be necessary at the Ohio River.

According to the figures of the Bureau of Statistics of the Treasury Department, the imports of merchandise from Spain during the calendar year 1895 were valued at \$3,826,966 and the exports to that country at \$10,594,474. The imports from Cuba for the same time amounted to \$51,652,125 and the exports thereto to \$9,498,054.

The Amoskeag cotton mills at Manchester, New Hampshire, will be closed for two months, throwing 10,000 operatives out of employment. The shutdown has been made necessary on account of the damage done by the floods.

JANE CRAGIN.

Mr. Huxley Tries to be Unique and Succeeds.

"I think, Cyrus," said Jane, watching the senior member of the firm reduce the blunt end of his lead pencil to the appearance of a stick of chewed licorice, "that the sum, whatever it is, is too hard for you and you might just as well give it up first as last. You're stuck! Dolly and I don't pretend to be very good in that kind of problem, but we're willing, both of us, to try awfully hard to do it, if you'll only tell us what it is. It may be I'm overanxious in this particular instance—the more so because I notice that the particular pencil you seem to have such a grudge against is that nice fifteen-cent one that I lost the other day and that you said you 'didn't know anything about!' Of course, I don't care anything about the pencil, and, of course, it was by the merest chance that you picked it out of some four or five poorer ones; but what I'm after just now is what grand scheme is drawing your forehead into wrinkles and twisting your features all out of shape. If you looked like that all the time I should be afraid of you. What is it?"

"I'm trying to figure out how many there be of them pesky Pelsey young ones! I've got as far as Zeb and M'randy—that's eight—and then I get lost. Is there twelve or fourteen of 'em, I should like to know?"

Jane's first thought was grammatical in its tendency; but remembering that such relapses on Cy's part took place now only in times of great mental activity, she subdued the spirit of the schoolma'am rising within her, and answered within the lines of the question, "Only eleven, Cy. Zeb and M'randy are eight, Joey is nine and Bub and Sis, the twins, are the last and make eleven in all. Why?"

"I wasn't going to tell until I'd got the thing all straightened out and fixed and down on paper; but I might just as well tell you that I've been thinking about it for a long time. The idea came to me first on Christmas, when they had that tree over at the chapel. You see, right in the middle of the winter there isn't anything growing, and I noticed then how everybody went into raptures over the pinks and lilies and other blossoms they had there. Take it along in February and there ain't anything a doing. The poorest trade month we have is February. It's cold and everybody who can is crouching over the stove and hating to stir; and it takes a good deal to get farm folks to believe that it's worth while to try to get out until it's warmer. So, thinks I to myself, 'I'll bet a dollar I can get 'em out and sell 'em something, even if I don't make anything.' So I went to figuring and I've made up my mind to have a Flower Day and I guess we'd better get around to it next week. I should say Thursday—that's the day the women folks can come best. The flowers can be here all right by Tuesday. Then we'll see what we have and how we'd better arrange 'em, and then on Thursday come out in our best bib and tucker and give a blossoming plant to everybody who comes into the store that day, whether they buy anything or not. I've a plant put down for everybody that ever traded here or lives anywhere around here. I don't suppose they'll all come. If they don't we'll bring in to the office the best that are left and make Jim take care of 'em. The rest we'll throw away or give away. If we

don't do any more than stir the folks up, it'll be a good thing, to my mind. What d' ye think about it?"

"That's what it will be—a good thing—and I wonder what we can do to make the most of it. What's the rest of your plan, Cy?"

"Well, I thought we'd have the plants placed in the window and make the deep seat a kind of an alcove place, and then fix up a sort of framework, so that the majority of the flowers can be placed so as to look pretty. I told Jansenback that, if he sent any scrubs, I'd throw 'em away an' wouldn't pay anything for 'em; so I guess we shall have a pretty good display. I was getting down to the end of the lot I wanted to order, and, to save my neck, I couldn't think of the last of the Pelsey tribe."

"'Twouldn't make much difference, I guess, 'f ye forgot all of 'em," was the remark Jim fired through the office window. "Somehow, to save me, I can't fancy old Hod going 'round with a pink in his buttonhole; and I can't help feeling sorry for any rosebush that old Bets Perkins carries home. Plague take 'er! if I can be the one to pick it out for her, I'll find one with briars on it as sharp as that nose o' hers and let 'em fight it out together! D' ye know, I'd like to set out a dozen or two of the scrawniest ones between that old critter's headstone and footstone about the time the frost's out o' the ground and see 'em thrive on 'er! By the time the roots got down anywhere near 'er, you could hear 'em groan, I'll bet a dollar!" and, having contributed his idea to the enterprise in hand, the young man shot back to his work.

"Well, now, Cy, I'm afraid you are a little behindhand if you set this day for Thursday. You'd better say a week from Thursday if you want everybody to hear of it, I should say."

"I've had a lot of circulars printed and we'll have 'em all in the post office by Saturday morning; and I'd like to see the farmer anywhere near Milltown who ever let Saturday go by without going to the post office. Then there'll be something to talk about between meetings on Sunday and there'll be more old hats and bonnets out than you've seen there in a year. Oh, there's no doubt but what everybody 'll hear of it!"

"Any particular way you want the store 'fixed up?' asked Jane.

"No, I'll leave that to the good judgment of you women folks. That's something that seems to be born in ye and ye can't help doing it well—only I do hope that both of you'll manage to have cleaner aprons on than's hanging to ye now!" and with this parting shot Cy found it to his advantage to "stand not on the order of his going."

There had, probably, been stores before that memorable day, and have been since, that outshone our Milltown establishment, but never any that Milltown eyes had ever seen; and, to this day, if mention is made of any similar display in the presence of those who graced that occasion, there will be expressed the regret that "ye couldn't 'a' be'n to Milltown when Cy Huxley hed 'his posy show."

From the time that the plans were talked over until the end of the labors on the night before the grand day, there was a great deal of work done, and, when the bolt was turned on Wednesday night at six o'clock and the curtains were pulled down, four pairs of hands were ready to transform that country store in

midwinter into the nearest imitation of June that had ever been attempted in that out-of-the-way corner of the world. Of course, the flowering potted plants were the center of attraction; but these, abundant as they were and beautiful in themselves, would detract from the general effect when removed one by one to the hands of the delighted gift-receivers. To prevent this the flowers to be given away were massed by themselves on a cone-shaped framework provided with shelves and reaching from floor to ceiling. This was placed at the back end of the store. The rest of the store was then given up to the floral decoration not to be disturbed by the removal of the flowers, and of this all hands contributed something to the general effect. There were "green things growing" everywhere, and when with these were placed, the next morning, before the unlocking of the doors and rolling up of the curtains, the lavish display of cut flowers which Cy had reserved as a surprise for Jane and Dolly, there wasn't a prettier sight to be seen anywhere than that which the Milltown store presented to its patrons. Perhaps the prettiest effect was that suggested by Dolly, in regard to the big front windows. Long ropes of ground pine were suspended from the tops and looped back in the semblance of curtains; and, looking in from the outside, the Milltown mossbacks unanimously regarded the arrangement as "the purtiest thing they'd ever seen—durned if 'twasn't!"

By nine o'clock, on that Thursday morning, every team within a radius of fifteen miles was headed toward Milltown, loaded with men and women, boys and girls. By eleven o'clock every hitching-post in the village was in use and the principal street was black with people going toward the store or coming from it with a flower-pot carefully wrapped in paper.

There was no confusion. Every plant was numbered and each person, upon entering, received from Cy a numbered ticket which, presented to Jane or Dolly or Jim at the other end of the store, secured the plant with the corresponding number. So, each ticket-holder could take his gift when he pleased; but after seeing what that gift was, there was no haste to depart from the beautiful place. Everybody looked and talked. There was much buying—there was more "visiting;" and when, after "a right good time," the long line of wagons with heavier loads returned in time for the chores to be done in good season, the storekeepers, from Cy to Jim, declared that they "wouldn't ask for a pleasanter or a more profitable day, if they were all tired out, and that, when the season came around again, they couldn't do a better thing than to have it over again with

such improvements as this experience had brought."

What the community thought about it has been stated already—in terms more forcible than polite; and Cy will tell you that the affair was not only a financial success but that he gained new customers that day who have "stuck by him" ever since and who will testify, on the slightest reference to the occasion, that "that first Flower Day in Milltown was jest the best thing ye ever put your eyes onto!"

RICHARD MALCOLM STRONG.

A cheerful face is nearly as good for a languishing business as a veritable boom in trade.

Tell a customer that he hates flattery and he will say yes, and at the same time be most flattered.

Monroe Manufacturing Co.

Manufacturers of

"Slick as a Whistle"



Children's Suits.

The Greatest Novelty. Sure to be Large Sellers. Bound to give Satisfaction. Made on Honor. Sold on a Positive Guarantee.

Send for Sample Line.

MONROE MANUFACTURING CO.,
178 Jefferson Ave., Detroit.

STENCILS.

Detroit
RUBBER STAMP
Company.

99 Griswolds street.

All Jobbers have them

S.C.W.

50 CIGARS.

"La Delicatesse" A "Confection in Cheese."

"La Delicatesse" Co.,
HERKIMER, N. Y.

Clerks' Corner

The Worst One of All.

One gets tired of looking out of a car window, even if the Rocky Mountains are doing their best to entertain him and to tell him that, in the line of scenery, the much-talked-of Alps are nothing when compared with the backbone of the American continent. Like other things, however, on both sides of the Atlantic, there can be too much of the grand in nature to be enjoyable; and, after the uneven line of white penciled against the blue had become too monotonous to suggest comparison with mountain sceneries anywhere, I turned to my fellow traveler on the seat in front of me, to see what he had to offer in the line of diversion.

"Get tired of seeing too much of the same thing, don't you? Everybody, at first, can't get enough of 'em"—glancing toward the mountains. "That's the way it was with me. Everybody was saying with long breaths, 'Oh, mountains are so grand, and the mountains of America are the grandest in the world!' When ye hear anybody talk like that, you may know they are 'putting on.' They don't know what they're talking about. When you come right down to the bottom fact in scenery, it isn't the big mountain, nor the big waterfall, nor the bigness in any way that, in itself, does the business. What you must have is that for a background, and then, to put the button on, as they say in Yankeeeland, you must have something that has been worthily done there sometime. The two, taken together, make up the grand and the sublime in scenery. Everybody, now days, can't sleep until they've seen Mount Blanc. Seen it, I s'pose?" I nodded. "Then I needn't tell you that that mountain they're all raving about over there is a wart, when compared with the Rockies! But, when you watch the sunset playing upon its summit and think, as you have to, of what mighty deeds have been done under its shadow, you feel like taking off your cap to the grand old mountain, and you do. What have the highest peaks of these mountains looked down upon? Nothing but Indians and their fights with the other wild animals. Why, I'd swap all the Rocky Mountain range for that one place among the Alps where Tell shot that apple from the head of his oldest boy, and think that I'd got the better of the bargain—would, for a fact.—Prospecting?"

That last point settled, the man was turning to his magazine, when I thought my time had come.

"I shouldn't infer that you are prospecting, in the sense common about here? What's your business?"

"Guess."

"Dry goods."

"Good. Where from?"

"Boston. You have the regular brown-bread-and-beans complexion! Your name is Tom Aldrich, and you are the same fellow that poured water down my back in the old academy at Walpole, Massachusetts, some twenty-five years ago, confound you!"

After things had settled down again, I went on. "Now, Tom, you've been in business all these years, have been in the ranks of the clerks and have had a small army of them in your employ, and so you know what you are talking about. What, in your opinion is the best attribute a clerk can have?"

There was not an immediate reply.

Then he began: "There are so many things to be taken into consideration that the question is hard to answer; but I guess it simmers down to this—a willingness to be told. You see, Bob, old fellow, the boys all think that store work is divided up into little jobs that have nothing to do with one another, and they have an idea that what they do is a heap more important than what the others are doing; and so, when they have their work 'down fine,' they know about the other work just as fine, and that makes trouble.

"Now, a fellow that knows it all is a hard fellow to get along with. You can't let him alone, for that lead to mischief; and you can't say anything to him without listening to some old-fashioned English. We've had lots of 'em, and there is only just one way to do—stand it just as long as you can and then tell 'em they can be hunting up another job. I had one young fellow who got into that way, and I thought so much of him that I thought I'd run the risk and take him down a peg. It didn't do any good, though. I gave him a chance to 'sass' me—he improved it—he had to go. His particular failing lay in believing that his fellow clerks needed looking after; and, when I told him I guessed they could get along with such directions as I gave 'em, he said he thought my place was in the office!

"That was one instance. Everyone has his own peculiar fancy in some one direction, and none of them ever get over it until it has been knocked out of 'em by some pretty bitter experience. One of the worst turns I ever knew the evil to take was in one of our men, who seemed to have a mania for criticising our customers' neckties. I rather thought the young man would find out, after a while, what a fool he was making of himself—he did get some pretty fair pointers in that direction! But it didn't make any difference and, when the time came and he had to be told to stop—it was playing the mischief with us—instead of listening kindly to the statement that we couldn't allow such goings on any longer, he just boiled over, and—well, he was looking for another job, too.

"So, take it all in all, I'm inclined to think that the worst man to have around a business house is the one who isn't willing to be told anything. What started you out this way?"

That, however, is another story, as Kipling would say. And now, if the boys of this column will be willing to read this paper and ask themselves if they belong to the class referred to, I shall be more than glad that I met my old schoolmate.

UNCLE BOB.

BADGES.

Detroit

Rubber Stamp
Company

99 Griswold St.

Our Spring line of Ready-made

Clothing

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

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

William Connor will be at Sweet's Hotel, Grand Rapids, Mich., Thursday and Friday, March 26th and 27th.

Dwipell, Wright & Co.'s

COFFEES ARE



"MAKING IT HOT FOR 'EM"

They are the **RIGHT GOODS** and we know how to **MAKE 'EM GO**, and that's the reason we sell more bulk Coffee than any other two houses in Grand Rapids. That's all there is to it; no secret about it. You can get right into our wagon and ride at the head of the procession just as well as not. Will you do it?

OLNEY & JUDSON GROCER CO.,

SOLE DISTRIBUTERS.
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Straw Board, Building Paper, Roofing Material,

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

Tarred Felt,
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Ready Roofing,
Carpet Lining,
Mineral Wool.

QUALITIES THE BEST AND PRICES THE LOWEST.

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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,
Chestnuts,

Pop Corn,

—Send in your orders to ensure choice selections.—

BUNTING & CO.....

20 and 22 OTTAWA STREET,
Grand Rapids, Mich.

Oysters

FAMOUS
WOLVERINE
BRAND

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

OSCAR ALLYN,
106 Canal St. Phone 1001

Around the State

Movements of Merchants.

Stetson—L. N. Lake has sold his grocery business to H. C. Shull.

Woodland—L. Faul succeeds Faul & Velte in the hardware business.

Lowell—C. O. Lawrence, baker, is succeeded by Mrs. Jas. Nicklin.

Mt. Clemens—J. G. White succeeds Lacy & Co. in the drug business.

Plainwell—Estes & Co. have sold their grocery business to Wm. J. Olds.

Ludington—S. D. Moon succeeds Moon & Moon in the grocery business.

Saginaw—E. E. Scott succeeds Scott & Ahern in the plumbing business.

Detroit—P. Blake's Sons succeed P. Blake & Sons in the undertaking business.

Union City—Johnson & Dodge succeed L. D. Johnson in the grocery business.

Battle Creek—H. S. Childs succeeds Childs & Harton in the grocery business.

Gagetown—Albert J. Palmer, grocer and dry goods dealer, has removed to Flint.

Williamston—Geo. Klunziger has purchased the harness business of Henry E. Pfeifle.

Romulus—The Romulus Milk Producers' Association has filed articles of incorporation.

Detroit—The W. H. Ellis Co. succeeds W. H. Ellis in the tobacco and cigar business.

Milford—Elmer A. Smith has purchased the agricultural implement business of S. L. Holmes.

Detroit—Roger J. Sullivan & Co. succeed Sullivan, Buchanan & Co. in the furniture business.

Wayland—H. P. Hudson succeeds Hudson & Sooy in the seed and produce business at this place.

Manchester—Wurster Bros. & Co. succeed Wurster Bros. in the agricultural implement business.

Ewart—McDougall & Holihan have purchased the grocery and meat business of A. H. Rockafellow.

Chelsea—F. P. Glazier & Co., druggists and grocers, have dissolved, Saxe C. Stimson continuing the business.

Kinde—Starbeck & Tyler, furniture dealers and undertakers, have dissolved. Mr. Tyler will continue the business.

Port Huron—C. G. Meisel & Bro., wholesale and retail dry goods dealers, have dissolved, G. C. Meisel succeeding.

Hudson—R. N. Johnson & Co. is the style of a new firm which will shortly embark in the dry goods business.

Hudson—W. G. Knopf has sold his shoe stock to F. G. Stowe and F. Horton, of Hastings, who will continue the business.

Marshall—The stock of R. Butler, one of the largest and oldest grocers at this place, has been taken on chattel mortgage.

Hadley—J. W. Chalmers, who was engaged in the boot and shoe business here for over 30 years, died March 6, at the age of 74.

Saginaw—Will T. Foley, for five years confidential clerk of the Arthur Hill Co., Ltd., has been admitted to membership in the firm.

Saginaw—A. J. Morley leaves the Second National Bank and goes to Chicago about March 15, where he will take the position of credit man for A. P. Risser & Co., which firm's business was recently purchased by Morley Bros.

Mr. Morley has been connected with the Second National for over seven years and has been teller for the past five years.

Stanton—Heber Carothers has purchased an interest in the grocery stock of D. Z. Curtis. The new firm will be known as Curtis & Carothers.

Mancelona—J. W. Mathewson has purchased the stock of furniture owned by De Voist Bros., of Alba, and is moving the same to his store in this place.

Battle Creek—B. W. Pinch has sold an interest in his agricultural implement business to Arza Robinson. The new firm will be known as Pinch & Robinson.

Holland—M. Kiekintveld has rented his new block to Albert May, of Grand Rapids, who will put in a fine stock of bazaar goods. Mr. May also conducts a bazaar at the latter place.

Lowell—M. Ruben & Co. have sold their dry goods and furnishing goods stock to A. Levitt, who will continue the business in the store building formerly occupied by Chet. Stone.

Hudson—Newell Bills has sold his interest in the East Street meat market to T. A. Hineline, of Lansing, who will continue the business with the remaining partner under the style of Hineline & Hermes.

Saranac—Ed. Payne, boot and shoe dealer, has a curiosity in his show window in the shape of a pair of snow shoes sent him from Marquette by Fred L. Anderson, traveling representative for the Rodgers Shoe Co., of Toledo.

Scottville—The officers of the Scottville Hardware Co. are as follows: President, D. W. Goodenough; Vice-President, C. M. Stanford; Secretary and Treasurer, J. H. Stuber. The capital stock of the corporation is \$10,000, of which \$7,500 is paid in.

Manistee—Emil Christopherson has retired from the hardware firm of E. Christopherson & Co. on account of poor health. The business has been purchased by Otto Rosenfield, who will merge it with his plumbing business and continue at the old stand.

Saginaw—Watson & Company have merged their crockery and glassware business into a corporation, with a capital stock of \$25,000, 80 per cent. of which is paid in. The stockholders are Hamilton Watson, 1,750 shares; Thos. Watson, 375; B. H. Reis, 375.

Howard City—E. F. Church has sold his meat market to Richard Perry and R. B. Perry, who will continue the business at the same location. Mr. Church's retirement from business is due to ill health, necessitating the adoption of a vacation, which will give him more outdoor exercise.

Kalamazoo—T. M. Torgeson, manager of the Kalamazoo agency of the United States Baking Co., has secured a leave of absence for three months. The agency will be in charge of Oliver E. Rasmus, one of the company's salesmen, now making Northern Michigan. Mr. and Mrs. Torgeson expect to leave March 18 for California, hoping to restore Mrs. Torgeson's health.

Northville—Adam W. Reed, for a number of years one of the leading dry goods, shoe and grocery merchants of this place, filed a trust mortgage March 5 to Wm. H. Ambler, of this place, as trustee, for \$4,174, for the benefit of his creditors. The creditors are E. L. Riggs, Plymouth, 1,005; Edson, Moore & Co., Detroit, \$950; A. Krolik & Co., \$861; H. S. Robinson & Co., \$253; Schloss Bros., \$113;

Moran, Fitzsimmons & Co., \$73. The remainder is in small amounts, divided among a dozen more Detroit firms. Mr. Reed attributes the disaster to the fact of being unable to collect outstanding accounts and the exceedingly dull January trade.

Reed City—Robert F. Armstrong, who has been in the clothing trade at Reed City for a number of years, will during the spring or early summer move his stock to Northampton, Mass., where he will continue the business. While there are but 7,000 people within the trade radius of Reed City, he estimates that there are fully 30,000 people within the same radius of Northampton.

Detroit—The limited partnership between the members of the firm of John T. Woodhouse & Co., wholesale and retail tobacco, cigar and cigarette dealers, has been renewed for the period of one year, beginning March 4. The general partner is John T. Woodhouse; special partners, Wm. Goodyear, of Ann Arbor, and Mary L. Wagner and Charles J. Patterson, of Detroit, who contribute \$5,000 each.

Jonesville—Hon. E. O. Grosvenor has retired from the firm of J. A. Sibbald & Co., dealers in general merchandise. The business will be continued by the remaining partner under the style of John A. Sibbald. The firm has been in existence for thirty-three years, the partnership having been formed in 1863. Mr. Grosvenor has been connected continuously with the business, and at the same stand, since he established it in 1842, and claims to have been longer engaged in the mercantile trade than any other person in Southern Michigan.

Manufacturing Matters.

Omer—Clouston & Voorhees' new shingle mill has started up with a full crew.

Crow Island—S. W. Tyler & Son, manufacturers of salt and shingles, are succeeded by the Saginaw Shingle & Salt Co.

Bay City—Eickmeyer, Kamm & Co. have merged their planing mill business into a stock company under the style of the Eickmeyer-Kamm Co.

Northville—Beal & Daniels have just received an order for school desks to be consigned to a point in Brazil. This makes the tenth foreign country to which they have sent goods.

Alpena—The Business Men's Association has received a proposition from a pump manufacturer offering to start a pump factory in that city if the citizens will take \$14,000 of the stock of the company. Twenty persons would be given employment.

Detroit—The Tecumseh Salt Co. has been incorporated for the purpose of mining salt in the township of Ecorse. It has a paid up capital of \$30,000, held by A. C. Raymond, trustee, 14,995 shares; A. C. Raymond, 3; Ernest G. Henderson, 1, and John C. Donnelly, 1.

The official figures of the cost of the Keil ship canal in Germany are given as \$39,000,000. It is 61 miles long, 20 feet deep at dead low water and 229 feet wide, the width increasing to 428 feet in numerous places for permitting vessels to pass. The embankment is stone, lined to a depth of six feet below the water line.

The rush from the Pacific ports to the Alaskan gold fields is much greater this spring than ever before. Every vessel is loaded to its full capacity and passage is engaged ahead to a great extent.

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—Owing to temporary scarcity medium beans have been firmer. The receipts have been moderate and the general demand for all varieties was quiet.

Butter—Fancy roll butter is a little weaker, dealers having reduced their quotations to 16c. Fair to choice dairy commands 13@14c.

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 market is hardly as strong as a week ago, dealers undertaking to hold the price up to 12c, with every probability that the price will recede to 11½c or 11c before the end of the week.

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—Stock is more plenty and the selling price has dropped to 12½c.

Onions—Spanish are so scarce and so high as to be practically out of market. 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 commands \$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 Alfalfa. Timothy commands \$1.65 for prime and \$1.85 for choice.

Squash—½@1c per lb. for Hubbard.

Sweet Potatoes—The market is higher. Illinois Jerseys bringing \$4.50 per bbl. and \$1.60 per bu.

Review of the Sugar Market.

Detroit March 7—The past week has been marked by inactivity and indifference throughout the entire refined market. Jobbers and retailers alike are holding off and for no particular reason except a general indisposition to increase liabilities. In the raw market the position remains exceedingly strong with refiners bidding freely for Centrifugals at 4½c and securing an occasional parcel afloat or export shipment. Foreign markets have ruled firm, with good demand and advancing tendency, beet raws and German granulated showing a gain for the week.

Refined is unchanged in any particular and, while the week now closing has been one of extreme dullness, there is no suspicion of weakness in any grade and the tendency of prices must be upward on any decided improvement in demand. This being the season of lightest consumption, our refiners can afford to continue the relatively low basis on their product for some time to come, not only with the oft-hinted view of acquiring raw supplies, but also of discouraging investment in foreign refined.

The apparent surplus in the world's visible supply, which approximated 800,000 tons on January 1, has been reduced to 139,595 tons and will shortly disappear entirely.

We do not look for any change during the coming week, although the strength of the position is such that advances may come at any time; in short, our impressions are all unchanged. We think well of sugar—for the future.

W. H. EDGAR & SON.

The Cosmopolitan offers \$3,000 in premiums, which will be awarded to motor carriages exhibiting the greatest excellence in a trip to be made on Decoration Day, May 30, between City Hall Park, New York, and the Cosmopolitan Building at Irvington-on-Hudson, the round trip being about 52 miles.

Grand Rapids Gossip

James Boer succeeds Robt. Davidson in the lime and cement business at 147 Island street.

Frank Nachteggall has opened a grocery store at 104 Pine street. The stock was furnished by the Lemon & Wheeler Company.

D. Fleming, general dealer at Riverdale, has added a line of groceries. The Lemon & Wheeler Company furnished the stock.

A. J. Ardiel, pharmacist in the office of Dr. Louis Barth, has disposed of his pharmacy and retired from business. He will take a course in medicine at London, Ont.

Chas. Timm & Son have opened a dry goods and grocery store at Caledonia. The dry goods were furnished by Voigt, Herpolsheimer & Co. and the groceries by the Ball-Barnhart-Putman Co.

H. M. Reynolds & Son have leased a warehouse at the foot of Third street, Detroit, where they have engaged in the jobbing of building papers, carpet lining, roofing paints, etc. The Detroit end of the business will be in charge of Glenn H. Reynolds.

The O. & W. Thum Co. now produces the castor oil used in the manufacture of Tanglefoot, having recently received several carloads of castor oil beans for that purpose. It is reported that the corporation will shortly embark in the manufacture of paper and strawboard, of which it is the largest consumer in the city.

The Musselman Grocer Co. has attached the general stock of Sanford & Wallen, at Hart. The firm recently sold the dry goods stock to Sanford's father and the grocery stock to a man named Snyder. In making the attachment the Musselman Co. acted on the assumption that the transfers were fraudulent and without proper consideration.

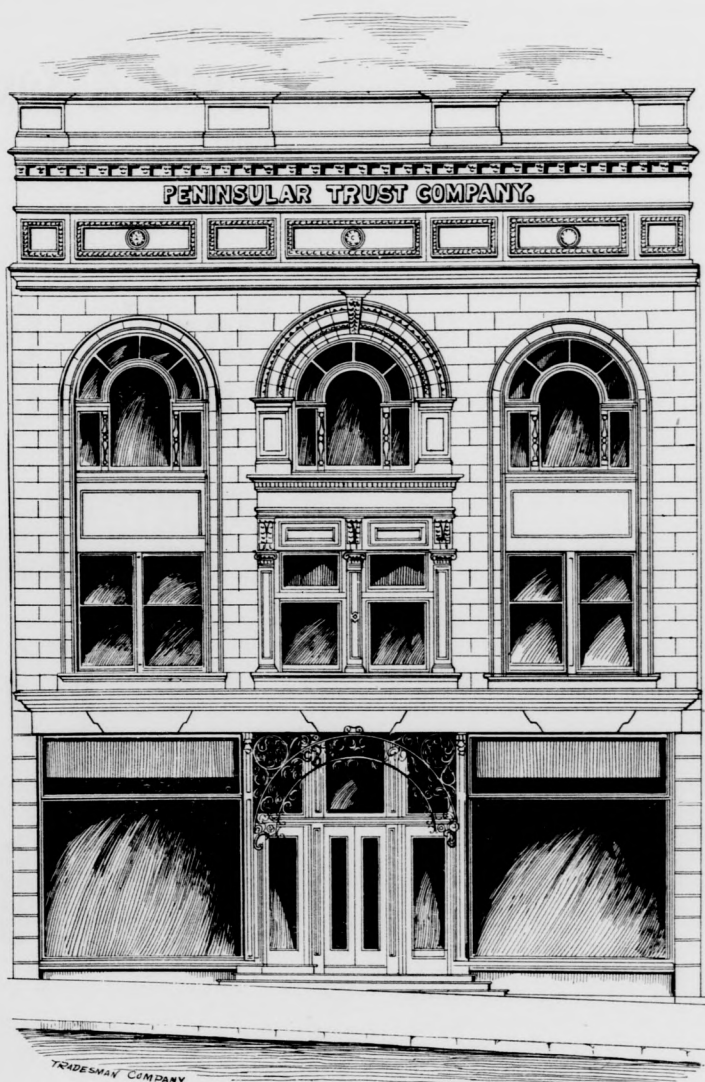
Geo. H. Reeder, President of the Reeder Bros. Shoe Co., accompanied by Hon. Peter Doran, went to Uby last week and succeeded in squeezing a desirable settlement out of Chas. McMillan, who had covered his general stock with mortgages in favor of relatives and others. The collection, in view of the circumstances surrounding the case, is regarded as little less than remarkable.

The sensation of the week has been the embarrassment of the Belknap Wagon & Sleigh Co., due to the discovery that the affairs of Belknap, Baker & Co. were in a bad shape. Neither of the Belknaps gave the B. B. & Co. business their personal attention, the management of the business being in the hands of Henry P. Baker, formerly Cashier of the Fourth National Bank. The Belknaps claim that they supposed that their carriage department was making them money until about three weeks ago, when their suspicions were aroused and an inspection of the books made, resulting in the discovery that false reports were being made to them in regard to the condition of the business. Further investigation disclosed the fact that there was a very considerable shortage and, for fear that the creditors of the carriage business would seek to embarrass the wagon and sleigh business, it was deemed advisable to se-

cure the creditors of the latter, so far as possible, by mortgaging the property to the Michigan Trust Co. as trustee, thus protecting all the creditors against the summary action of a few creditors who might jeopardize the business by attachment. Unless the indebtedness is larger than appears on the surface, there is every reason to believe that the Belknaps will be able to pull through in good shape. The business of the Belknap Wagon & Sleigh Co. will be continued without interruption, for the present, at least.

to the grocery trade, a substantial lunch was served, E. A. Stowe officiating as host and E. J. Herrick as caterer.

Joseph F. Jessup, formerly cashier and paymaster for the West Michigan Lumber Co., at Woodville, but for the past two years head book-keeper for the Hazeltine & Perkins Drug Co., left Monday for Hub, N. C., where he takes a responsible position with the Butters Lumber Co., now managed by the redoubtable Ed. Wright, whose judgment on timber topics is superb, and who possesses, to an unusual degree, the



NEW HOME OF THE PENINSULAR TRUST CO.

The above illustration, made from the architect's drawings, serves to show how the Shepard block, 60 and 62 Monroe street, will look after the changes and repairs soon to be begun are completed. When in possession of the premises, the Peninsular Trust Co. will have one of the finest and best equipped banking offices in the country.

For the first time in the history of the organization, the Grand Rapids Retail Grocers' Association has a permanent abiding place. Through the generosity of E. J. Herrick, the Association has secured a long-time lease of the hall over Mr. Herrick's store, and has fitted it up in handsome shape, including carpets, tables, curtains, chandeliers, etc., the only consideration imposed by Mr. Herrick being the privilege of using the room should he at any time wish to give his lady customers a series of lectures on food topics. The initial meeting in the new hall was held last Tuesday evening, being more in the nature of an anniversary than a meeting. No attempt was made to carry out a formal program, but after a couple of hours had been spent in exchanging reminiscences and discussing matters of general interest

touch of Midas. Mr. Jessup is a gentleman of unusual ability and will prove a valuable ally to Mr. Wright in the great work he has undertaken.

Doomed to Failure.

Some of the retail druggists of Detroit have incorporated the Pharmacists' Cigar Co., with a capital stock of \$25,000, for the purpose of embarking in the manufacture of cigars on the co-operative plan. W. E. Flynn, formerly connected with the U. S. Cigar Co., at Grand Rapids, is the promoter of the enterprise.

Bibb Warp on Spools.

Weavers will not have to reel this warp, as it comes put up on $\frac{1}{4}$ pound spools. Peerless skein warp in 5 pound bundles. Both qualities in all colors. P. STEKETEE & SONS.

Flour and Feed.

Prices for the week are, practically, unchanged on both flour and feed; and, while the price of wheat for future delivery has declined somewhat, cash holders are firm in their views. The premium on good, sound milling wheat has again been increased. Under such conditions the flour trade has slackened and buyers are waiting or only purchasing for immediate needs. In the meantime people keep right on eating and, as flour stocks are not large, buyers must soon purchase more freely and at values which will permit the mills to run steadily, regardless of speculative trading. The fact is becoming more apparent every day that European stocks are light, and when they begin to call upon us freely from the other side, as they must soon do in order to supply their needs, holders of breadstuffs can command better values than now prevail.

The flour output throughout the winter wheat belt continues to be light, many of the merchant mills simply running to supply local demand. Grand Rapids mills are running steadily and turning out the usual output, but for the past ten days have not been booking quite as many orders as usual. The feed and meal trade has been fairly good and millstuffs are moving freely and are in good demand.

WM. N. ROWE.

The Grain Market.

Wheat has been somewhat depressed during the past week, as it had no outside support. The bear element did about as it pleased and hammered it down fully 2c during the week. While all statistics point to strong markets, the opposite has taken effect—a lower range of prices. Receipts from the Northwest have been about as usual, while the exports have been somewhat larger. The visible decrease for the week was 1,493,000 bushels—a fair average. If the same ratio continues weekly, there will be but little wheat in sight by next harvest. We see nothing in sight at present for a change until confidence is restored, so that the trade will take hold and buy. Until that time comes, the market will remain dormant and prices will remain on the present level. Coarse grain ruled very slow.

Corn advanced $\frac{1}{2}$ c and closed weak. Oats remained at the same price with no fluctuation.

The receipts during the week were: wheat, 53 cars; oats, 14 cars, and 10 cars of corn. The mills are paying 68c for wheat.

C. G. A. VOIGT.

Close Quotations on Flour and Feed.

To dealers we quote as follows:
C Star (Finest Fancy Patent), \$ 4.00
Mayflower, Straight Roller, 3.75
Early Riser Straight Roller, 3.75
Bran, 10.00
Middlings, 12.00

Will save you money every time. After March 15 we shall put $\frac{1}{2}$ dozen nice spoons in every 50 pound sack of Callam's flour.

With every 25 barrel order, spot cash, we will sell an elegant silver tea set, valued at \$8.

Send for prices.

WM. CALLAM & SON,
Proprietors C Star Flouring Mills, Saginaw, E. S., Mich.

Miss Grace VanHoesen book-keeper for Nelson Morris & Co. is spending a few days with friends at Ann Arbor.

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

Hardware

GRAND RAPIDS IN 1850.

CHAPTER VII.

Written for the TRADESMAN.

At the foot of Monroe street, on the very ground now occupied by Foster, Stevens & Co., stood a dingy-brown three-story wooden building that bore upon its modest front this legend:

"Foster & Parry,
Dealers in

Iron, Steel, Nails, Stoves and Shelf Hardware Generally. All Kinds of Tin or Copperware Manufactured or Repaired."



First Exclusive Hardware store, established 1840.



Removed to present location in 1848, where business has been continued by Foster & Parry, Foster & Martin, Foster & Metcalf, W. D. Foster and Foster, Stevens & Co.

This was then the leading and only exclusive hardware store in Grand Rapids. The stores carrying mixed stocks sold nails and shelf hardware only. Foster & Parry built up a very successful exclusively hardware business. Strict integrity and hard work entitled them to the liberal patronage they enjoyed. Mr. Parry was the skillful, industrious manager of the mechanical department, which was a business of itself, as most of their cook stove furniture and all the tinware sold of every kind were made by Mr. Parry and his assistants. This work was always done substantially and workmanlike.

Mr. Wilder D. Foster's personal friendships were cordial and enduring. I think he enjoyed a reputation that few business men reach—that of living a useful, active business life without an enemy. He never sought public or political notoriety. I have always thought him a victim to the political ambition of others, and that his useful life was shortened by being forced by his friends into the political arena, for sake of the strength his personal popularity would bring to their ticket. Congressional methods must have been revolting to so modest and pure minded a man as he was. The extensive hardware house of Foster, Stevens & Co. should hold in affectionate remembrance the man whose example and business career are so deeply interwoven with the history of their success.

William H. McConnell was the next largest hardware dealer to Foster & Parry. He occupied two stores at the corner of Monroe and Waterloo streets, with archway connecting them, and divided his attention between hardware and dry goods, devoting one store to each department. His assistants in both stores were his four brothers, Charles, John, Fred and Dan. The last named afterwards met danger on the field as colonel of the Third Michigan Infantry, where he distinguished him-

self by gallant service in defense of the Union. Fred was for many years an extensive dealer in hardware in the beautiful village of Ionia.

At this early day, most of the stoves sold in Michigan were manufactured in Albany and Buffalo. Commercial travelers, with their volumes of photographic samples, were unknown. To select a stock for a six months' trade involved a journey to the Eastern manufacturing centers, usually occupying from three to six weeks, at an expense of \$50 or \$100, to accomplish what can now be done through commercial agents or telephone in a couple of hours. The time consumed in transporting these heavy goods from New York or Albany, via the Hudson River and Erie Canal to Buffalo, thence by steamboat around the Lakes to Grand Haven and Grand Rapids, usually occupied from three to eight weeks, the time depending upon the delays caused by reshipments and accidents to overloaded canal boats. These delays shortened their time purchases to four months. Not less than one half of their sales were on a credit of six months, often extending to twelve. Profits were larger than the merchants realize now, but expenses were large in proportion.

It was not uncommon, in times of high water, for Foster & Parry to receive their goods direct from the steamboat into the basement of their store, which was within a few feet of the better of the two navigable channels. This channel has since been filled, and holds a place only in the memory of the old settlers. The little narrow island between the two channels was a charming strip of green foliage, dotted over with giant elms, whose drooping branches of emerald green added not a little to its natural beauty. It was a favorite camping ground for the Indians on their periodical visits to Grand Rapids for supplies.

The old-fashioned celebration of the Fourth of July held on this island in 1851 in the rear of Foster & Parry's store is fresh in the memory of old residents. John Almy was president of the day, Warren P. Mills marshal, Solomon L. Withey read the Declaration of Independence and Peter R. L. Peirce was the orator. The platform was built under the broad shadow of a giant elm. The oration was full of patriotism and prophecy as he spoke of the future of our great Republic. The dinner was served at the Rathbun House, which stood at the corner of Monroe and Waterloo streets and gave place to the fine Widdicomb Building. Hon. Solomon L. Withey, James Miller and John T. Holmes were the committee on toasts. Each of the thirteen toasts was responded to by the boom of cannon and marital music. In those early days the winecup freely circulated. The dinner was long drawn out, with the usual hilarious results. Volunteer toasts were freely given and cheered. I recall one by my old friend, John W. Peirce, which fully took in the situation the dining room presented at the time. It ran thus: "Our host's anniversary guns: they leave many on the field of battle, but none mortally wounded." The old veterans present warmed up to the occasion and offered volunteer toasts in language sometimes more forcible than polite.

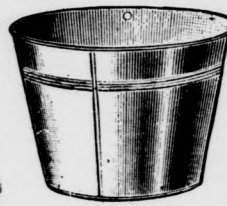
Every one of the old citizens whose names appear in this sketch has crossed the Dark River. Peace to their ashes and honor to their memory.

In my next sketch I shall pay my respects to the old-time dry goods merchants.

W. H. S. WELTON.

Owosso, Mich.

We are Headquarters for
Syrup Cans and Sap Pails



Write for Prices.

H. LEONARD & SONS
Grand Rapids, Mich.

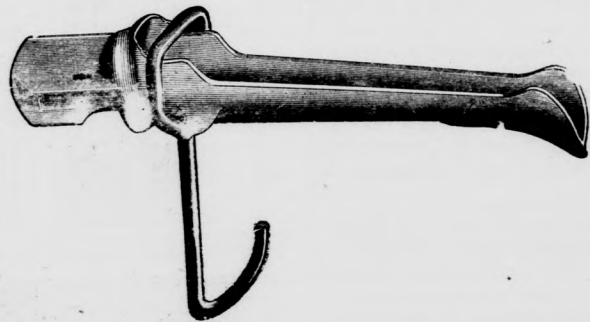
Sap Pails and Syrup Cans



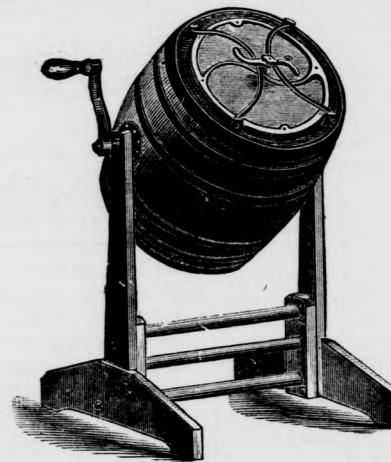
Our sap pails are full size and are guaranteed not to leak. They are made almost straight, flaring enough to pack conveniently. Our syrup cans are double seamed, both top and bottom, with packed screws. Prices lower than ever. Send for price list of general line of tinware.

WM. BRUMMELER & SONS,
Manufacturers and Jobbers of
Pieced and Stamped Tinware.
Dealers in Rags, Rubbers and Old Metal.
Phone 840.
260 S. Ionia St. Grand Rapids.

Post's Sap Spouts



The Favorite Churn



Both the best of their kind.
Get in your orders at once.

Foster, Stevens & Co.,
GRAND RAPIDS.

New Plan for Road Improvement.

The latest plan of the New York State Legislature for highway improvement seems more practical than any that has yet been devised. Early in the present session the Good Roads Committee of the Senate introduced a bill providing for an appropriation of \$300,000 and for the appointment of a state commission for the prosecution of the work. As a result of further consideration of the subject by the committee, the chairman has prepared and presented a substitute bill which, if passed, as its friends are sanguine it will be, will mark a decided advance in state road improvement.

The new bill provides for an appropriation of only \$250,000 to begin with; but the provisions for co-operation with counties and townships are its significant features. Under the bill the State Engineer and Surveyor is to have charge of the highways and roads of the state. It shall be his duty to hold public meetings in every county of the State at least once in every year, for the purpose of awakening public sentiment on the subject of road improvement generally, and such other meetings as may be necessary along the line of any road projected under the act; and he shall assist the authorities in improved road-building in their respective counties by correspondence or otherwise, and shall furnish information and advice to persons interested in the construction and building of improved roads.

Improved roads, under this act, shall be known as "improved county roads" and "improved town roads." County roads shall run through a county as nearly as may be northerly and southerly and easterly and westerly and on main roads leading to and from markets and connecting populous counties. Any such road may be changed in short distances to improve the grade or otherwise, as now provided by law. All other roads, when built under this act, shall be known as "improved town roads."

Whenever a petition shall be presented to the State Engineer and Surveyor for an improved county road, signed by a majority of the owners of the lands fronting or bordering on such road, or by a written request of a majority of the Supervisors of the county, or by a majority vote at a meeting of the Board, he shall inspect the proposed road, and, if satisfied that it is demanded for the public good, shall make a preliminary outline map of it and a written report, with a recommendation of the kind of road best adapted for the route, which shall be either macadam, telford, stone, steel-plate or other good stone road, consideration being given to the use of bicycles and motors, with an approximate estimate of the cost. He shall mail fifty printed copies of the report to the Supervisor of each town along the route for distribution. It shall be the duty of the Supervisor of each town to call a special meeting of the voters to vote on the question of an improved county road, and a vote shall be taken at each town meeting for and against the proposed road and as to the kind of road desired. If a majority of the registered voters of any town shall sign a petition in favor of an improved county road, naming the kind of road desired, and shall deliver it to the Supervisor, then no town meeting shall be held. If a majority of the voters of the towns as returned are in favor of the road, the State Engineer and Surveyor shall have the route surveyed and complete plans

and specifications made, and shall let the contract for building the road.

Whenever in the judgment of the State Engineer and Surveyor a section or sections of a road should be built in order to connect improved county roads, or roads built in one county with those built in another county, he may serve a written notice on the Supervisors, and it shall be the duty of the county or counties, town or towns, to provide means to build an improved county road within one year. The road shall be built on the conditions provided for building an improved county road.

The cost of building an improved county road, as provided in this act, shall be paid one-half by the state and one-quarter by the counties through which the road runs and one-quarter by the towns. The expense of maintaining an improved county road shall be a county charge.

Provision is made for the employment of convict labor in the building of these roads.

The Hardware Market.

At this time of the year, and under the present conditions existing in mercantile circles, and especially in the hardware market, a general report changes but little from week to week. Manufacturers are not at present disposed to make any changes in their prices, as all raw material, as well as labor, remains about stationary, with but very little fluctuation. If any general revival in trade should happen, we might then look for changes, but at present only strong combinations and consolidations can advance the present values of staple lines of hardware.

Wire Nails—The advance of 15c per key, which was established March 1, is firmly held, and it is said—and with a good deal of force—that no lower price will be made this spring, and those who are holding off or are cutting prices will be disappointed.

Barbed Wire—The demand is good and prices are stationary. Orders for present and future shipment are coming in freely, and prices are as low as they will go. At the least alarm the price may advance.

Sheet Iron—Orders are being placed for fall shipment, as the price is low enough to head off any advance.

Window Glass—The factories have again started up and orders are being filled with fair promptness. Higher prices are looked for.

Hardware Price Current.**AUGURS AND BITS**

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

AXES

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

BARROWS

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

BOLTS

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

BUCKETS

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

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

BLOCKS

Ordinary Tackle.....	70
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CROW BARS

Cast Steel.....	per lb 4
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CAPS

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

CARTRIDGES

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

CHISELS

Socket Firmer.....	80
Socket Framing.....	80
Socket Corner.....	80
Socket Sinks.....	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, 70-10.....	

GAUGES

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

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

MATTOCKS

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

MILLS

Coffee, Parkers Co.'s.....	40
Coffee, P. S. & W. Mfg. Co.'s Malleables.....	40
Coffee, Landers, Ferry & Clark.....	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.....	50
8.....	60
7 and 6.....	75
4.....	1 20
3.....	1 60
2.....	1 60
Fine 3.....	65
Case 10.....	75
Case 8.....	90
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 % per pound extra.....	

HAMMERS

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

HOUSE FURNISHING GOODS

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

HOLLOW WARE

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

HINGES

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

WIRE GOODS

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

LEVELS

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

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

SQUARES

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

SHEET IRON

	com. smooth.	com.
Nos. 10 to 14.....	\$3 30	\$2 40
Nos. 15 to 17.....	3 30	2 40
Nos. 18 to 21.....	3 45	2 60
Nos. 22 to 24.....	3 55	2 70
Nos. 25 to 26.....	3 70	2 80
No. 27.....	3 80	2 90
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

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

WRENCHES

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

MISCELLANEOUS

Bird Cages.....	50
Pumps, Cistern.....	75&10
Screws, New List.....	85
Casters, Bed and Plate.....	50&10&10
Dampers, American.....	40&10

METALS—Zinc

600 pound casks.....	6 1/2
Per pound.....	6 1/2

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
20x14 IX, Charcoal.....	7 50
14x20 IX, Charcoal.....	7 50
Each additional X on this grade, \$1.75.	

TIN—Allaway Grade

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

ROOFING PLATES

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

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GRAND RAPIDS SCALE WORKS,

39 & 41 S. First St., Grand Rapids.

COIN! COIN!! COIN!!!

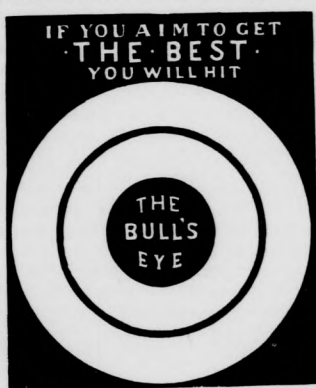
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SUCCESSFUL BANKERS give these to their depositors. If you prefer to buy, ask any stationer for them or send to us for prices and free samples.

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SEALS AND STENCILS
WILL J. WELLER MUSKOGON MICH.



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E. A. STOWE, EDITOR.

WEDNESDAY, - - - MARCH 11, 1896.

THE INDUSTRIAL DEPRESSION.

One of the most unfavorable indications in the industrial situation in this country is the fact that importations of textiles and other manufactured products are operating to depress production to an extent that is closing down a considerable proportion of the mills and factories. American raw material is being shipped to the Old World and there transformed into finished products and returned, to displace the handiwork of our own artisans, who are either idle or in anxiety as to their tenure of work. This anomalous situation suggests the inquiry as to the reason for American workmen's permitting themselves to be deprived of their industry by their rivals of the Old World handicapped by the cost of double transportation across the Atlantic. It certainly argues that there must be a lack of intelligent management somewhere, or the work and its wages could be kept at home with such an element in our favor.

And what makes the situation peculiarly exasperating is the fact that the modern methods of manufacture have been built up on American inventions. It has been said that the inventor, as a rule, fails to realize the pecuniary advantages of his genius. It would appear that, as a nation, we are manifesting this proverbial characteristic of the inventor.

In what regard is American industrial intelligence lacking, that is should thus be deprived of the fruit of its labors? The answers to this question will be many and various. Those whose ideas have been formed by political discussion will find a sufficient answer in the fact of an undue reduction in tariff duties, making the disparity in the wage schedules of this country and Europe great enough to account for the situation. This answer carries considerable truth; but it is pertinent to inquire whether that is the entire explanation, and whether there are not differences in industrial stability and confidence that may have some influence on the question. Possibly some suggestions may be found, in regard to this feature, in the experience of some of the European countries.

From time immemorial England has had the lead, in the Old World, in iron manufacture; but for a considerable number of years past her prestige in this direction has been steadily declining, while that of her chief European

competitor, Germany, has been as steadily increasing. The matter has been so serious that it has occupied the attention of English students of industrial economy, and recently a commission, composed of employers and workmen, was appointed to make investigation and report upon the reasons for the change.

The findings of this commission include some suggestive points. It was found that the cost of the raw materials—ores and fuel—are, practically, the same in both countries and that there is little variation in the average of wages; and yet Germany is manufacturing the iron enough cheaper than England to command the markets of the world. The principal reasons found are the difference in reliability of the workman and the freedom from strikes in Germany. The prevalence of modern unionism in England, with its industrial unrest and uncertainty, has been sufficient to turn the industrial scepter over to his slower and more conservative relative across the Rhine. There were these differences noted as to wages paid—the German scale was the more uniform and there were fewer high-priced superintendents required in the German factories. The explanation of these differences is to be found in the fact that, through the more liberal technical education of the German schools, the workmen are more intelligent as to the requirements of their work and so do not need so much costly superintendence, and also in the still more significant fact that the English superintendent must be a man of peculiar and rare ability, to manage the union-ridden and turbulent masses of his workmen and to circumvent the demoralizing machinations of the walking delegate. The commission found in these regards ample explanation of the problem.

Now, what is the lesson as to our own situation? If England is thus hampered by the operation of English unionism, what shall be said of the conditions here? Unionism is widely prevalent in that country, but is much more moderate than in this, although there it is sufficient to nearly paralyze her industries. The unionism of this country, while less in relative numerical strength, is more intemperate and vastly more demoralizing. There is absolutely no care to keep the limits of its demands within the possibility of the industrial situation, and the enterprises of the country are continually fearing demands that will compel their suspension.

In Germany, it would seem that the artisan receives sufficient industrial education, not only to enable him to economically do his work, but to realize that it is for his interest to gauge his demands for wages by the permanent capabilities of the industry. His employer rests secure under the assurance that industrial disturbances will not hazard his investments, and so he is able and willing to command any amount of capital for the addition of improved machinery and methods for the most economical and profitable production. This co-operation gives Germany the world's markets, which England has been fool enough to hazard through the lack of practical intelligence.

And what shall be said of America? The modern industrial methods, as said before, are the result of American genius. This fact gives color to the claim that America is the country of intelligence. And yet we are bigger

fools than England, for we are letting her take our methods and improvements and our raw materials, to displace us in our own markets. England is the comparative of industrial foolishness; America is the superlative. England requires costly generals to manage her headstrong armies of industry; America must have the finest strategical, diplomatic and executive ability that money will buy.

The explanation of the unfavorable industrial situation lies in the fact of unreasonable and unreliable workmen. It is not alone that the disparity of wages is so great, though that must be taken into consideration, as the fact of the costly managerial and superintendent ability required to keep an enterprise running and the constant uncertainty and threatening which keep the employer and capital on the defensive. In any investment there is the fear of its hazard or loss by strikes, and industries are constantly driven about the country by the undue strain put upon them by unionism in different localities. With this incubus it is not strange that industry is nearly paralyzed; and it is a serious question as to what the end will be. The solution of the problem in Germany seems to lie in the line of better practical and technical education. This is of such slow operation that it does not give much encouragement for us in the immediate future. If the press, "the great popular educator," would only dare to call these things by their right names, there might be some encouragement. But, as it is, the prospect is not such as to inspire confidence.

TAXING THE FOREIGNERS.

Within the past dozen years many millions of American wealth have been carried out of the country in the form of dowries to American girls who marry titled foreigners. The price of such a title ranges all the way from \$1,000,000 to \$5,000,000, and by such marriages hundreds of millions of wealth have been sent abroad.

There has been introduced in the New York General Assembly a bill levying a tax on dowries of all females in that State who shall marry foreign noblemen, or whose dowry is paid out of the revenues of property in the State. The tax is to be 25 per cent. of the total amount of the "dot," and the revenues thus secured are to be devoted to the founding of manual training schools for young women throughout the State and for the building and maintenance of homes for the aged and destitute. The tax is to be collected in a manner similar to that in which the inheritance taxes are received by the State.

The tax on a million-dollar dowry will be \$250,000, and on a five-million dowry \$1,250,000. Should this bill become a law, it will inflict a hardship on the foreign princes and potentates who come to this country to replenish their exchequers.

A radical innovation is to be made, if found practicable, in the installing of the power plants at Niagara. Instead of bringing the power to the surface by means of steel tubes 166 feet long and 38 inches in diameter, the dynamos are to be placed with the turbines in the bottom of the pits.

Last year the quantity of logs brought across Lake Huron to the mills at Saginaw, Bay City, Tawas, Alpena, Detroit and Cheboygan was 280,000,000 feet. The estimate for this year is placed at 300,000,000.

WELCOME INNOVATION.

The embarrassment of the Belknap Wagon & Sleigh Co., due to the mismanagement of an auxiliary enterprise, will be generally deplored by the trade, as the institution has developed from small beginnings to one of large proportions and the products of the factory have achieved a National reputation by reason of their superior quality and workmanship.

In this connection the Tradesman feels called upon to commend most heartily the unusual position taken by the Belknaps in uttering mortgages on their plant. Instead of recognizing the "divine right of the banks" to prior security, they placed all their Grand Rapids creditors on a parity, so that the man who sold them merchandise or material stands exactly in the same position as the bank which furnished them money with which to conduct their business. So far as the Tradesman's information goes, this is the first time in the history of Grand Rapids that this course has been adopted, and it is a welcome omen that the Belknaps had the necessary courage to cast tradition to the winds and to establish, once for all, the principle that the man who furnishes an institution with merchandise is entitled to the same protection as the bank which furnishes the money to conduct the business. Both are in business for profit, and why one class should be singled out for especial favor over another class is one of the things which has never been satisfactorily explained. It is to be hoped that the principle established by the Belknaps will stand, to the end that merchants may feel secure in extending credit to the trade, with no fear of being shut out by unjust preferences to a favored class.

The Tradesman is on record as favoring the enactment of a National bankruptcy law, abolishing preferences altogether, and it still maintains that this would be the most desirable system for the mercantile interests of the country. So long as preferences are permitted, however, there is no reason why the banks should continue to monopolize the choicest assets of a concern which finds itself forced to the wall, frequently to the exclusion of creditors who have extended credit solely from motives of public interest. Much of the credit accorded the Nelson-Matter concern, prior to its failure in 1893, was due to the desire of business men generally to keep the institution on its feet in hopes it would pull through, as it was conceded on all sides that its failure would prove to be a public calamity. In return for their consideration, they were practically shut out by preferences in favor of a couple of banks, which sold the assets at ruinously low figures, leaving the creditors secured by the second mortgage barely a tithe of their claims.

The American Agriculturist is authority for the statement that an average of \$60 worth of fertilizers is spread on every farm in the States of Maryland and New Jersey. In some sections the outlay is 10 per cent. of the total of farm products.

According to the Treasury report for the month of February, the total net decrease in the circulation was \$60,978,550. The increase of the funds in the Treasury for the same time was \$76,896,073. Of this increase \$56,649,096 was in gold coin.

GROWTH AND LEADERSHIP.

Every great movement has a leader. The sufferings and the aspirations of the masses are, and always have been, more or less inarticulate. It has always been the trouble of the people that they cannot talk in definite terms. The leader is, first of all, the man who can formulate the demand of the hour.

It is very easy to say too much or too little just at this point. The absolute, uncompromising demand of the hour is simply the expression of some culmination of tendency. The world grows; it is always becoming something different. Passing whims, fashions and fads have no organic determination. But, underlying all these things, there is always a drift towards fixed conclusions.

The science of sociology is new. Its novelty consists essentially in the statement that society is an organism, that it grows through all its development in compliance with a law inherent in its germ—like a tree. Fifty years ago, Hegelianism was the philosophy in vogue. Its popularity was mainly due to the preparation of thinking men for this idea. The reign of law was already recognized. Hegel undertook to sum up the whole movement as one logically successive process—thesis, antithesis, and synthesis. According to him, all the contradictions of nature and of history were eventually reconciled in one persistent reason. Hence, of necessity, he wrote a philosophy of history, which, in its last analysis, was merely a history of philosophy.

It all comes to this, so far as human history is concerned—that thought is determined by events. History is an education. Ideas and those systems of thought which we call philosophy dissolve like clouds in the summer sky. What everybody believed has all at once become incredible. The divine right of kings, the duty of passive and unquestioning obedience to royalty, the essential distinction of classes—all those Old World notions have been dissipated by the world's growth towards the light of the perfect day. To go back two hundred years is to abandon all the clear convictions of the present to an outworn feudalism—a state of society in which the equal civil rights of all men were still inconceivable. The rebellions led by Watt Tyler, in the reign of Richard II, and by Jack Cade, in the reign of Henry VI, were four hundred years in advance of events. They demanded nothing that is not now conceded by the settled law of England. They failed because the time was not ripe. Nowadays, nobody would think of denying those claims. They are embodied in organic law, in innumerable bills of rights.

It is always difficult to get the right historical point of view. The modern radical is too much in haste to sympathize with Watt Tyler and Jack Cade. The subordination of the lower orders was necessary to the development of the English constitution. The idea of liberty and law, one and inseparable, had at first to depend upon the strong and mailed hand of privilege. The freedom enjoyed in this country now is the fruit of ages of repression. If we look at the summation of historical tendency, so far as it is expressed in the present political constitution of Great Britain, we find an epitome of the normal development of civilization. There is a little power in the crown, and there is more in the peerage; but, in the last resort, the decision of every question rests with the commons. The political

constitution of Great Britain is not written. Doctrinaires have not formulated it; but it came to be what it is under the indication and urgency of circumstances. The proudest boast of the English people is that they have known how to modify, without destroying, the spirit of their ancient institutions.

The world grows; but it could not grow without bringing the common people into power and prominence. It is difficult to conceive how history could have any other significance. On the other hand, it is equally inconceivable how any popular demand could find a precise and practical expression except through leadership. The true leader is not an inventor, but a discoverer. He is one who sees the need of the times. He is one who sees that his country, his state, or his city, is ready to take a step forward on lines already historically laid down. He understands that the growth of the social organism is not exclusively political, but that commerce and every branch of industry must obey self-determined laws. The great leaders of modern democracy have insisted that the world "is too much governed;" their especial mission has been the limitation of the province of government. The greatest danger that menaces a completely emancipated democracy, like that of the United States, is the disposition to extend the domain of formal law beyond its legitimate province. There is always a temptation to attempt or to promise an enhancement of prosperity by statutory enactments. In our time this temptation is especially dangerous. The old political questions have been, for the most part, settled. We have, to use the current phrase, passed out of the era of sentimental politics. Questions of revenue, of currency, of banking, have come to the front. Nowhere is this more true than in the United States. The people here are taught to look to government for prosperity. Circumstances have forced upon our Government the function of supplying the means and regulating the mechanism of exchange. Our whole political movement is made to turn upon that hinge. The underlying error is, of course, a misconception of the province of government. Carried to its logical consequence, that misconception could only land us in socialism. But every attempt to return to a normal basis of business is antagonized by demagogues who appeal to the passion, prejudice and short-sighted selfishness of the masses.

What we need is leaders who have a just conception of the province of government. Political action is primarily dependent upon leadership. The logic of events forces its conclusions at last; but time is lost and sufferings of every sort are endured, on account of experiments suggested by demagogues and visionaries. The majority are not studious of economic problems and learn only from experience. That comes at last; but meanwhile plausible, superficial and reckless leaders have their day. The whole thing is a conflict between the tendency of natural forces on the one hand and false leadership on the other. The general development of civilization has brought the several nations into intimate relationship and forced them into conformity with a common system of intercourse. Special legislation cannot permanently affect that system. The prosperity of the world has become manifestly dependent upon a code of international law based upon principles of natural justice and upon the abandonment of every scheme of policy conceived in the interest of an isolated development. Mere local and partisan leadership is, therefore, destined to become more and more unimportant and insignificant. The crossroads statesman is out of date and diplomacy assumes a new and grander meaning.

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.

OF COURSE YOU HANDLE

LION COFFEE



For Sale by All Jobbers.

SEE PRICE LIST ELSEWHERE.

EVERY PACKAGE 16 OZ. NET
WITHOUT GLAZING.
Perfectly Pure Coffee.

WOOLSON SPICE CO.

TOLEDO, OHIO, and KANSAS CITY MO.

OUR PUSH

It is a good thing—push it along.

We have placed on the market a new blend of fine, clean roasted Coffee, which we guarantee to give perfect satisfaction.

Drop us a card and we will mail you a sample and quote you "our Push" price.

Come and see us at 1 and 3 Pearl street: we will be pleased to show you our roasters and spice mills.

MICHIGAN SPICE CO.,

Telephone 555.

GRAND RAPIDS.

LEMON & WHEELER CO.

**Wholesale
.....Grocers.....**

GRAND RAPIDS

Getting the People

PUSHING THINGS.

Sensible Suggestions for Live Merchants.

METHOD IN BUSINESS.

A few men push business. The majority allow business to push them. That's the reason that only one out of every hundred makes anything like a success in the world. The other ninety and nine eke out a half and half existence and sometimes manage to scrape together enough to keep them out of the poorhouse in their old age—sometimes they don't.

The world is full of failures.

The successes are few and far between. Every man who goes into business of course expects to succeed. The fact that so few realize their expectations indicates, over and above everything else, a laxity in, or lack of familiarity with business methods.

There are some men who go blundering into business head first and, despite all their mistakes, success is forced upon them. These are rare exceptions. There are others who, in spite of the most careful attention to business principles and most determined pushing, turn up failures in the business world.

These also are exceptions.

The everyday, practical business man, the man who goes into business with a determination to put all the energy and push he possesses into it, is the one who will be interested in these pages.

In the first place, when you are thinking of going into business, be careful to select the particular business that you know something about. A great many men seal their own fate from the very start by jumping into something that they know nothing about and imagining that they can pull through on their abundant supply of nerve.

A young man in Philadelphia once went to a friend for advice when he was thinking of starting in business.

"What do you know most about?" the friend asked.

"I don't know much about anything, excepting how to put up horseradish for table use," the young man answered.

"Then put up horseradish."

"But I don't like that business."

"It doesn't matter, you know how to do it. You don't know how to do anything else."

The young man did not like the advice at all, but after thinking it over he determined to try it. He started in a very small way and went about among the hotels and restaurants to get orders for his horseradish. They came slowly at first, but by and by the people got to know that brand of horseradish and they liked it. It was the best they had ever tasted. The young man knew how to prepare it. Often he was tempted to branch out into some other line, but he remembered the advice of his old friend and stuck closely to his own trade. He is wealthy to-day. He made all of his money out of horseradish.

There is no use of going into business at all unless you make up your mind to push it from the word go. Put your soul into it. Master it from the ground floor up. Know for yourself just how everything should be done and see that it is done in just that way. Don't trust any more than you have to to careless, uninterested employees. Ninety-nine out of every hundred of them will neglect your business, and the other one will run it in his own interest.

If your income is small to start with, makes your expenses smaller still. If you do not, the sheriff is likely to save you the trouble of doing business at all before many months have passed.

It always pays to take a receipt when you pay out money and to keep it where you can lay your hands on it. Men who don't do this sometimes have to pay a debt twice.

Don't misrepresent anything you have to sell—your customer is the surest man in the world to find it out sooner or later and you will be the loser.

Don't cut prices below a living profit. Some people make a great noise about selling below cost, but nobody believes them. If you are in business for fun, cut prices and enjoy yourself—if you are in business to make money keep a stiff upper lip and hustle. Give your customers to understand that if they want honest goods they must pay honest prices.

Of course, to do this you must keep honest goods.

SELLING THINGS.

There's more art in selling things than most people think.

By advertising you can get your name before the public. You can create a demand for your goods. You can bring people to your store—but you can't make them buy. Advertising doesn't sell goods. It paves the way, creates the demand for the goods. The salesman does the selling.

One of the most prolific causes of failure in the world to-day is the inability, or stupidity, of salesmen.

You can advertise until you are blind, or bankrupt, and unless you have a salesman who knows his business you will never succeed.

Fastidious people will not eat at a restaurant where the waiters are dirty and slovenly, no matter how good is the quality of the food provided.

Neither will these same people buy dress goods or groceries, or anything else from ignorant, poorly dressed, ill-mannered salesmen or saleswomen.

One of the most essential helps to success in business is the selection of proper salesmen.

A diamond would not sell for half its value if placed among a lot of tawdry jewelry in a slovenly show case, but if laid on a piece of costly velvet, surrounded by other things of equal value, it readily commands a high price.

The best salesman in the world couldn't sell fine carpets in a dark dingy corner where everything was covered with dust. But then the best salesman in the world wouldn't try to. He would have the fine carpet out in the bright sunlight, where handsome surroundings would show off its beauties and enable him to explain to the customer its points of merit.

A good salesman looks after the proper display of his stock. The business man who hopes to succeed must be familiar enough with the details of his business to know when the salesman is doing his duty in this line.

Goods of poor quality demand surroundings as fine as those of higher price. The policy of putting the poorest cigars in the finest boxes in order to make them sell can scarcely be commended, as it is, in a sense, perpetrating a fraud on the public, but no man can afford to neglect the cheaper goods under the impression that people will buy them simply because they are cheap. People will pay more for even a cheap article, if it is properly displayed, than they will if it is jumbled up in a dark corner.

SPRING & COMPANY

IMPORTERS and JOBBERS.

Show
Largest
Line
of

Gents' Furnishing Goods

Ever Offered by Them

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

GRAND RAPIDS.

Artistic

Art Draperies

Silkalines, Cretonnes, Denims, Plain and Fancy Sateens, Cushion Tops, Buntings, Printed Burlaps. Write for samples.

P. Steketee & Sons,

GRAND RAPIDS.

TALKING THROUGH THE HAT

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

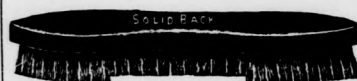
Straw and Felt Hats

Excels any we have ever shown. Write for prices.

Voigt, Herpolsheimer & Co.,

Wholesale Dry Goods

Grand Rapids, Mich.



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

MANUFACTURERS OF

BRUSHES

Our Goods are sold by all Michigan Jobbing Houses.

GRAND RAPIDS, MICH



Floor and Carpet Brushes

Best sellers and best qualities on the market. Strictly high grade materials used in all our Brushes.

Send for Catalogue.

Michigan Brush Co.
Grand Rapids, Mich.

There isn't anything, from a steam engine to a hairpin, that cannot be so displayed as to command the best market price, in the hands of a salesman who understands his business.

Advertising puts people in the mind of buying certain things. It brings them to the point of investigating them. The rest depends on the salesman and the article itself.

ADVERTISING.

There are some men in every town who do not advertise. You may not know them. Very few people do. They call themselves business men, but they are not. Everybody who is in business is not a business man, by any means.

You can find the man who does not advertise in the dark side-street, with dingy surroundings and a general air of dilapidation hanging all about him.

He is not really in business. He is only hanging to the ragged edge of the business world.

To be really and truly in business a man must advertise.

Yet a great many men who spend money for advertising do not make it pay. They would not buy a farm and dump a lot of wheat or corn on its unplowed surface with the expectation of reaping a bountiful crop, but they treat the advertising space they buy in just that way, and then wonder why the harvest doesn't come.

Advertising is a science.

Some intelligent knowledge of its principles is as important to the man who expects to succeed in business as is a knowledge of the details of the business itself.

The first essential to successful advertising is the selection of the medium. No use putting good seed into poor ground.

Don't imagine that you are saving money by patronizing cheap advertising mediums. A small space in a high-priced paper will be found to pay better than a large space in a low priced paper.

On the same principle that you would buy good ground if you wanted to raise a crop of wheat, buy good advertising space to reap a harvest of dollars.

Don't imagine that, because you cannot put a lot of money into advertising, you cannot afford to do any advertising at all. Many of the most successful advertisers in the world to-day started out by inserting a few lines of locals in a single paper at an expenditure of not more than four or five dollars a week.

If you can't advertise heavily, begin in a small way and grow as your business grows.

There is no one who has anything to sell who cannot afford to advertise.

The only business so far discovered that is not helped by a liberal use of printers' ink is that of the bank robber or the confidence man.

Retail merchants frequently get the idea into their heads that, because they sell things that the public must have and sell on a low margin, advertising would not help them any. There never was a more erroneous notion.

Judicious advertising will increase any legitimate business and the grocer, the dry goods merchant, anyone who has anything to sell, and who does not use his local paper, and in other ways keep himself before the public, is neglecting one of the most powerful aids that he can find in his efforts to attain success.

BE HONEST.

The old proverb is authority for the declaration that honesty is the best policy.

It is the best policy, but the man who is honest simply because it is policy will bear watching. There may come a time when he does not need to consider the policy of the thing.

Be honest for honesty's sake. And in all your business don't be more honest in any one thing than in your advertising.

Dishonest advertising may crowd your place of business for a time, but it will be a hundred per cent. worse for you than no advertising at all, in the end.

The quickest way in the world for a business man to lose the confidence of the public is for him to make a habit of publishing highly colored advertisements.

You can tell an honest advertisement the moment you see it. There is a good ring to it and you feel at once that the man who published it deserves your confidence.

The public has been deceived so often of late years by fake bankrupt and fire and sheriff sales that honest people have come to look upon everything of that kind with suspicion.

If you have anything worth advertising, tell the public about it in a plain, straightforward way. Don't under any consideration advertise anything that you cannot back up when the people come to your store.

Nothing disgusts a man more than to read in a newspaper that Smith & Jones are selling their \$20 all wool overcoats for \$8, and then find, when he answers the advertisement, that the "all wool" overcoats are made of cotton and are really worth about \$4.50.

Be sure that your goods will substantiate every statement that you make for them. Don't trust to the dullness of the people to overlook any little discrepancies between the goods and the advertisement. You may fool them for a time but the reaction will be disastrous.

Impress upon your clerks the importance of honesty in selling goods. A dishonest clerk may sell goods, but he won't make steady customers for you.

In brief, be honest in all that the term implies. Issue honest advertisements, keep honest goods, push honestly for business and you can rest assured you'll get it.

KEEP IT UP.

Spasmodic effort in any direction never accomplishes much. If you would succeed in business you must make up your mind to push things from the very start and keep it up until you "get there."

If you start a ball up hill with a good heavy push, it will roll a little way, but the first thing you know it will stop and then commence to roll backwards. The only way to get that ball to the top of the hill is to put your shoulder to it and keep pushing steadily. Spasmodic pushes are only so much wasted effort.

It's the same way with business. Men who call themselves shrewd in a business way often get discouraged because the dollars don't commence to roll in before the ink is fairly dry on the announcement that they have gone into business.

They spend a few dollars in advertising and expect to see immediate results. Business is not built up in that way.

The inclination not to "keep it up" in the advertising department is one of the most prolific causes of failure to be found in the business world.

IT'S WHAT YOU WANT!

Buy It
Try It

And you will be pleased with the result.



Sears' New Pecan Wafer

The Latest Success in fancy biscuits.

DAINTY
DELICATE
DELICIOUS

Twenty-five of these charming wafers in every pound, and the price is not high.

A TRADE WINNER and a PROFIT MAKER!

Mail in your order at once. For price see "Price Current" of this issue.

Manufactured by

THE NEW YORK BISCUIT CO.,

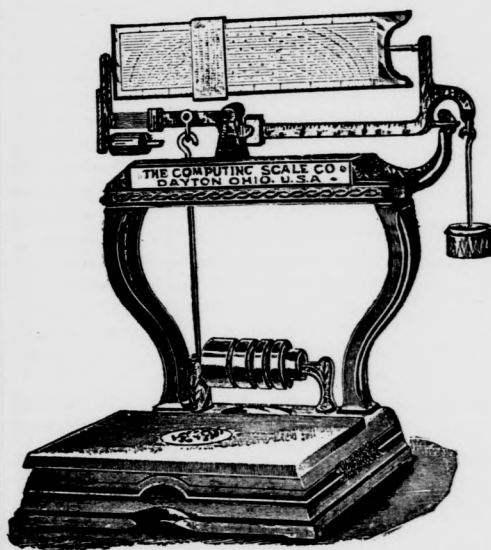
Grand Rapids, Michigan.

COMPUTING SCALES

More than 19,000 in use

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

\$30.00



which includes Seamless Brass Scoop.

This is not a real Computing Scale, it being necessary to make mental calculations. It is also limited in capacity. You can sell in fractions in the following prices per lb. only: 3½, 4½, 5½, 6½, 7½, 8½, 9½, 12½ cents. This cannot be avoided, on account of the construction and the limited capacity in this style of scale. It is equal in every respect to all scales of this style sold at much higher prices.

The Computing Scale Co., of Dayton, Ohio, brought suit in the United States Court at Detroit, Michigan, against the Stimpson Computing Scale Co. for infringement of our Patents, and for damages for such infringement.

If the infringement is proven, all users of the scale will be liable for damages.

...

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

The Computing Scale Co.,

Dayton, Ohio.

There is enough money wasted in injudicious and spasmodic advertising to pay off a large section of the National debt.

The average man would not thrive very well on one meal a month, or even one a week, and the average business won't thrive a bit better on a little desultory advertising.

Advertising is business food. It must be administered regularly and in doses to fit the size of the business.

The first month or so that an advertisement appears the people commence to notice it. The second month it occurs to them that there must be something in anything advertised so persistently, and the third month they are in a buying frame of mind.

Of course, advertising properly placed and written will bring returns from the start, but it is scarcely possible to get full value from any medium inside of three months.

It is the constant dripping that wears away a stone and it is the constant advertising that brings business.

THE ADVERTISING SPECIALIST.

The advertising specialist, the man who writes advertising matter, sees that it is properly placed and displayed, and takes off the shoulders of a busy man all the worry connected with the advertising department of his business, is a comparatively new addition to the ranks of professional men.

A few years ago he was unknown—now business could not get along without him.

He has raised advertising to the dignity of a science and developed it to such an extent that the staid old-timers, who are slow to accept anything new or out of the ordinary, find themselves falling behind the procession very rapidly unless they change their ways to correspond with the advancement of the times.

The advertising specialist is to the business body what the physician is to the physical body.

If he is worthy the name of specialist he has studied the subject in all its phases and can tell in an instant, almost, what is needed in any special case of business debility.

No business man attempts to cure his own sickness, pull his own teeth, make his own clothes, or attend to his own law cases.

He employs specialists for each of these various services and he saves money by doing it.

A good advertising specialist will save the amount of his fee a dozen times over in the first six months.

It is in the writing and arrangement that an advertisement gets its business-bringing qualities. There must be something to attract public attention and hold it, something of interest, something out of the ordinary, something that is different from others in the same line of business.

To give it these peculiar features requires a decided natural ability, developed and broadened by study and experience.

The man who is engrossed with the cares of business cannot possibly acquire the knowledge of advertising necessary to make a success of it. It is not in the nature of things.

Business men often say, "I can scarcely pay my advertising bills now. I couldn't afford to employ a specialist."

That's a mistake.

The specialist, if he is a good one, will take a small space and put into it

originality and attractiveness enough to make it stand out so that it is one of the first things you see when you open a paper or magazine. With what he saves on newspaper space he will pay his own fee, as well as have something left with which to send out a bright little booklet, an attractive primer or a neat circular.

The advertising specialist, in brief, is a characteristic institution of this latter end of the nineteenth century. He is as necessary as the physician, or the dentist, or the lawyer.

He has come to stay.

WINDOW DISPLAYS.

Outside of judicious newspaper advertising there is nothing more clearly indicative of business push and energy than an attractive window.

The prime object in advertising of all kinds is to attract attention to the business and goods advertised. There are few better ways to do this than through the window displays.

A great advantage, too, about this form of advertising is that it costs little or nothing.

Any man of average intelligence can make a window display of some kind.

It takes careful study, however, and constant watching to do it properly.

A window display, to be of value, must, in the first place, have something in it that will catch the attention of the people who pass by.

A simple, neat arrangement of seasonable goods is of value, but not so much so as something novel or unique.

A barnyard scene with an old hen and a number of little chickens running about attracted a great deal of attention to the store of a poultry and egg dealer some weeks ago.

A sporting goods dealer can easily make a miniature fishing camp in his window in season, and the groceryman can make a very attractive display by having a basketmaker at work, or a little girl dressed in Japanese costume making tea for customers to sample.

A display of raw materials from which goods are made is always attractive and interesting, and there are times without number when special displays of the goods themselves can be made to advantage.

Never jumble a lot of different kinds of goods together in one window. One line well displayed is much preferable.

Have an underwear window, a millinery window, a dress goods window, a canned goods window, or whatever the seasonable specialty may be, and have the leading styles or brands centrally placed with prices neatly displayed.

Never allow a display to stand long enough to get dirty and shopworn.

Get the people into the habit of looking for something new in your window and never allow them to be disappointed.

The large dry goods and clothing houses employ expert window dressers and find that it pays them well.

Small dealers, of course, cannot do this, but there is nearly always someone in the establishment who has ingenuity enough to keep something new in the window all the time, and who, if he's encouraged, will gladly exert himself to excel competitors in this line.

Don't put all your time and attention on the windows, however, to the neglect of the rest of the store.

Keep everything about the establishment neat and clean and attractive.

Cater to the comfort and the aesthetic tastes of your customers and you will find that everything you do in this direction will repay you ten times over.

WILL S. POWER.

HAS NO EQUAL FOR CARRIAGES AND HEAVY WAGONS



Keeps axles bright and cool. Never Gums

1 lb.	TIN BOXES	4 doz. in case.	25 lb. Wooden Pails.
3 lb.		2 doz. in case.	
5 lb.		2 doz. in case.	

Scofield, Shurmer & Teagle,
GRAND RAPIDS.

Standard Oil Co.

DEALERS IN

Illuminating and Lubricating

OILS

Naptha and Gasolines

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

GRAND RAPIDS, MICH.

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

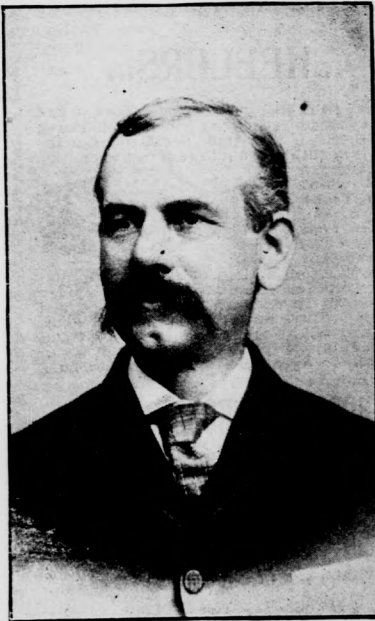
Highest Price paid for Empty Carbon and Gasoline Barrels

SUCCESSFUL SALESMEN.

Frank M. Tyler, Michigan Representative Howard Furnace Co.

If it wasn't for the sake of knowing when to stop, the regular routine of these sketches would be omitted, one or two of the good things would be enlarged upon, and the rest of the material would be thrown in—or thrown out—as chance or space should permit. Where a man says, without any beating about the bush, that he can't do this and he can't do that, there isn't any use in following him from his childhood up, for the sake of saying somewhere in the narrative, "Here's the place where the man shows what he is." Right there is the place to begin.

For the sake, then, of that unity which is a strong feature in every work of literary art, the story begins at



Speedsville—nothing slow about that name—New York, April 25, 1843, the day of Mr. Tyler's birth.

When he was a year and a half old, he was adopted by an uncle and an aunt who lived on a farm in that vicinity. Here he lived and thrived and had his being. He went to school, in the country school at first and then at the high school in the town until he graduated—the best thing which can happen to a business man. That was in the spring of '61. That summer he went back to the farm, to help through haying. When fall set in, he went to Syracuse, one of the classic cities of the Empire State, for a course in a commercial college there.

Here comes one of those places where some pretty fair story material has to go into the waste basket. In its place goes down the fact that, after nine months of study, a teacher was needed in the establishment and Mr. Tyler was installed as such and for the next three years was, probably, "professed" until he was sick and tired of the title.

Here's another little place where a story could come in nicely. It isn't an everyday occurrence for a commercial college teacher to throw down his pen and learn a trade. Somehow, he doesn't take to that sort of thing. He would rather repeat Bulwer's famous line, "The pen is mightier than the sword," and keep right on with the pen—and thinks he's mighty because he uses one! This man didn't do any such thing. He went to W. R. Bailey, a carpenter and builder of Syracuse, and learned the trade and the business. It took him three years. When he got through, he went to Richford, New York, and went

into business for himself as a builder and contractor. For twelve years he kept at it. Then a fire burned up everything he had—except an amazing amount of pluck, in this instance, non-combustible, which is all that can be said here upon a most inviting topic.

After seeing the work of twelve good years go up in flame and smoke, he went back to Syracuse for five years at his old business. It was during these five years that he became interested in furnaces. The Jacobs Furnace Co., of Syracuse, didn't have just the man they wanted. Mr. Tyler's skill as a carpenter brought him in contact with the house and for a year he grew into the needs and the likes of the company. Finally, he acted for them as salesman and remained as such until June 23, 1887, when they went out of business.

Here should come in the fable of the stomach and the limbs. They all wanted to be stomach, a fable applicable here from the simple fact that Mr. Tyler found out that his place in life is to serve, and he is contented to do so. In these days, when every boy wants to pass from the schoolhouse to the presidency of a business firm, may be it is no temptation to let this opportunity go by with a passing remark!

Saturday night closed Mr. Tyler's service with the Jacobs concern, and the next Monday morning he began with the Howard Furnace Co., a fact that so many of these fellows, young and old, out of a job can study with profit. The Howard Furnace Co. was just starting in; and the first furnace that was ever put up by that company was done by Mr. Howard and Mr. Tyler.

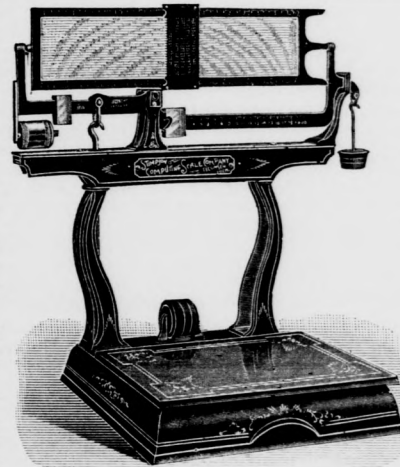
For two years, the city of Syracuse kept him busy as a salesman. Then came one of those little episodes that makes a man grind his teeth. There the man had been doing his level best for that company, in season and out of season, for two good years. There was nothing in the way of long hours and hard work that he had not willingly submitted to for the good of the firm. Judge, then, of the man's feelings when, on the last Saturday in August, 1880, the envelope with his week's wages was given him with the remark, "I'll tell you now that we're going to have another city salesman." You could have knocked him down with a feather. "All right," he answered, with as good grace as possible, and went home, thinking what mighty mean men there are in this world. The only thing to do was to grin and bear it and he started in on both with all his might. The next Monday morning he started for Chicago, as the western agent of the Howard Furnace Co., leaving his old job as city salesman for somebody who wanted it, and never harboring a single resentment against the company that had turned him off—and hired him over again with a larger salary! What better example do we want of forgiving those who trespass against us?

Six months in the metropolis of the West—of the country, for that matter—was long enough for Mr. Tyler to show that the right man had got into the right place; and then, when affairs out there were righted, he started for Grand Rapids, the future metropolis of the Peninsular State. It has since been the place of his residence and, with this city as a center, he is ready for the next move of his busy life.

October 16, 1887, Mr. Tyler was married to Miss E. Maria Tayler. On coming to Grand Rapids, they fixed their residence at 291 Terrace avenue, one of the pleasantest residence streets in the city. As a churchman, Mr. Tyler is a Methodist; as a society man, he is a Mason first; after that, a K. of G., a member of the R. T. of T. and also of the A. O. U. W. Best of all, he's a right up and down good fellow, a fact which this pencil sets down on its own responsibility.

There is room enough for a closing paragraph to the effect that young salesmen can find in this sketch a good deal to emulate; but enough pointers of that character have been given all along the line, and the whole idea can now be best expressed in the single direction, "Go, thou, and do likewise."

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.

WE PAID OUT

SILVER DOLLARS

Enough in 1895 just for the labor employed in making

CANDY

To load a freight car, and the output of manufactured goods is represented by **hundreds of tons**. Our immense Factory with its whirl of wheels and sunshine of happy faces is like unto a **great beehive** and its products are **pure and wholesome**. Buy of us direct or order through any Grand Rapids Wholesale Grocer.

The Putnam Candy Co.,

GRAND RAPIDS.

Shoes and Leather

ROBBED HIS SAMPLES.

How a Shoe Salesman Gained a Wife.

He came in briskly, with the air of a man whose time was limited and whose business demands his immediate attention.

The little hotel office was filled with his cheery presence. Throwing down his grip and placing an umbrella on the desk, he reached over and grasped the hand of the smiling clerk, with a hearty,

"Well, old man, how goes it?"

Grabbing a pen, he made a few bold strokes on the register page, leaving the inscription, Henry A. Lansing, Boston, Mass.

Pushing the big-brimmed, blue-ribbed, stylish straw hat back on his forehead and leaning both arms on the desk, he rattled on.

"I say, Charlie, fix me up in good shape. Got to stay over night in this forsaken joint. How's business? Oh, it's fair with me. Hard times don't affect hard pan prices. Good goods and proper figures do the act. Have to hustle like blazes to get them to come to time. Thanks, I don't mind if I do."

He and the combination hotel clerk and dispenser of liquid refreshments disappeared behind the swinging screen door, on which hung the bills of a horse trot and an announcement of a sheriff's sale.

Harry Lansing, or as he was more generally known, "Hustling Harry," was a typical knight of the gripsack.

Good-looking, with a frank, open face, pair of sharp kindly brown eyes, and beautiful teeth, showing under a smart, carefully trained moustache. His "get up" was always neat and in the height of the prevailing fashion. His blue serge suit was a model of quiet gentility, while the spotless white vest added just the proper dash of sportiness. A trim foot, encased in a swell russet shoe, gave him a well-dressed appearance from top to toe.

He had drummed this territory for some five odd years, and every hotel clerk, porter, bell-boy, waiter girl, and domestic, as well as station agent, bus driver, railroad conductor, and merchant along the route, knew him, and were always glad to see him. He had a cheery word and a handshake for trade and servant alike. The rest of us traveling men, no matter if rivals in the same line, could not help falling a victim to his genial spirits. His fund of anecdotes and stories, good, bad, and indifferent, and the same one seldom told to the same individual twice, were an "open sesame" to any party of wandering geniuses.

From behind the screen door came a burst of laughter, and we knew Harry was springing something new.

One by one we disappeared behind that swinging door, and even glum old "Rev." Somerby, a salesman for a religious publishing house, left the desk where he was writing to some sister, or cousin (I'm sure it was a relative) and joined the party, picturesquely grouped in front of the small plain bar, and over their heads a halo of tobacco smoke, in front of them a line of "shipping," manoeuvring to pass the bar without coming in collision, or being stranded. As I sauntered in Harry greeted me with:

"Good-by, my boy, I've got to go out and hustle for my daily bread."

He went to the office, picked up his telescopes of samples, and was gone.

Rubbers and shoes were his line, and a mighty clever salesman he was.

I was handling dry goods, and sold a good bit of the same trade he did. Country stores, you know, keep everything, from oyster shells to coffins, and often we met in a customer's place, and I had a chance to see how he worked the trade. Once he got hold of a man,

he never let go until he had a souvenir in his order book.

He never bought his trade. It was always by good, conscientious dealing and genuine persuasion that he sold his goods. When those kindly brown eyes got fixed on a customer, and that gentlemanly, eloquent tongue got down to work, said customer was as good as gone. He bought whether he really needed stock or not.

Taking him all in all, Harry was a wonder. He made big money, and I knew the house thought the world of him.

He was thirty-two years of age, but fancy free, and I often used to guy him about getting into double harness. The girls all thought him just the thing, but, somehow or other, with all their wiles and smiles, Harry was still an "old bach."

He knew more girls than a dozen of us other boys put together, and I've seen men try to get acquainted with some fair, charming creature, and try all they knew how, too, without success, when up comes "Hustling Harry," and in a few minutes he was as chummy with her as if he had known her and her family, even to cousins and aunts, since boyhood.

He had personal magnetism, that undefinable quality or quantity which Nature bestows so generously on some and leaves entirely out of the composition of others.

Hard times and a stringent money market had made trade very scary about ordering goods, and the bulk of traveling men had mighty hard work selling enough to pay expenses.

That night we were rather a glum lot. The little town of Bainbridge, N. Y., is in the center of an agricultural district, and, although in reality it was but little affected by the dull market, it thought it was, and that was a deal worse.

Harry came in whistling "Sweet Marie," and the "Rev." growled:

"Quit it, quit it, old man."

"Don't be ugly, Rev. If they don't want spiritual comfort, it's no sign they don't want shoes." And out came his order book with four or five pages filled with good-sized mementos.

That's the way he did it. We couldn't, but he could.

The next morning he and I went down the road on the D. & H. to Ninevah, and here he was going to change over on to the D., L. & W. to go down to Port Jervis. Usually we rode in the smoker, but this morning it was so crowded we concluded to go into the coach and sit with the respectable people.

Two seats ahead, on the opposite side of the aisle from us, sat a young girl and an elderly woman, evidently her mother. As we got in, the girl turned around, and I tell you she had one of the sweetest, prettiest faces I've seen in many a day—one of those good faces that showed the girl had strength of character, but at the same time knew a thing or two and, because a man happened to be a drummer, did not think him an intimate acquaintance of his royal highness, the devil.

I am an old married man, and have a couple of daughters myself, but they are the modern, up-to-date girls, who either are so prudish as to be foolish, or too good to be mortals. I don't want you to think I don't like my girls, but I wish I could get them over their giggling, silly habits, and instill a little, good, everyday common sense into them. My daughters are better-looking than this girl, but there is something they lack that this one had. She was dressed plainly, in solid black, and her mother the same, with the addition of widow's weeds.

Harry exclaimed, as she turned again, to speak to a quiet little old lady in the seat behind:

"By Jove, Tom, what an angel's face!"

"Right you are, my boy, but the an-

Rubber Stamps Detroit Rubber Stamp Company

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

Our Shoe Department

Is your stock complete for spring trade? Look it over and write us for samples in Misses and Children's.

Our Bob and May is the best grain shoe made.

For a Kangaroo calf, we can give you one that competition cannot meet.

You ought to see our Berlin Needle toe, Misses' and Childs' Dongola; this is the neatest shoe out for spring.

Our Little Gents' 9-13, 1-2 is on Needle Toe and as tony as any made.

Our Rochester Misses and Childs' Dongola they all swear by. Send us your order for turns 2-5 and 4-8.

Hirth, Krause & Co.
GRAND RAPIDS.



...HEELERS...

We are **HEELERS** in our particular line and can do you more good than Schlatter, Burke or Elder Buck. If your trade is off, you can improve it by putting in our lines of foot wear, each one having a record which CANNOT be beaten. For instance, our Hard Pan, Mechanic Bals, Police, Veal Calf, Oregon Calf, Satin Oil, Star Line, Cordovan, and our new Rivers, (the Amazon, 16 inches high, Grand Rapids and Drovers). These lines have built up our business—and will do the same for yours. Give us an opportunity to prove to you the truth of our statements. Agents Boston Rubber Shoe Co.



RINDGE, KALMBACH & CO.,

12-14-16 Pearl St. Grand Rapids.

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

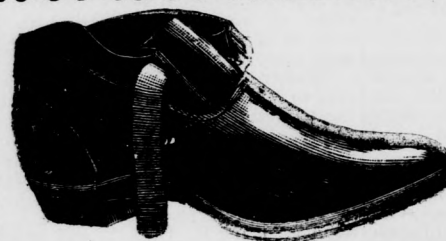
"Best on Earth and in Water."

are the kind.

Our Connecticuts are the best "grade" Rubber on the market to-day. Try US and be convinced of their superiority.

Herold-Bertsch Shoe Co.,

5 and 7 Pearl street,
Grand Rapids, Mich.



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

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

REEDER BROS SHOE CO.,
GRAND RAPIDS, MICH.

gel must have been ill. Look how pale she is."

"Yes, too bad a girl like that should have trouble," and there was true sympathy in his voice, and, for once in his life, Harry spoke sentimentally. Somehow or other, he did not have much to say on the run, but sat looking at the back of the little blonde head. That and her shapely shoulders were all he saw, for she did not turn again. Just before we pulled into Ninevah, the sky darkened, and we heard the heavy rolling of thunder. The girl and her mother seemed anxious about the rain. They got out at Ninevah, and so did we. Harry whispered to me as we slowly moved towards the door of the car: "Say, old man, I'm going to get acquainted with that girl. She's one in a thousand."

We had hardly gotten inside the station, when, flash! crash! bang! on came the rain, and it seemed as if a second deluge was taking place.

I went in to see the baggage man about my trunks, leaving Harry in the waiting-room, the only other occupants of which were the sweet girl and her quiet mother.

Harry had an hour and twenty minutes to wait for his connection, and I thought I would stay with him a little while until the rain eased up. When I came back to the waiting-room, Harry was standing at the window, and side of him the girl's mother, while the girl herself was sitting on the bench, surrounded by bundles and grips, looking pale and tired, but so charmingly sweet I did not blame Harry for his desire to get acquainted. I heard him say: "I think, madame, it will clear up shortly. It is only a summer shower."

"Yes, sir; but it will leave everything so wet," she replied, and her low, well-bred voice had an anxious ring in it.

"Oh, well! Old Sol will soon dry things up, once he gets down to work."

"Yes, sir; but I am afraid that won't help me just now."

"Sorry. Can I be of any assistance?"

"I am afraid not, sir. You see, my daughter has been very ill, and I am bringing her here for a little rest. We live in Chatham, just below Albany, and the ride here has tired her very much. I am so afraid our folks did not get my letter. It's only a short walk from here, but if Ethel should get her feet wet and catch cold, why! it would give her a pretty bad set-back."

"Pardon me, madam, I think I can help you. Say, Tom (turning to me), has the hotel 'bus gone yet?"

The old sinner knew it had.

"Yes," I answered, "and not a team in sight either."

"That's too bad," he said, and then, turning to the anxious mother, added, "Excuse me a moment, I'll see what I can do."

He disappeared, but in about five minutes came back, and in his hand held a pair of storm rubbers. Went and robbed his samples. "There!" he said triumphantly, "these I took out of my sample case. Pair 3's in B. Your daughter can put them on. They'll keep her feet dry. It's stopped raining, and as I have nearly forty minutes to spare before my train comes, if you will allow me, I'll help you carry your traps to your friend's house."

Harry and his smiling cheek had won the day.

He sung out, "Good-by, Tom. See you down the road in a couple of days," as he started with his newly acquired charges. Ethel (I heard her mother call her that) was chatting merrily to him as they went up the street. The mud and water were pretty nasty, and as the young lady picked her way over the crossings, cautiously lifting her dress, I caught a shining glimpse of a pair of "3's in B," that looked mighty neat and attractive on the dainty foot.

Harry was behind her, and I saw his head tilt to one side with a critical, professional air, as he mentally admired the fit and appearance of his sample goods.

I met him a few days afterwards and he was full of Ethel and her charms and virtues.

I have just received a letter which set me to thinking. Inside was a neatly engraved card, which read:

MRS. C. M. WHEATCROFT
Announces the marriage of her daughter,
ETHEL MAY WHEATCROFT,

to
HENRY A. LANSING,

Tuesday, March 3, 1896.

Chatham Center, N. Y.

Underneath Harry had written:

"3's in B."

RUSSELL GARDNER.

REPRESENTATIVE RETAILERS.

Albert Kent, General Dealer at Bendon.

Albert Kent was born on a farm in Bourton, Berkshire, England, Jan. 28, 1834, being the oldest son of a family of seven children. When he was 11 years old he removed with his parents to Wiltshire, where his father pursued the occupation of farmer. He stayed on the farm for five years and then went to London to seek employment of a more congenial character, securing a position in a wholesale and retail dry goods establishment, which he occupied for two years. In 1850, in company with a brother and sister, he crossed to America, locating on a farm near Ann Arbor. He followed the occupation of farmer in Washtenaw county for fifteen years, during which time he achieved the reputation of being the champion sheep shearers in the county, being able to shear from fifty to sixty fine wool sheep in a day, and at one time breaking the record at seventy-six. In 1865, he removed to Inland, Benzie county, where he took advantage of the homestead right and located and cleared 160 acres of land, which is now one of the best farms in Northern Michigan, the staple products being hay, wheat, corn and oats. In 1871, Mr. Kent opened a store on his farm, and during President Cleveland's first term the Government established a postoffice there, naming it Kentville and appointing Mr. Kent postmaster. This position he held every year but one during the continuance of the office. He remained in business at Kentville until 1892, when he removed his general stock to Bendon, where he was again appointed postmaster, which office he still retains. In connection with his mercantile business, he has conducted the saw and shingle mill business, besides logging several million feet of pine for T. M. Avery, of Chicago.

Mr. Kent has been married three times and has two children—a son 37 years old, who is business manager of the Wait Manufacturing Co., at Traverse City, and a daughter now 10 years of age.

Mr. Kent owes allegiance to the Masonic fraternity, and has been an Odd Fellow and a Granger. He has also held the offices of supervisor and poor commissioner of his township, but has never aspired to political office, as his ambition does not run in that direction. He has been mentioned as a suitable person to represent his district in the Legislature, but, so far, he has declined to permit the use of his name in that connection.

Sometimes in weighing goods the merchant gives himself away.



THE OLD WAY



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

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

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.



Michigan Bark & Lumber Co.

Grand Rapids, Mich.

508, 509 and 510
Widdicombe Bld.

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

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

Correspondence Solicited.

OUTSIDE THE TRUST



Carload in
to be
sacrificed
within
two weeks

Guaranteed
as good as
any on the
market.

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

SPOT CASH

Daniel Lynch,

30 and 32 Ellsworth Ave. Grand Rapids.

CULTURE FOR WOMEN.

Why Not Give Them Equal Advantages With Men?

Written for the TRADESMAN.

So much is being done in the way of night schools, manual training schools, etc., in this enlightened day and age, for the young man limited as to early advantages, that soon the self-made man will be a myth of the past.

The new feature of admitting women to many of the classes points plainly to the wants of the woman of to-day. She has been knocking for several years for admittance to the Y. M. C. A. classes; but, what is more, there is a crying need, in every city in the land where there is such an association, for a similar organization for women, where as great opportunities and inducements may be offered.

Since women have begun to take such an active part in the industrial world, girls and young women in all stages of development have flocked to the cities. Many of them need as many corners knocked off and as much polishing as their country brothers, yet they must undergo the hardest grinding.

In the first place, a woman seldom earns as much as a man, even for the same work and that as well, or better, done, yet she must pay as much for board and lodging if she has the same comforts.

A young man is advised to identify himself with the church of his choice, and, whether he be rich or poor, high or low, bright or stupid, he is warmly welcomed. If he is disposed to work, his services more than balance his flabby pocketbook.

The church does not offer such inducements to the young woman. Already the flock is full of well-known sisters who are striving for the work of the congregation, if not for the offices. Why seek less than talent or beauty? Therefore, the newcomer is examined from critical eyes—many times coldly critical—and, if she be weighed in the balance and found wanting, she might as well give up the ghost and content herself in other fields.

A number of the larger cities in the United States have realized the needs of just such women, and have established organizations to promote their best welfare. Such is the Women's Educational and Industrial Union, of Buffalo, New York. This was formed in 1885, and, if it had not contained the best elements to make it live, it would have had a chance to die long ago.

The originators had this object in view: "To increase fellowship among women, in order to promote the best practical methods for securing their educational, industrial and social advancement."

The following means were taken to bring about the desired result:

1. The establishment of a reading room and library.
2. The maintaining of a registry for the higher employment of women.
3. The organizing and maintaining of classes in educational and industrial branches.
4. The assistance of poor women to collect debts and to establish their legal rights.
5. The assistance of the worthy poor.
6. The giving of courses of lectures on various topics and social entertainments.
7. The establishment of a gymnasium for women.

In October, 1894, the new building was opened. It is situated in the center of the city and its architecture is an ornament to Buffalo.

The parlors are so comfortable, and withal so beautiful and furnished in such perfect taste, that they are an education in themselves. What must such surroundings mean to many a girl who enters these rooms. Adjoining is the library, supplied with many of the leading magazines and papers. In this quiet retreat one may read or write at pleasure.

A Committee on Employment endeavors to procure positions for those out of work, as well as gives advice and encouragement to all who seek the Union for assistance. This has led to the investigation, of fraudulent firms. Many such advertise through the newspapers like this:

Work At Home—Can make \$10 to \$15 per week. Full particulars sent on receipt of \$1.

Sometimes only postage stamps are required. A list of such firms is kept for future reference and much trouble has in very many instances been forestalled.

The study classes offer instruction in reading, arithmetic, penmanship, stenography and type writing, and in French. There is also a Civic Club, to awaken interest in municipal affairs. The Domestic Training Department includes systematic work in cooking, laundrying and sewing. The children are represented in the Kitchen Garden each Saturday afternoon.

Perhaps no more important work has been undertaken than that by the Committee on Protection. As the name indicates, their domain is to prevent women from being unjustly oppressed. Many cases involve too little to be brought into court, or may be amicably settled without resorting to law. No greater enemies have been found than money sharks, who charge from 100 to 200 per cent. interest on their money. It was through this Committee that matrons were placed in the police stations and the jail.

Once a month musical and literary programs are furnished. So popular have these become that the hall, which has a seating capacity of 550, is always filled to overflowing. Also from time to time lectures have been given by such well-known speakers as Julia Ward Howe, David Christie Murray and others.

This account would not be complete without mention of the gymnasium. Here, during the winter, are given lessons in physical culture, according to both the Delsarte and Swedish systems. In connection with this course are lectures on hygiene delivered by leading physicians of the city.

Such, in brief, is an outline of the work undertaken by one such institution in the United States. Who can measure its power for uplifting in a community? It is easy to believe in arbitration rather than war. Go one step farther—encourage information, rather than reformation—and civilization is crowded into a nutshell.

ZAIDA E. UDELL.

Berlin, Prussia.

The successful manufacturer or jobber calls to his aid the brainiest men he can find to represent his interests in the domain of trade, men who possess sterling qualities of honesty, sobriety and good address. These are the kind nowadays who make a success on the road—no others will do.

A BIG MAN=U

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

\$\$\$
Saved

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

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

VALLEY CITY MILLING CO.,

Sole makers of the famous Lily White Flour,

Grand Rapids, Mich.

The Best Starch

In the Market.



The Only Starch with Bluening in It.

Requires No Cooking.

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

25-50 PACKAGES FREE
WITH EACH CASE.

I. M. Clark Grocery Co.

GRAND RAPIDS.

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.

Quarterly Meeting of the Board of Directors, K. of G.

At the regular quarterly meeting of the Board of Directors of the Michigan Knights of the Grip, held at Lansing, Saturday, March 7, all the members of the Board were present except Director Street.

Secretary Owen presented his financial report for the quarter, showing total receipts of \$190 in the general fund and \$2,922 in the death fund, making a total of \$3,112, for which he held the Treasurer's receipt.

The report was approved by the Finance Committee, adopted and placed on file.

Treasurer Frost presented his report, showing total receipts in the general fund of \$1,360.55, against which eleven orders had been drawn, leaving a balance on hand of \$747.36. In the death fund there have been total receipts of \$3,301.77 and disbursements of \$1,000, leaving a balance on hand of \$2,301.77. This report took the same course as that of the Secretary.

Congressmen John B. Corliss and Wm. Alden Smith called attention to their action on House bill 4,340, restricting charges for sleeping car and chair car service, and the Board adopted a resolution heartily endorsing their action.

L. Williams called the attention of the Board to the fact that Roman Massie, of Petoskey, is manufacturing a cigar with the initials of the Knights of the Grip on the label, which was laid on the table for the present.

Frank S. Dunbar called attention to the fact that the Hotel Ossawinamakee, at Manistiquette, is now running a 'bus to and from all trains for 25 cents for the round trip and also hauling trunks and baggage on the same basis. The report was accepted.

A communication was received from W. S. Cooper, complaining that Fred Kohl had not yet taken any action in regard to the overcoat he is alleged to have lost while a guest at Mr. Kohl's hotel about a year ago. On motion, J. J. Frost was authorized to adjust the claim for Mr. Cooper.

President Symons, Director Tyler and Secretary Owen were authorized to purchase a safe for the protection of the books and papers of the Association in the Secretary's office.

Ex-President Jacklin was then given the privilege of the floor to explain his position in regard to his claim for traveling expenses in attending the Atlanta convention. At the conclusion of his remarks, the following resolution, offered by Director Wood, was adopted:

Whereas, At a meeting of this Board at Grand Rapids, Nov. 29, 1895, President Jacklin reported upon his trip to Atlanta, Ga., in attendance upon the International Congress of Commercial Travelers, and incidentally stated that his expenses were about \$45, the Directors suggested that this be presented by special resolution to the annual convention for payment and the following recommendation was made and appears on the minutes of that meeting: "President Jacklin presented a verbal report of his trip to the Congress of Commercial Travelers at Atlanta. A vote of thanks was tendered him in behalf of the Board, and it was decided to recommend that the annual meeting vote him \$45 to remunerate him for his expenses." In the hurry attending the closing hour of the convention the special resolution was overlooked and no mention was made of it, except as shown in the minutes of the Board meeting, which report was received and, according to printed report, adopted. Under strict parliamentary ruling this might possibly carry the

payment, but this Board, desiring to faithfully carry out the constitution and by-laws of this association, cannot consistently order payment of this amount, and, desiring that no injustice shall be done Ex-President Jacklin, who does not present this as a claim, and believing it better for the interests of all concerned, it is hereby

Resolved, That this matter lay upon the table until our next annual convention, when it can be properly brought before the convention as originally intended.

The action of Secretary Owen, in sending out the following communication to the hotels of the State asking them to become honorary members, was concurred in by the Board:

We think that it would be of mutual interest, both to yourself and our Association, were you an honorary member of the Michigan Knights of the Grip.

Quite a large number of the hotels in the State are already members and we would like to enroll every hotel on our list. We have just gotten out an elegant engraved certificate, which would be an ornament to your office.

Enclosed I hand you an application blank. If you feel an interest in the boys' success, please sign and enclose \$1 for annual dues, and return to me. On July 1 we will publish a list of all honorary members and would like to have your name on that list.

GEO. F. OWEN, Sec'y.

The following bills were presented and found correct by the Finance Committee and were allowed:

Mrs. Emma L. Avery, beneficiary.....	\$500.00
Mrs. Edna Clark, beneficiary.....	500.00
Mrs. Jenny L. Tracy, beneficiary.....	500.00
Secretary's salary to date.....	193.60
Treasurer's salary to date.....	62.24
Grand Rapids Paper Box Co.....	16.00
Tradesman Company.....	139.32
S. E. Symons, attending Board Meeting.....	5.64
Geo. F. Owen, attending Board Meeting.....	4.10
F. M. Tyler, attending Board Meeting.....	5.50
A. F. Peake, attending Board Meeting.....	4.73
John R. Wood, attending Board Meeting.....	5.52
B. D. Palmer, attending Board Meeting.....	4.56

The following communication was received from Director Wood:

Detroit, March 5—At a regular meeting of Post C (Detroit), held Saturday evening, February 29, a resolution was unanimously passed requesting me, as the representative from Detroit, to invite the Michigan Knights of the Grip to hold their next annual convention, taking place December 29 and 30, at Detroit. We will do our utmost to make the convention a success in every way for the benefit of this Association and hope this invitation will meet with your favorable and prompt action. Our Post is in a very flourishing condition, adding numbers of new members every meeting, and we believe that your acceptance of our invitation will be of decided benefit to the organization at large and, also, to our much loved city.

JOHN R. WOOD.

The invitation was received and laid on the table until the next meeting of the Board.

The next meeting of the Board will be held on Saturday, June 6, at the Downey House, Lansing.

The meeting then adjourned.

GEO. F. OWEN, Sec'y.

Monthly Report of Secretary Owen.

Grand Rapids, March 10—Seventy-six additions have been made to the membership roll of the Michigan Knights of the Grip since my last report, as follows:

- O. F. Mossbacher, Grand Rapids.
- G. T. Smith, Chicago.
- A. L. Henderson, New York.
- G. B. Hutchings, Detroit.
- L. M. Bonheim, Detroit.
- W. T. Kelly, St. Johns.
- J. H. Muzzy, Detroit.
- C. A. Cressy, Traverse City.
- G. E. Lovejoy, Muskegon.
- Chas. F. Quay, Hesperia.
- F. J. Truesdell, Quincy.
- J. H. Ellis, Ypsilanti.
- Jno. C. Ford, Chicago.
- B. M. Wright, Irvington, Ind.
- W. B. Edmonds, Bangor.
- J. B. Lane, Flint.
- A. D. Chase, Owosso.

H. P. Baker, Grand Rapids.
W. G. Nesbitt, Cleveland.
R. N. Hull, Cleveland.
H. A. Furber, Detroit.
N. A. Bloom, Detroit.
Chas. H. Smallman, Chicago.
F. T. Cushman, Lansing.
L. F. Clark, Mason.

Wm. Rennie, Detroit.
E. W. Sanders, Buchanan.
J. M. V. Kensch, Clinton.
Dewitt Cook, Coldwater.
T. P. Wilcoxson, Lansing.
C. P. Miller, Montrose.
E. B. Paxton, Monroe.
G. W. Herron, Cincinnati.
P. C. Harker, Kalamazoo.
H. D. Nash, Jackson.
F. A. Gaddum, Port Huron.
W. F. Taylor, Saginaw, E. S.
Wm. F. Brown, Detroit.
F. H. Manchester, Battle Creek.
F. T. Colver, Lansing.
J. J. Bush, Lansing.
G. B. Elliott, Jackson.
D. J. Dailey, Lansing.
E. P. Tracy, Lansing.
J. H. Cowley, Lansing.
John Seibel, Lansing.
L. J. Noble, Cleveland.
J. P. Cumiskey, Detroit.
F. G. Hooper, Saginaw.
W. G. Bailey, Lansing.
L. M. Patterson, Lansing.
E. S. Holdridge, Lansing.
J. B. Chapman, Detroit.
E. B. Wood, Lansing.

A. Hilborn, Benton Harbor.
Jay J. Ludwick, Lansing.
Fred L. Cook, Lansing.
S. S. Renshaw, Detroit.
J. H. Earle, Benton Harbor.
R. E. Donovan, Ionia.
N. W. Voorhees, Adrian.
F. M. Scott, Ithaca.
S. G. Goodridge, Reed City.
A. P. McPherson, Jackson.
Geo. Forrester, Chicago.
J. B. Paisley, Yale.
S. L. Harrington, Holly.
J. C. Ewing, Saginaw.
M. M. Levy, Jackson.
L. O. Da Foe, St. Johns.
C. A. Nesbitt, Cleveland.
Noah Solomon, Chicago.
Geo. H. Johnson, Chicago.
C. R. Dye, Battle Creek.
T. A. Sperry, Centerville.
A. P. Cleveland, Detroit.

Up to this date 1,465 members have paid Assessment No. 1 for this year. This is the largest number which has ever paid a death assessment, Assessment No. 2 of last year having been paid by only 1,447 members after the second notice had been mailed and numerous letters of an urgent character had been written by your Secretary. Inasmuch as the second notice has not yet been sent out for this assessment, it is within the bounds of reason to expect that fully 135 more of the boys will come to the front between now and the date of mailing the second assessment for this week. Permit me to remark that the Secretary has set his mark at 1,600 and that he expects the boys to help him reach the goal.

GEO. F. OWEN, Sec'y.

Gripsack Brigade.

A. S. Doak (Worden Grocer Co.) is confined to his home this week by a serious attack of the grippe. No one will cover his route unless he is ill longer than this week.

James A. Massie, traveling representative for the Finzer Tobacco Co., who was operated upon for a tumor at the Butterworth Hospital last Wednesday, is reported as getting along very nicely.

The Charlevoix Democrat announces that Geo. W. Miller, until recently engaged in the clothing business at that place, has engaged to travel for Michael Kolb & Son, of Rochester, N. Y., but will not enter upon his duties until about June 1.

Frederick Leander Anderson, the handsome shoe man, who has been the envy of the boys on account of his standing-in qualities with the gentler sex of Northern Michigan, has at last

taken a back seat and the other boys are once more on top. Fred has taken to wearing a corduroy vest and a Scotch plaid tie (of the McDonahue clan) and this will never take with the dark-eyed maidens who reside along the line of the G. R. & I.

Wm. P. Townsend, the gentle little cracker man, now sports a Pingree hat—that is, he does on certain occasions, where his customers have a leaning toward the would-be-governor. On other occasions, he wears a plush cap, and carries his "Pingree" in a red sugar bag. There is nothing like standing in with your trade, even at the expense of carrying a paper bag. But why is it, Billie, you didn't wear it at Grand Haven and Spring Lake? There are some Pingree men there.

The regular meeting of Post E will be held at Sweet's Hotel on Saturday evening of this week. It is hoped that the attendance will be large, as matters of importance to the Post are to come up for consideration and action. The first social party of the season will be held by the Post on Saturday evening, March 21, at Imperial Hall, 672 Wealthy avenue. Both dancing and progressive pedro will be indulged in. The traveling men are invited to come—and the line will be drawn on traveling men and their ladies.

At the quarterly meeting of the Board of Directors of the Michigan Knights of the Grip, held at Lansing last week, two things occurred which were not down on the program—a six course dinner at the handsome residence of Jas. F. Hammell, on Friday evening, after which occurred the presentation of a beautiful upholstered chair to Secretary Owen from the other members of the Board, and a Masonic ring from Mrs. Owen in honor of her husband's 53d birthday, which occurred on Monday. The affair was entirely informal and all the more enjoyable on that account.

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.

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.

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.

PUREST BEST

10 CENTS

GREEN SEAL

SELL THESE

CIGARS

and give customers good satisfaction.

Drugs==Chemicals

STATE BOARD OF PHARMACY.

One Year—C. A. BUGBEE, Charlevoix
Two Years—S. E. PARKILL, Owosso
Three Years—F. W. R. PERRY, Detroit
Four Years—A. C. SCHUMACHER, Ann Arbor
Five Years—GEO. GUNDRUM, Ionia

President, C. A. BUGBEE, Charlevoix.

Secretary, F. W. R. PERRY, Detroit.

Treasurer, GEO. GUNDRUM, Ionia.

Coming Meetings—Grand Rapids, March 3 and 4.
Detroit (Star Island), June 23.
Lansing, November 3.

MICHIGAN STATE PHARMACEUTICAL ASSOCIATION.

President, GEO. J. WARD, St. Clair.
Vice-Presidents—S. P. WHITMARSH, Palmyra;
G. C. PHILLIPS, Ann Arbor.

Secretary, B. SCHROEDER, Grand Rapids.

Treasurer, WM. DUPONT, Detroit.

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

The Drug Market.

Acetanilid—Remains quiet but fairly steady.

Acids—Citric shows a decline of 1c, manufacturers having reduced their quotations. Carbolic has been advanced. Picric is higher in sympathy. Other descriptions are unchanged and generally steady.

Alcohol—The market for grain continues steady under a fair consuming demand, and prices are maintained.

Arsenic—Holders of powdered white relax none of their firmness and the market is stronger with offerings limited.

Balsams—A good active jobbing demand is noted for copaiba, with sales within the old range, but otherwise the general market has ruled quiet and featureless.

Beans—Tonka remain quiet and unchanged. Vanilla are in good jobbing request and firmer. Authentic reports from Mexico regarding the current crop show that previous low estimates have not been exaggerated; late advices state that the crop is all gathered and is only about one-third of the usual average.

Cantharides—Russian are lower, owing to lack of demand and favorable crop reports from abroad.

Cassia—Buds—Are quiet but steady.

Cocaine—Only small lots have received attention, but values are maintained.

Cod Liver Oil—Continued advances in all foreign markets and official confirmation of unfavorable reports regarding the result, thus far, of the current season's catch, have at last influenced a stronger feeling among holders here and values have been advanced.

Colocynth Apples—In limited request and steady.

Cream Tartar—Continues to move steadily on consuming orders with manufacturers' prices maintained.

Cubeb Berries—Are attracting very little attention and the market remains dull with values nominal.

Cuttle Fish Bone—Continues steady in price, with fair sales in a jobbing way.

Essential Oils—Cassia is barely steady. Myrbane is unsettled and lower, owing to sharp competition between manufacturers' agents. Natural sassafras is scarce and firm. Wormseed is also very scarce and quotations have been advanced.

Flowers—Jobbing transactions comprise the bulk of the business in progress and all varieties are unchanged in price, with the tone of the general market steady.

Glycerine—Continues to find a steady

consuming outlet with values unchanged and rather firm.

Gums—The consuming demand for asafetida has continued moderately active and a fair business is reported at prices within the former range. Camphor shows increasing firmness, owing to the fact that the stock of refined Japanese is about exhausted, and present prices abroad for that variety will not admit of further importations. This practically leaves the market in control of domestic refiners. A steady consuming trade is reported. Kino has been advanced.

Leaves—Freer offerings of short buchu have had a depressing effect on the market and values have been reduced. Other varieties are unchanged and without new feature.

Menthol—Is easier, owing to competition, mainly from out of town holders.

Morphine—No changes have occurred in manufacturers' quotations and the market has ruled quiet with values based on the former range.

Opium—The current week opened with a very slow demand, which has not improved up to the present writing, and the result is a softening tendency, which has extended to the foreign markets, although the weaker feeling abroad is partly due to reports of rain and milder weather in the growing sections. The price in Smyrna has declined.

Quicksilver—Has continued to meet with a limited inquiry.

Quinine—Has continued to meet with a good consuming demand and values from first hands are unchanged but firm.

Roots—Ipecac have continued to move fairly, but there is no change in prices, and transactions show the former range. Jalap is weak and demoralized with quotations lower. Gentian is very scarce both here and abroad, and prices have been further advanced. Mexican sarsaparilla, senega, golden seal and serpentaria are all ruling quiet.

Seeds—Canary of all kinds are ruling quiet, with quotations unchanged and somewhat nominal in the absence of important demand. The markets in Europe and the East are reported easy. Dutch caraway is steady. The feeling is slightly firmer abroad. Russian hemp and German rape are both firm. No further large sales of mustard are reported, but a generally steady feeling is manifest on the part of holders of brown, while yellow shows a declining tendency. Freight rates from the Pacific coast will be reduced to-morrow to the figures prevailing previous to the advance announced a few weeks ago; this is given as the cause of the easier feeling in yellow, as there is considerable stock yet in primary markets to come forward, while the supply of brown there is said to be exhausted. Poppy is weak and lower, with a declining tendency.

Spermacei—The market has remained quiet.

Sugar of Milk—Is in good supply and selling freely to consumers.

Christian Endeavor Convention at Ionia.

For this occasion, the Detroit, Grand Haven & Milwaukee Railway Co. will sell excursion tickets to Ionia at one fare for the round trip good going April 1 and 2 and good returning until April 4. Trains leave Grand Rapids at 6:45 and 10:20 a. m. and 3:25 and 11 p. m.

JAS. CAMPBELL, City Agent.

While many merchants would fail as farmers, the majority of farmers would fail as merchants.

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Comprising: Composite Cars—including bath-room, barber shop, cafe, library and smoking-room;

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is the first line in the United States to recognize that heretofore accommodations for lady travelers have been inadequate to the requirements. The ladies are more especially taken care of than in any cars heretofore built. Instead of being compelled to sit up all day in the "cubby" seat of a sleeper, while the liege lords may perambulate the train and gather in a special compartment to talk, smoke, etc., one end of the boudoir and drawing-room car accompanying each train is to have a special room fitted up for the ladies, with library, the latest magazines and periodicals, reclining couches and other needed comforts. These cars are sixty-nine feet in length and have seven boudoir sleeping compartments, each with separate entrance and capable of being thrown en suite. Each compartment has two sleeping berths, a washstand and the necessary lavatory fittings, and opens onto a hallway on one side of the car. A ladies' maid accompanies each train for the accommodation of lady passengers, more particularly for those traveling without escort. The train is also accompanied through from starting point to destination by an experienced and courteous representative of the Passenger Department, who acts as a personal escort.

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Declined—Gum Opium, Oil Cinnamon, Linseed Oil, Turpentine.

Aceticum.	80¢	10	Conium Mac.	35¢	65
Benzoinum, German	75¢	80	Copaiba.	80¢	90
Boric.	15		Cubebae.	1 50¢	1 60
Carbolicum.	27¢	37	Exechthitos.	1 20¢	1 30
Citricum.	44¢	46	Erigeron.	1 20¢	1 30
Hydrochlor.	3¢	5	Gaultheria.	1 50¢	1 60
Nitrosum.	8¢	10	Geranium, ounce.	6¢	75
Oxalicum.	10¢	12	Gossypii, Sem. gal.	1 25¢	1 40
Phosphorium, dil.	15¢	15	Icedoma.	1 50¢	2 00
Salicylicum.	55¢	65	Juniper.	1 50¢	2 00
Sulphuricum.	13¢	5	Lavendula.	90¢	2 00
Tannicum.	1 40¢	1 60	Limonia.	1 30¢	1 50
Tartaricum.	38¢	40	Mentha Piper.	2 25¢	3 00
			Mentha Verid.	2 65¢	2 75
			Morrhuae, gal.	2 00¢	2 10
			Myrica, ounce.	6¢	50
Ammonia			Olive.	75¢	3 00
Aqua, 16 deg.	4¢	6	Picis Liquida.	10¢	12
Aqua, 20 deg.	6¢	8	Picis Liquida, gal.	10¢	35
Carbonas.	12¢	14	Ricini.	91¢	100
Chloridum.	12¢	14	Rosae, ounce.	6 50¢	8 00
			Succini.	40¢	45
Aniline			Sabina.	90¢	1 00
Black.	2 00¢	2 25	Santal.	2 50¢	7 00
Brown.	80¢	1 00	Sassafras.	50¢	55
Red.	45¢	50	Sinapis, ess., ounce.	6¢	65
Yellow.	2 50¢	3 00	Tiglli.	1 00	1 00
			Thyme.	40¢	50
Baccæ.			Thyme, opt.	1 60	1 60
Cubebæ.	13¢	15	Theobromas.	15¢	20
Juniperus.	6¢	8			
Xanthoxylum.	25¢	30	Potassium		
			Bi-Barb.	15¢	18
Balsamum			Bichromate.	13¢	15
Copaiba.	45¢	50	Bromide.	45¢	48
Peru.	75¢	80	Carb.	12¢	15
Terabin, Canada.	40¢	45	Chlorate, po. 17@19c	16¢	18
Tolutan.	75¢	80	Cyanide.	50¢	55
			Iodide.	2 90¢	3 00
Cortex			Potassa, Bitart. pure	32¢	35
Abies, Canadian.	18		Potassa, Bitart. com	6¢	15
Cassia.	12		Potass Nitras, opt.	8¢	10
Cinchona Flava.	18		Potass Nitras.	25¢	28
Euonymus atropurp	30		Prussiate.	15¢	18
Myrica Cerifera, po.	2 1		Sulphate po		
Prunus Virginl.	12				
Quillaja, gr'd.	10		Radix		
Sassafras.	12		Aconitum.	20¢	25
Ulmus, po. 15, gr'd	15		Althæ.	22¢	25
			Anchusa.	12¢	15
Extractum			Arum po.	20¢	40
Glycyrrhiza Glabra.	24¢	25	Calamus.	20¢	40
Glycyrrhiza, po.	28¢	30	Gentiana, po. 15	12¢	15
Hæmatox, 15 lb box.	11¢	12	Glycyrrhiza, pv. 15	16¢	18
Hæmatox, 1s.	13¢	14	Hydrastis Canad.	30¢	35
Hæmatox, 1/4s.	14¢	15	Hydrastis Can., po.	15¢	20
Hæmatox, 1/8s.	16¢	17	Hellebore, Alba, po.	15¢	20
			Inula, po.	15¢	20
Ferru			Ipecac, po.	1 65¢	1 75
Carbonate Precip.	15		Iris plox, po. 35@38	35¢	40
Citrate and Quinia.	2 25		Jalapa, pr.	40¢	45
Citrate Soluble.	80		Maranta, 1/4s.	15¢	18
Ferrocyanidum Sol.	50		Podophyllum, po.	15¢	18
Solut. Chloride.	15		Rhei.	75¢	1 00
Sulphate, com'l.	2		Rhei, cut.	6¢	7
Sulphate, com'l, by	35		Rhei, pv.	75¢	1 35
bbi, per cwt.	7		Spigelia.	35¢	38
Sulphate, pure			Sanguinaria, po. 15	30¢	35
			Serpentaria.	55¢	60
Flora			Senega.	55¢	60
Arnica.	12¢	14	Similax, officinalis II	40	45
Anthemis.	18¢	25	Smilax, M.	25	25
Matricaria.	18¢	25	Scilla.	10¢	12
			Symplocarpus, Pœti-	25	25
Folia			cus, po.	25	25
Barosma.	20¢	30	Valeriana, Eng. po. 30	15¢	20
Cassia Acutifol, Tin-	18¢	25	Valeriana, German.	12¢	16
nevelly.	25¢	30	Zingiber.	23¢	25
Cassia Acutifol, Alx.	25¢	30	Zingiber j.	23¢	25
Salvia officinalis, 1/4s	12¢	20			
and 1/8s.	8¢	10	Semen		
Ura Ursi.	8¢	10	Anisum.	15¢	18
			Apium (graveleons)	14¢	16
Gummi			Bird, 1s.	4¢	6
Acacia, 1st picked.	60¢	80	Carul.	10¢	12
Acacia, 2d picked.	40¢	50	Cardamon.	1 00¢	1 25
Acacia, 3d picked.	20¢	25	Coriandrum.	8¢	10
Acacia, sifted sorts.	20¢	25	Cannabis Sativa.	3 1/4¢	4
Acacia, po.	60¢	80	Cydonium.	75¢	1 00
Aloe, Barb. po. 20@28	14¢	18	Chenopodium.	10¢	12
Aloe, Cape.	12¢	15	Dipterix Odorata.	2 90¢	3 00
Aloe, Socotri. po. 40	30		Feniculum.	6¢	8
Ammoniac.	55¢	60	Fenugreek, po.	2 1/4¢	4
Assafoetida.	22¢	25	Lini, gr'd.	3 1/2¢	4
Benzoinum.	50¢	55	Lobelia.	35¢	40
Catechu, 1s.	15¢	18	Pharlaris Canarian.	3 1/4¢	4
Catechu, 1/4s.	14¢	18	Rapa.	4 1/2¢	5
Catechu, 1/8s.	13¢	15	Sinapis Albu.	7¢	8
Camphore.	65¢	70	Sinapis Nigra.	11¢	12
Euphorbium, po. 35	1 00				
Gamboge po.	65¢	70	Spiritus		
Gualiacum, po. 35	70¢	75	Frumenti, W. D. Co.	2 00¢	2 50
Kino.	3 00		Frumenti, D. F. R.	2 00¢	2 50
Mastic.	65¢	70	Frumenti.	1 25¢	1 50
Myrrh.	40¢	45	Juniperis Co. O. T.	1 65¢	2 00
Opil.	3 10¢	3 30	Juniperis Co. N. E.	1 75¢	3 50
Shellac.	40¢	45	Saccharum N. E.	1 90¢	2 10
Shellac, bleached.	40¢	45	Spt. Vini Galli.	1 75¢	6 50
Tragacanth.	50¢	80	Vini Oporto.	1 25¢	2 00
			Vini Alba.	1 25¢	2 00
Herba					
Absinthium, oz. pkg	25		Sponges		
Eupatorium, oz. pkg	25		Florida sheeps' wool	2 50¢	2 75
Lobelia, oz. pkg	25		carriage.		
Majorum, oz. pkg	25		Nassau sheeps' wool	2 00	
Mentha Vir. oz. pkg	25		carriage.		
Rue, oz. pkg	25		Velvet extra sheeps'	1 10	
Tanacetum Voz. pkg	25		wool, carriage.		
Thymus, V. oz. pkg	25		Extra yellow sheeps'	85	
			wool, carriage.		
Magnesia.			Grass sheeps' wool,	65	
Calcined, Pat.	55¢	60	carriage.		
Carbonate, Pat.	20¢	22	Hard, for slate use.	75	
Carbonate, K. & M.	20¢	25	Yellow Reef, for	1 40	
Carbonate, Jennings	35¢	36	slate use.		
			Syrups		
Oleum			Acacia.	50	
Absinthium.	3 25¢	3 50	Aurant Cortes.	50	
Amygdale, Dulc.	30¢	35	Zingiber.	50	
Amygdale, Amare.	8 00¢	8 25	Ipecac.	60	
Anisi.	3 10¢	3 20	Ferri Iod.	50	
Aurant Cortes.	3 00¢	3 20	Rhei Arom.	50	
Bergamli.	70¢	75	Smilax Officinalis.	50	
Calipput.	60¢	70	Senega.	50	
Caryophylli.	35¢	40	Scilla.	50	
Cedar.	35¢	40			
Chenopadii.	2 50				
Cinnamoni.	2 65¢	2 75			
Citronella.	75¢	80			

Morphia, S.P. & W.....	1 75¢	2 00	Sinapis.....	@	18	Lard, No. 1.....	40	43
Morphia, S.N.Y. & Q.....	@	30	Sinapis, opt.....	@	30	Linseed, pure raw.....	38	40
C. Co.....	1 65¢	1 90	Snuff, Maccaboy, De.....	@	34	Linseed, boiled.....	40	42
Moschus Canton.....	@	40	Voos.....	@	34	New Zealand winter.....	65	70
Myristica, No. 1.....	65¢	80	Snuff Scotch, DeVos.....	@	34	strained.....	34	40
Nux Vomica.....po. 20	@	10	Soda Boras.....	7	10	Spirits Turpentine.....		
Os Sepia.....	15¢	18	Soda Boras, po.....	7	10			
Pepsin Saac, H. & P.....	@	50	Soda et Potass Tart.....	26¢	28			
D. Co.....	@	1 00	Soda, Carb.....	1 1/4¢	2			
Pieis Liq. N. N. 1/2 gal.	@	1 00	Soda, Bi-Carb.....	3¢	5			
doz.....	@	2 00	Soda, Ash.....	3 1/4¢	4			
Pieis Liq., quarts.....	@	1 00	Soda, Sulphas.....	@	2 60			
Pieis Liq., pints.....	@	85	Spts. Cologne.....	@	2 60			
Pil Hydrarg.....po. 80	@	50	Spts. Ether Co.....	50¢	55			
Piper Nigra.....po. 22	@	18	Spts. Myrcia Dom.....	@	2 00			
Piper Alba.....po. 35	@	30	Spts. Vini Rect.....bbl	@	2 54			
Extrag. Rect.....	@	100	Spts. Vini Rect.....1/2 bbl	@	2 57			
Plumbi Rect.....	10¢	12	Spts. Vini Rect. 10gal	@	2 59			
Pulvis Ipecac et Opii	1 10¢	1 20	Spts. Vini Rect. 5gal	@	2 59			
Pyrethrum, boxes H.			Less 5¢ gal. cash					
& P. D. Co., doz.....	@	1 25	10 days.					
Pyrethrum, pv.....	27¢	30	Strychina, Crystal.....	1 40¢	1 45			
Quassia.....	8¢	10	Sulphur, Subl.....	2 1/2¢	3			
Quinia, S. P. & W.....	37¢	42	Sulphur, Roll.....	26¢	2 1/2			
Quinia, S. German.....	30¢	40	Tamarinds.....	8¢	10			
Quinia, N. Y.....	35¢	40	Terebinth Venice.....	28¢	30			
Rubia Tincturum.....	12¢	14	Theoil, Rome.....	43¢	45			
Saccharum Lactis pv	24¢	25	Vanilla.....	9 00¢	16 00			
Salacin.....	2 50¢	2 60	Zinci Sulph.....	7¢	8			
Sanguis Draconis.....	40¢	50						
Sapo, W.....	12¢	14						
Sapo, M.....	10¢	12						
Sapo, G.....	@	15						
Siedlitz Mixture.....	20	@						
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GROCERY PRICE CURRENT.

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

AXLE GREASE. doz. gross Aurora.....55 6 00 Castor Oil.....60 7 00 Diamond.....50 5 50 Frazer's.....75 9 00 IXL Golden, tin boxes 75 9 00 Mica.....70 8 00 Paragon.....55 6 00	CHOCOLATE. Walter Baker & Co.'s. German Sweet.....33 Premium.....30 Breakfast Cocoa.....41	 PEERLESS EVAPORATED CREAM	Raisins. Ondura 25 lb boxes.....7@8 Sultana 20 lb boxes.....@6 1/2 Valencia 30 lb boxes.....@7 1/4 FARINACEOUS GOODS. Farina. Bulk.....3 Chester.....1 1/2 @ 2 Hominy. Barrels.....3 25 Flake, 50 lb. drums.....1 50 Lima Beans. Dried.....4 Maccaroni and Vermicelli. Domestic, 10 lb. box.....60 Imported, 25 lb. box.....2 50 Pearl Barley. Empire.....2 1/2 Chester.....1 1/2 @ 2 Peas. Green, bu.....90 Split, per lb.....2 1/2 Rolls Oats. Schumacher, bbl.....3 60 Schumacher, 1/2 bbl.....1 12 Monarch, bbl.....3 60 Monarch, 1/2 bbl.....1 63 Quaker, cases.....3 20 Oven Baked.....3 25 Lakeside.....2 25 Sago. German.....4 East India.....3 1/2 Wheat. Cracked, bulk.....2 40 24 lb packages.....2 40 Breakfast Food. Pettijohn's Best.....3 10 Buckwheat Flour. Excelsior Self Rising. Case of 2 doz.....1 90 Five case lots.....1 75	Jennings. Lemon Vanilla 2 oz regular panel.....75 1 20 4 oz regular panel.....1 50 2 00 6 oz regular panel.....2 00 3 00 No. 3 taper.....1 35 2 00 No. 4 taper.....1 50 2 50 FLY PAPER. Tanglefoot. "Regular" Size. Less than one case, per box.....52 One to five cases, per case.....2 75 Five to ten cases, per case.....2 65 Ten cases, per case.....2 55 "Little" Tanglefoot. Less than one case, per box.....13 One to ten cases, per case.....1 45 Ten cases, per case.....1 40 FURNITURE Cleaner and Polish. Henderson's "Diamond." Half Pint.....1 75 Pint.....3 50 Quart.....5 40 Half Gallon.....7 75 Gallon.....14 40 HERBS. Sage.....15 Hops.....15 GUNPOWDER. Rifle-Dupont's. Kegs.....3 00 Half Kegs.....1 75 Quarter Kegs.....1 00 1 lb cans.....30 1/2 lb cans.....18 Choke Bore-Dupont's. Kegs.....4 00 Half Kegs.....2 25 Quarter Kegs.....1 25 1 lb cans.....34 Eagle Duck-Dupont's. Kegs.....8 00 Half Kegs.....4 25 Quarter Kegs.....2 25 1 lb cans.....45 INDIGO. Madras, 5 lb boxes.....55 S. F., 2 3 and 5 lb boxes.....50 JELLY. 15 lb pails.....34 17 lb pails.....40 30 lb pails.....60 LYE. Condensed, 2 doz.....1 20 Condensed, 4 doz.....2 25 LICORICE. Pure.....30 Calabria.....25 Rust.....14 Root.....10 MINCE MEAT.  Mince meat, 3 doz in case.....2 75 Pie Prep. 3 doz in case.....2 75 MATCHES. Diamond Match Co.'s brands. No. 9 sulphur.....1 65 Anchor Parlor.....1 70 No. 2 Home.....1 10 Export Parlor.....4 00 MOLASSES. Blackstrap. Sugar house.....10@12 Cuba Baking. Porto Rico. Prime.....20 Fancy.....30 New Orleans. Fair.....18 Good.....22 Extra good.....24 Choice.....27 Fancy.....30 Half-barrels 3c extra. OIL CANS. Crystal valve, per doz.....4 00 Crystal valve, per gross.....36 00 PICKLES. Medium. Barrels, 1,200 count.....3 25 Half bbls, 600 count.....2 13 Small. Barrels, 2,400 count.....4 25 Half bbls, 1,200 count.....2 63 PIPES. Clay, No. 216.....1 70 Clay, T. D. full count.....65 Cob, No. 3.....1 20 POTASH. 48 cans in case. Babbitt's.....4 00 Penna Salt Co.'s.....3 00	RICE. Domestic. Carolina head.....5 1/2 Carolina No. 1.....5 Carolina No. 2.....4 1/2 Java, No. 2.....3 Imported. Japan, No. 1.....4 1/2 Japan, No. 2.....4 1/2 Java, No. 1.....5 1/2 Java, No. 2.....4 1/2 Patna.....1 SAL SODA Granulated, bbls.....1 10 Granulated, 100 lb cases.....1 50 Lump, bbls.....1 Lump, 15 lb kegs.....1 10 SEEDS. Anise.....13 Canary, Smyrna.....6 Caraway.....10 Cardamon, Malabar.....80 Hemp, Russian.....4 Mixed Bird.....4 1/2 Mustard, white.....6 1/2 Poppy.....8 Rape.....4 Cuttle Bone.....20 SYRUPS. Corn. Barrels.....15 Half bbls.....17 Pure Cane. Fair.....16 Good.....20 Choice.....25 SPICES. Whole Sifted. Allspice.....9 1/2 Cassia, China in mats.....10 Cassia, Batavia in bund.....15 Cassia, Saigon in rolls.....32 Cloves, Amboyna.....15 Cloves, Zanzibar.....10 Mace, Batavia.....70 Nutmegs, fancy.....65 Nutmegs, No. 1.....60 Nutmegs, No. 2.....55 Pepper, Singapore, black.....10 Pepper, Singapore, white.....20 Pepper, shot.....16 Pure Ground in Bulk. Allspice.....10@12 Cassia, Batavia.....17 Cassia, Saigon.....35 Cloves, Amboyna.....15 Cloves, Zanzibar.....10 Ginger, African.....15 Ginger, Cochinchina.....20 Ginger, Jamaica.....22 Mace, Batavia.....22 Mustard, Eng. and Trieste.....20 Mustard, Trieste.....25 Nutmegs, No. 2.....50@60 Pepper, Singapore, black.....12 Pepper, Singapore, white.....18 Pepper, Cayenne.....17@20 Sage.....18 "Absolute" in 1/2 lb. Packages Allspice.....65 Cinnamon.....75 Cloves.....70 Ginger, Cochinchina.....75 Mustard.....2 10 Nutmegs.....2 10 Pepper, cayenne.....75 Pepper, white.....75 Pepper, black shot.....60 Saigon.....1 50 "Absolute" Butchers' Spices. Wiener and Frankfurter.....16 Pork Sausage.....16 Bologna and Smoked S'ge.....16 Liver S'ge and H'd Cheese.....16 STARCH.  64 10c packages.....5 00 128 5c packages.....5 00 132 10c and 64 5c packages.....5 00 Kingsford's Corn. 20 1-lb packages.....6 1/2 40 1-lb packages.....6 1/2 Kingsford's Silver Gloss. 40 1-lb packages.....6 1/2 6-lb boxes.....7 Common Corn. 20-lb boxes.....5 40-lb boxes.....4 1/2
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Common Glass.	
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, 10 3-lb bags	2 75
Barrels, 40 7-lb bags	2 50
Butter, 56 lb bags	50
Butter, 280 lb bags	3 00
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 2
56 lb. linen sacks	3 2
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
Deland's	3 15
Dwight's	3 30
Taylor's	3 00

TOBACCOS.	
Cigars.	

G. J. Johnson's brand	
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S. C. W.	35 00
B. J. Reynolds' brand.	

Hornet's Nest.	35 00
H. & P. Drug Co.'s brand.	

Quintette	35 00
Clark Grocery Co.'s brand.	

New Brick	35 00
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SOAP.	
Laundry.	

Gowans & Sons' Brands.	
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Crow	3 10
German Family.	2 15
American Grocer 100s.	3 25
American Grocer 60s.	2 65
N. G.	3 30
Mystic White.	3 30
Lotus	3 90
Oak Leaf.	3 30
Old Style.	2 55
Happy Day.	3 10

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

Jas. S. Kirk & Co.'s brands.	
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American Family, w.r.p.d.	3 33
American Family, plain	3 27
Lautz Bros. & Co.'s brands.	

Ame	3 35
Cotton Oil.	5 75
Marseilles	4 00
Master	3 70

Henry Passolt's brand.	
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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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Single box	3 25
5 box lot, delivered.	3 20
10 box lot, delivered.	3 15
25 box lot, delivered.	3 10

Allen B. Wisley's brands.	
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Old Country 80 1-lb.	3 20
Good Cheer 60 1-lb.	3 30
White Borax 100 1/2 lb.	3 65

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

SUGAR.	
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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 Leaf	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 87

No. 1.	4 62
No. 2.	4 62
No. 3.	4 56
No. 4.	4 50
No. 5.	4 44
No. 6.	4 37
No. 7.	4 31
No. 8.	4 25
No. 9.	4 18
No. 10.	4 12
No. 11.	4 06
No. 12.	4 00
No. 13.	3 94
No. 14.	3 87
No. 15.	3 82

WASHING POWDER.	
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100 packages in case.	3 35
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WICKING.	
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No. 0, per gross.	25
No. 1, per gross.	30
No. 2, per gross.	40
No. 3, per gross.	75

Crackers.	
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The N. Y. Biscuit Co. quotes as follows:	
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Butter.	
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Seymour XXX	5 1/2
Seymour XXX, 3 lb. carton	5 1/2
Family XXX	5 1/2
Family XXX, 3 lb. carton	5 1/2
Salted XXX	5 1/2
Salted XXX, 3 lb. carton	5 1/2

Soda.	
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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.	
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Square Oyster, XXX	5 1/2
Sq. Oys. XXX, 1 lb. carton	5 1/2
Farina Oyster, XXX	5 1/2

SWEET GOODS Boxes.	
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Animals	10 1/2
Bent's Cold Water	12
Belle Rose	8
Cocconut 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	15
Marshmallow	15
Marshmallow Creams	16
Pretzels, hand made	8 1/2
Pretzettes, Little German	6 1/2
Sugar Cake	8
Sultanas	12
Sears' Lunch	7 1/2
Vanilla Square	8
Vanilla Wafers	14
Pecan Wafers	15

Candies.	
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The Putnam Candy Co. quotes as follows:	
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Stick Candy.	
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Standard	6 1/2 @ 7 1/2
Standard II.	6 1/2 @ 7 1/2
Standard Twist	6 1/2 @ 7 1/2
Cut Leaf	7 1/2 @ 8 1/2

Extra H. H.	@ 8 1/2
Boston Cream	@ 8 1/2

Mixed Candy.	
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Standard	5 1/2 @ 6 1/2
Leader	6 1/4 @ 7 1/4
Royal	6 1/2 @ 7 1/2
Conserves	6 1/2 @ 7 1/2
Broken	7 @ 8
Kindergarten	7 1/2 @ 8 1/2
French Cream	@ 9
Valley Cream	@ 12

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

Fancy-In 5 lb. Boxes.	
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Lemon Drops	@ 50
Sour Drops	@ 50
Peppermint Drops	@ 60
Chocolate Drops	@ 65
H. M. Choc. Drops	@ 75
Gum Drops	@ 50
Licorice Drops	1 00 @ 50

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

Fruits.	
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Oranges.	
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Fancy Navel	3 25
150-175-200	3 75
Fancy Seedlings	3 06
150-175-200	2 25
250-288	2 25
Valencia	6 50
420s.	6 50

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

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

Foreign Dried Fruits.	
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Figs, Fancy Layers	13 @
Figs, Choice Layers	10 @
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.	
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Almonds, Tarragona	@ 13
Almonds, Ivado	@ 10
Soft shelled, California	@ 12 1/2
Brazil new	@ 9
Filberts	@ 10
Walnuts, Gren. new	@ 12
Walnuts, Calif No. 1	@ 12
Walnuts, soft shelled	@ 12
Calif	@ 12
Table Nuts, fancy	@ 12
Table Nuts, choice	@ 9 1/2
Pecans, Texas H. P.	@ 8
Hickory Nuts per bu.	@ 1 25
Ohio	@ 1 25
Cocoanuts, full sacks	@ 4 00
Butternuts per bu.	@ 4
Black Walnuts per bu	@ 4

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

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

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

Oysters.	
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F. J. Dettenthaler's Brands.	
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Fairhaven Counts	35 @
F. J. D. Selects	30 @
Selects	25 @
F. J. D.	22 @
Anchors	20 @
Standards	18 @

Per Can.	
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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 Gal.	
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Extra Selects	@ 1 75
Plain Selects	@ 1 50
I X L Standards	@ 1 10
Standards	@ 1 00

Grains and Feedstuffs	
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Wheat.	
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Wheat	68
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Bicycles

Grain for Air in Pneumatic Tires.

A novel experience with a wheel is described by a rider who was unfortunate enough to get a bad cut in one of his tires when off on a country road miles away from the nearest railroad station. He obtained lodging for the night with a farmer near whose house the mishap occurred. The farmer's acquaintance with bicycles was limited, and he took the greatest interest in the traveler's machine, examining all its parts with unconcealed curiosity. When the rider explained the nature of his misfortune the farmer expressed astonishment at learning that there was air in "them things around the wheels." The rider further pointed out that if it had been an ordinary puncture, he could have repaired it, but with a cut of that size he was unable to cope with the repair outfit that he carried with him. He also said that he would have to walk to the railroad and trundle his machine all the way unless he could get a conveyance, hoping, of course, that the farmer would offer to carry him. But the latter said nothing, though he looked wise. After breakfast the next morning the traveler repeated what he had said about walking to the railroad, whereupon the farmer remarked: "See here; I don't know about that. You come out to the barn with me after breakfast." Wondering what was going to happen, the rider shoved his wheel out to the barn, when the farmer brought out a bag of bran and proposed that they fill the tire with it. The operation took some little time, but finally it was accomplished, and the cut was plastered up as well as it could be; and then the cyclist had a tire which, if not pneumatic, was at least ridable, and he managed to make his way to the railroad without serious difficulty, leaving a fine trail of bran behind him on the road. A cyclist to whom this experience was related remarked that "it was a bran new idea." Possibly it may prove useful to some other riders who find themselves in serious trouble on the outskirts of civilization.

How the Wheel Stimulates Mechanical Skill.

A good many men, and also women, have acquired a deal of mechanical skill by caring for their own wheels, cleaning the bearings, adjusting the parts, mending punctures, etc. Some began to ride with the intention of leaving all this to the agency where they bought their wheels, but sensibly determined later to learn how themselves. An accident may occur many miles from a repair-shop, and then the inexperienced man may find himself helpless. Besides, if you clean your bicycle yourself, you may be sure that the job is carefully done. One rider became mistrustful of the men who were hired to keep bicycles in order when he saw them use a hose to remove mud. He took his wheel home and kept it there after he saw them knocking handle-bars loose with a mallet, which they plied with the vigor of boilermakers. A new rider might make blunders in taking his bicycle apart and putting it together again, but he will find it advisable to learn how to do these things. There are some persons, of course, who have not the slightest knack for all this. One of them recently confessed that he didn't even dare screw a nut tight, but would rather walk to the repair shop to

have it done. If his saddle came loose, or anything of the sort happened, he never tried to fix the thing himself. He had never blown up his tires. He wasn't sure that he could, and anyway he wasn't going to try except in an emergency.

Bicycle vs. Ostrich.

A scorching story is told of Donald Menzies, a cyclist of Cape Colony, South Africa, who had a peculiar experience recently. He was riding along the main road from Cape Town to Somerset, West Strand, when an ostrich, attracted apparently by what was in his eyes a novel vehicle, commenced to waltz around the bicycle. After a few preliminary antics, the bird took it in its head to pace Mr. Menzies, and, so long as it abstained from using its wings, the cyclist and the ostrich managed to run a dead heat. However, after covering about a half-mile in this way, the ostrich utilized its stumpy wings and spurted away at a record-breaking pace, leaving the cyclist far behind. This suggests that all a bicycle needs now to outstrip everything that lives is a pair of wings.

Proper Adjustment of Saddles and Handle Bars.

There is such a variety of opinion as to the proper adjustment of saddles and handle bars that an attempt to establish any set rules is practically impossible. Most men riders prefer the saddle set toward the forward extreme, if any, with the handle bars set low enough to cause the body to lean forward. This forward position is, of course, increased or diminished according to the individual ideas of the rider, although it is

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Are you "in it" for Money?



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Here Is Our Line

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ESTABLISHED REPUTATION!

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America
Monarch
Cycloid

Outing
Envoy and Fleetwing
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Bicycles and Sundries—Wholesale and Retail,

12 West Bridge St., Grand Rapids.

THE TALLY-HO TANDEM



Made by the only exclusive Tandem Manufactory in the World.

TANDEM TRUTHS.

1. An expectant public is just beginning to realize the pleasures that come from Tandem riding.
2. Long wheel base, excessive strain on the front fork, clumsy steering, and many other disagreeable features have heretofore made Tandems inconvenient and undesirable.
3. The Tally-Ho, the result of careful experimenting, entirely overcomes all these objections.
4. The Tally-Ho is distinctly a Tandem, and, unlike many others, is not constructed of bicycle parts.
5. You should write for further particulars.

THE TALLY-HO TANDEM CO.

TOLEDO, O.

Monarch

King of Bicycles

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



FOUR STYLES
\$80.
and
\$100.

FOUR STYLES,
\$80.
and
\$100.

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

Monarch Cycle Mfg. Co.,

Lake, Halsted and Fulton Sts.,

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Grand Rapids.

generally agreed that for ordinary road riding a position that requires a moderate inclination, so as to grip the handles without either resting the entire weight of the body upon them, or having the handle bars so high as to cause any bending of the elbows, is the best. For women riders the saddle is usually set lower, to permit easy mounting and dismounting, although as they become more proficient they are likely to raise it somewhat. But by strange inconsistency they not only retain the handle bars at a high adjustment, but also with the upturn. The curves of an upturned handle bar are neither graceful nor useful, because of the required bending of the arms at the elbow. They cause an undue strain, which not only interferes with the ease of steering, but soon tires the rider. The highest grade machines, however, are provided with adjustable handle bars, which can be easily arranged to conform to upturn or downturn ideas to suit the whim of the rider.

Securing Concessions by Concert of Action.

The time has come when the wheelmen must combine their issues if they wish to accomplish any real reforms. A few years ago, when the riders of the wheel were few and far between, they stood together as one man. At that time an injury or insult to one was an injustice to all, but the times appear to have changed. With the wonderful increase in the cycling industry petty jealousies have cropped out and, unfortunately, some of the cycling associations are practically antagonistic to each other. This has been shown recently in some neighborhoods in a marked extent. Wheelmen have become so

numerous that if they stand together they have an excellent chance to get their rights, but if they squabble on every point at issue they will be able to accomplish little.

A woman bicyclist recently had a somewhat unpleasant experience in trying a saddle which is composed in part of aluminum. She borrowed the saddle from a friend, in order to determine whether she liked it. After a ride of several miles she found that the skirt of her gown had been badly stained by the metal, which had "crooked off" in an alarming way. She is now in doubt whether she will be able to remove the stains or whether another gown will be the price of her unfortunate experiment.

A Wrong Impression.

The impression that anybody can run a store is very apt to be rudely dispelled when it comes to an actual trial; and there is no doubt that many of the failures recorded are the result of overconfidence on the part of those starting in business. Even where years of business experience and a thorough knowledge of the business are combined the participant sometimes "goes to the wall." In these days of keen competition, business ability of the very highest order is necessary to maintain a footing; and if, in addition to this, the novice possesses or can secure sufficient capital to tide him over until he can gain experience, then, and then only, is the prospect for success favorable.

An Obliging Debtor.

A Kalamazoo merchant recently wrote a delinquent debtor in this city as follows:

"Dear Sir: Will you send amount of your bill, and oblige," etc.

To which the delinquent replied:

"The amount is \$6.35. Yours respectfully."

Don't Be too Ambitious.

If you have a home and are out of debt, says an exchange, don't fret and worry yourself and good wife into the grave for the sake of making money. You have but one life to live, and it is brief at best. Take a little pleasure and comfort as you go, day by day, and try to do a little good to others. A morbid, insatiate desire to possess the earth, to grab everything in sight is at the foundation of more misery than almost any one thing. Wealth alone will never keep your memory green after you are gone; a good life and kind actions will.

Give Both Sides a Hearing.

Always make it a point when a complaint is entered to give both parties interested a hearing before forming judgment. This is the only honorable method of procedure and is one that should be followed invariably when differences between employees arise. One person's word is as good as an-

other's until proven to the contrary. This is conceded in every legal contest and fairness ought to dictate its adoption in the settlement of all disputes which may arise among employees. Tale carrying should not be countenanced unless great provocation exist, and then all sides of the trouble should be taken into consideration and judiciously acted upon.

It is gratifying, as indicating English recognition of the prestige of the United States commission of investigation as to the Venezuelan disputes, that not only has England joined with Venezuela in placing the data and information in her possession in the hands of the committee, but the Royal Geographical Society, by its President, offers to place its archives also at its disposal.

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

ANYONE
WHO RIDES
A BICYCLE

=THE GARLAND=

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



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MADE BY

SLIGH FURNITURE CO.

GRAND RAPIDS, MICH.

"Have achieved success through Merit."

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

Prices \$100 and \$85.
The Sligh is a Seller.
Write for territory and discounts.



GOTHAM GOSSIP.

News from the Metropolis—Index of the Market.

Special Correspondence.

New York, Mar. 7.—The sensation of the week was the assignment on Friday of Dan Talmage's Sons. Every grocer in the country must be familiar with the name of this old firm, as they have been in business over 55 years and have branches in various parts of the world. The members of the firm, John and Daniel, are nephews of Rev. T. DeWitt Talmage, and their failure comes almost as a personal sorrow to hosts of friends. The suspension was totally unlooked for, and it is hoped they will speedily be enabled to resume. The liabilities are given as only about \$15,000 with assets of \$200,000, though this is not a definite statement. Just what caused the failure is also a disputed point but slow collections and general business depression have probably been potent reasons. This firm's market reports have been accepted by the press as "law and gospel" and inasmuch as they have been very encouraging for a long time past, it may be that trade with them has not been so very active after all, but certainly they did a large volume of business—second to no one firm in the United States in their line.

During the week the coffee market has shown more firmness. Advices from abroad have been encouraging and some jobbers have completed purchases this week who had intended to make the same at a later day. At the close the market is firm with No. 7 Rio held at 13½@13¾ for cargo lots. For mild sorts the trading is rather more active and the general line seems to be on a very firm foundation, for the present, at least. Of Rio coffee there are afloat 473,603 bags, against 400,000 bags same time last year.

There has been an excellent demand for refined sugars and the orders that come are generally with a "rush" proviso attached. Refineries are prepared to fill orders at short notice and delays are unknown as yet. There has been no change in quotations since last week. For foreign refined the demand is good, but supplies are rather light and probably more could be sold were it possible to make shipments.

Teas are still dull and unsatisfactory. Buyers are actually said to be "looking for something cheaper." In goodness' name, how cheap do they want teas? They are so cheap now that really good teas are almost unknown among the general consumers, and the result is that the "fragrant herb" makes no new friends, the per capita consumption showing no increase.

There is room for improvement in molasses. The demand has fallen off somewhat; prices, however, show no decline and the sales made are on the basis of recent quotations.

Syrups are steady and those who really want to buy don't haggle over rates. Supplies are not large and the outlook is for firm quotations right along.

Rice is firm and reports from primary points indicate the same condition there. In foreign sorts the most demand is for Japan and sales are made on the same lines as those of last week.

Canned goods are still in the Slough of Despond and the bottom seems to be still untouched. Some encouraging reports of damage to the fruit crops in California have been received, and, if these should be confirmed, there will, of course, be a rejoicing—in Delaware and Maryland. Among other bits of news is the reported sale of 1,000 cases of Ft. Stanwix corn (New York State pack) for \$8,100.

Green fruits are selling more freely, though lemons still move very slowly. Jamaica oranges are growing rather scarce and full prices are insisted on and obtained. California Navel oranges are selling freely and at firm quotations.

The spice market remains in statu quo. Sales are made at recent quotations but there are no new developments. Buyers are seemingly waiting for something, and so are sellers,

neither showing any anxiety as to the future course of the market.

Butter, as regards fancy creamery, is in better request, it being quite firmly held at 21@22c. Lower grades are in poor request and selling at unremunerative prices.

Eggs continue in very heavy receipt and the supply is ahead of the demand by quite a large majority. For best near-by stock 12@12½c seems to be about the outside limit; Western, 11½c.

Cheese is in about ordinary demand and quotations are unchanged. Stocks in the hands of dealers are not large. It is hoped that some improvement will soon manifest itself. Small size full cream State cheese are worth 10@10¼c.

Beans and peas are held at almost exactly former quotations. There is very little change in the condition of the market, but it is certainly no stronger and in fact buyers might place orders a little lower than a week ago.

Dried fruits are in light inquiry and selling at unchanged quotations, which are very low. Fancy evaporated apples are worth 7 cents.

The Grocery Market.

Rice—The offering of domestic rice is fully up to trade requirements and the assortment is good except on the finest grades. These are scarce and will probably continue so, for the reason that there is little or no rough rice to be had from which fancy rice may be made. The New Orleans market is firm.

Canned Goods—Trade has been quiet at first hands during the period under review in all lines of canned goods if offered at regular prices. Where any awakening of interest is displayed, it can generally be traced to the fact that, through pressure to sell, concessions are given and, as there is an improvement to the demand in a retail way, jobbers are willing to avail themselves of an opportunity to replenish stocks at prices that seem to preclude the possibility of loss.

Provisions—It has been hard work supporting prices through the week, although occasionally small advances have been made. Lack of demand has been the chief dispiriting feature, and has counteracted the effect of moderate receipts of hogs. Indeed, the supplies of hogs have been under expectations, even though they had been indicated as likely to fall off. More lard comes from the hogs than at this time last year, and a comparison of the receipts of the swine is no clear guide to the outturn of the product. If there was material export interest the position would be decidedly stronger, but with all foreign markets holding full stocks, and with the feeling that, when they are ready to buy, they may get in at comparatively cheap prices, the tone necessarily is very slack.

Foreign Fruits—There is some excellent fruit in local market and wholesale dealers state that there is a noticeable awakening of interest among the outside trade. As soon as cold weather is over the old-time demand will be apparent.

Lemons—There is no change worthy of note. Prices are still low and there is a large amount of frosted stock worked off every day. When prices are so low the temptation to buy liberally is strong, but the risk—the almost certainty—of having a considerable portion of the purchase damaged by exposure is kept in sight and serves as a check to prevent speculative buying. Small quantities of clean, bright stock which is right in every way will give satisfaction and afford a legitimate profit. The wisest dealers are finding out that a conservative policy as regards the

handling of fruit, especially in unfavorable weather, is apt to prove most satisfactory. Five cargoes will be disposed of at the Eastern auction sales this week and it is not expected that prices will vary much from those which have been realized at the various sales of the past month. Many lines of choice grades show more or less decay, which makes them cost really more than better stock at the difference in auction offers.

Oranges—There has been a gradual stiffening of prices during the past ten days on account of the better quality offered. The frozen Californians are being cleaned up, and as they really constituted the "low price lash," holders of good fruit who have been smarting under this condition of the market propose to have their inning. Navel oranges are in their prime and are very juicy and sweet. Seedlings are beginning to come forward and will grow better as the season advances. Messinas and Valencias average 50c per box higher, and, taken all around, the market may be said to be in a good healthy condition.

Dates—Are somewhat higher and are selling freely and with the best marks in greatest demand.

Figs—Are still dragging slowly at unreasonably low figures and with very little chance of improvement, owing to the proximity of warm weather and lessened demand.

Weak Bank Gone.

The Bank of Frankfort, which has been on the ragged edge for several months, has finally succumbed to the inevitable, having made an assignment to Wm. H. Chambers. The failure will cause much distress in Benzie county on account of the township and school district funds tied up by the institution, but will cause the merchants of Frankfort little inconvenience, owing to the fact that the bank has not been favorably regarded by the business public for several months.

We have just opened up a complete and well-assorted stock of choice Field and Garden Seeds in Bulk, which we offer at wholesale and retail at bottom prices. This stock is all new.

NO OLD SEEDS

Highest market price paid for Beans.

BEACH, COOK & CO.,

128 to 132 W. Bridge St.,

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- Experienced young man of 29, wants to hustle for some wide-awake (or dying) concern in some large town or city. Knows that hard work will make business. Can take entire management of Dry Goods and Carpet lines; run them with economy and profit. What more could you ask? To get better acquainted suppose you write
- A MICHIGAN MAN, Care TRADESMAN CO.

How's the Upper Peninsula?

WANTS COLUMN.

BUSINESS CHANCES.

TO EXCHANGE—A DOUBLE STORE AND stock of general merchandise for a good improved farm. Store and stock will invoice \$7,000. This is a rare chance to get a good paying business. Address No. 984, care Michigan Tradesman. 984

FOR SALE—ONE IRON FIREPROOF SAFE, 36x42 in. in dimensions, 4 ft. 6 in. in height, with enclosed burglar proof steel chest; two sets double doors and one of heavy steel; double combination locks; weight, 7,500 pounds. Address, for a bargain, D. M. Gardner, St. Louis, Mich. 983

FOR SALE—GOOD CLEAN STOCK OF clothing and furnishings in live Central Michigan town. Address B. W. Hewitt, Maple Rapids, Mich. 982

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. Cop, 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—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, invoicing 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 & Schler, Grand Rapids, Mich. 881

MISCELLANEOUS.

WANTED—STOCK OF GROCERIES OR general stock in exchange for Grand Rapids city lots. Address Ed. T. Cooley, Wacousta, Mich. 981

WANTED—STOCK OF MERCHANDISE IN exchange for 320 acres of timber, free title, in Eastern Texas. Would prefer shoes or groceries. Address No. 980, care Michigan Tradesman. 980

WANTED—GOOD LOCATION IN GOOD town to start bakery. Address Box 166, Baldwin, Mich. 979

WANTED—SITUATION IN OFFICE BY young lady as draftsman, book-keeper or any office work. Best references. Address No. 986, care Michigan Tradesman. 986

WANTED—POSITION BY YOUNG MAN OF good habits and with eight years' experience in the grocery business. Can furnish good references. Address W, care Michigan Tradesman. 985

WANTED, BY APRIL 1—A LINE OF GOODS for Lower Michigan or Upper Peninsula; best 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 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