

MICHIGAN TRADESMAN

Volume XIII.

GRAND RAPIDS, WEDNESDAY, MARCH 18, 1896.

Number 652

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

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Incorporated by 100 Michigan Bankers. Pays all death claims promptly and in full. This Company sold Two and One-half Millions of Insurance in Michigan in 1895, and is being admitted into seven of the Northwestern States at this time. The most desirable plan before the people. Sound and Cheap.

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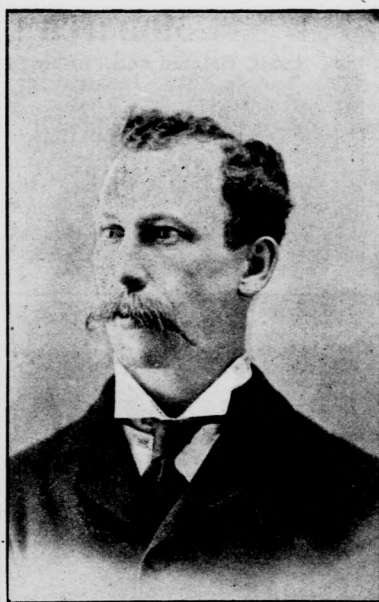
Save Trouble
Save Losses
Save Dollars

TRADESMAN COUPONS

SUCCESSFUL SALESMEN.

F. E. Bowen, of the Koffa-Aid Co., Detroit.

Born at Syracuse, N. Y., Jan. 10, 1854, of American parents, who moved to Fayetteville, N. Y., in 1857, where Mr. Bowen entered the public school at 5 years of age. In 1865 his parents moved West and settled in Grass Lake, Jackson county Michigan, where they still reside, his father being engaged in mercantile business. Mr. Bowen attended the high school at Grass Lake, where he graduated at 18 years of age, and then took a course at the Michigan University. Upon leaving Ann Arbor, he chose a mercantile career, and, in order the better to fit himself for a business career, he took a course at Bryant & Stratton's Business College, Detroit,



after which he decided to go West and, in April, 1878, went to Omaha, Neb., and accepted a position as book-keeper in a wholesale and retail jewelry and music house, where he remained three years and a half, leaving them to accept the position of head book-keeper in the Auditor's office of the Pacific Express Co.'s general offices, which are located in Omaha, where he remained about two years. During these five years and a half he had accumulated several thousand dollars in real estate speculation, but, in a business venture with others which turned out badly, he lost nearly everything. This did not discourage him and, having that American pluck and energy which are so essential to final success, he went to work to get another start. Continued office work having impaired his health, he accepted a position with a wholesale tea, spice and cigar house to represent them in Southern Nebraska. This he successfully did until the house finally moved to St. Joseph, Mo., and consolidated with another house. He then accepted a position with Steele & Walker, wholesale grocers of St. Joseph, and represented them in Southern

Kansas for about two years. Preferring to travel in Nebraska, he returned to Omaha and accepted a position with Sloan, Johnson & Co., wholesale grocers, and represented them in his old territory in Southern Nebraska. He finally gave up traveling and established himself in the merchandise brokerage business in Omaha. After about two and one-half years, his health having failed him, he disposed of his business and removed with his wife to his old home, at Grass Lake, to recuperate and regain his health, which he did after several months. He then determined to remain in the East and, in March, 1890, went to Detroit and engaged in the merchandise brokerage business, continuing the same about three and one-half years, at the end of which time, having been offered the general agency for Ohio and Michigan, also Buffalo and Pittsburg, by the Mullen-Blackledge Co., of Indianapolis, to look after its jobbing interests, he accepted the position and represented them until July 1, 1895, with headquarters at Detroit. He then severed his connection with the Mullen-Blackledge Co. and entered into partnership with Harry J. Purse, of Detroit, and they established the Koffa-Aid Co., with headquarters at 112 Jefferson avenue, Detroit, for the manufacture of Koffa-Aid, which is having a large sale and becoming very popular upon the market, Mr. Bowen looking after the outside affairs of the company.

Mr. Bowen owes allegiance to the Masonic order, also to the Knights of Pythias and attends the Presbyterian church.

He was married at Lincoln, Neb., in Dec., 1885, to Miss Julia Browning, formerly of Maysville, Ky., whose antecedents are all Kentucky people.

Mr. Bowen attributes his success to natural energy and ability, and his extended acquaintance with the jobbing grocery trade which he gained during the past years of his life on the road will be of much value to him.

FLAG FOOLS.

A Kansas City merchant, whose patriotism is of the effervescent soda pop brand, which makes a great fizz, but has little substance in it, has provided himself with a quantity of Spanish flags, one of which he burns in public every night. It is said the act is highly applauded by other patriots of like calibre, who thus trample on the Spanish flag. It is a silly and childish thing to do. People in Kansas City, or the Princeton students, are entirely safe in insulting the Spanish flag when they are thousands of miles from Spanish bullets. If they were at closer range there might be a spice of dare-devil bravery in it; but, when they are safe at home, it is a ridiculous pose of defiance. A Kansas City man insulting the Spanish flag in his own stockyard could give a Don Quixote fighting wind mills odds on making himself a figure of fun. If any American gentlemen have anything against the Spanish flag, let them go to Cuba and join the revolutionists. Then, when they burn the

Spanish flag, it will mean something. Also, let the bibulous braggarts of Barcelona, and other places in Spain, who are trampling the American flag under their feet, come on American soil and show themselves. They are all idiots and less warriors than the small boy in one backyard who makes faces to another small boy in another backyard.

EDUCATIONAL IMMIGRANT TEST.

One of the most important matters presented for the consideration of this Congress is the Lodge bill for the exclusion of illiterate immigrants, presented in the Senate last Monday. The operation of the measure will exclude but few of the more desirable nationalities, such as the English, German and French; but it will have great significance with the Italians, Russians, Poles, Hungarians, Greeks and Asiatics.

Aside from the general proposition that it is worse than foolish for this country to enact and enforce laws for the education of its own youth to be counteracted by the influx of the illiterate scum of the Old World, there is sufficient specific reason for the enactment of such a measure in its influence in industrial matters. Some of the most serious labor disturbances, especially in the mining regions, have been race disturbances, the conditions for which would have been impossible under the operation of such a law; and when it is recalled how much of disorder and bloodshed these have cost, the importance of the measure will receive emphasis. But these are only local indications of conditions obtaining in all parts of the country, the increase of which demands the most prompt and effective prevention, especially in the larger cities.

BANE OF THE MERCHANT.

All merchants know the difficulty in dealing with people who return articles they have purchased. They are weak-minded and vacillating shoppers who always are dissatisfied with what they get, and who would like to exchange it for something else. If they bought shoes, they come back the next day to swap them for slippers, and if they get a silk gown, they want it changed for a spring bonnet. When they get to heaven they possibly will want to get their crown taken back and a harp given them in place of it. They are never satisfied, and are among the bargain-counter trials of a merchant's life. In Chicago, where people are becoming cultivated and exclusive, a merchant in one of the big up-town department stores has found it necessary to put up for the benefit of this class of customers the following sign: "We don't take back tooth-brushes which have been used or things which would offend another's sense of daintiness to know they were not fresh goods; but we do not shrink our responsibility for such articles."

A result of the harnessing of Niagara is that Aluminum rolling ingots are reduced in price to 6 cents per pound in ton lots. This metal is so light a ton of it would present a considerable bulk.

Bicycles

Are High Prices a Sign of Prosperity?

Among the false doctrines in finance and political economy which have gained a large acceptance among many classes of people, none is more pernicious than the notion that high prices of the necessities of life are a sure evidence of general prosperity.

This notion has largely been put forward by demagogues who want to control the political influence of the farmers and in that way has grown up the idea that all the financial trouble in this country has been caused by the low prices of wheat and cotton and that these low prices have not resulted from excessive crops but from unfriendly legislation by Congress.

High prices for the necessities of life mean either that the supply is short or that there are parties controlling the supply who are able to lock it up or hold it back so as to force the people to pay exorbitant prices. In either case, the masses of the people are the sufferers; only when the crop is short they are the victims of natural conditions; while in the other case they are sufferers at the hands of sharpers and speculators.

When the prices of food and clothing are low it means that the supplies of those necessities are abundant, which is certainly a fortunate thing for the great body of the people. In considering all great questions of political economy, only the masses—the great body of the people who live by their labor, be it of brain or muscle—are taken into account. The wealthy classes only come into the problem as exceptions, for it really does not make any difference to the millionaire whether he pays three or six dollars for a barrel of flour or five or ten cents for a yard of cotton cloth; but to the man who works for wages, the doubling of the prices of his bread and clothing becomes a most serious affair.

When prices of articles of universal use are low, they are placed more in the reach of the masses, and the consumption will be proportionately greater. The greater the consumption, the more people will be employed in the production of those articles, and the greater the demand for laborers the larger will be the wages paid.

But such an increase in production and consumption necessitates that, in order to market the same amount of profit, a vastly larger business must be done; while, if the production could be limited and the prices forced up, the desired profit could be made on a smaller output. This idea is at the bottom of all the powerful manufacturing monopolies known as trusts. The operation of such a monopoly is well illustrated by John Nelson, in the March number of the Magazine of Civics.

The argument is to this effect: Suppose that an article is produced at a cost of 80 cents and sold at \$1; the profit is 25 per cent. Put up the price to \$1.20 and sales will naturally fall off one-fifth, but the profit on each sale will be doubled. At the lower price the sale of 100 of the articles will bring in a profit of \$20; after the advance in price the sale of eighty will bring a profit of \$32, an increase of 60 per cent. One-fifth of the men engaged in the industry will be thrown out of work. Are those who retain their places as likely to get more pay because of the increased return to capital? On the contrary, when they see one-fifth of their former

fellow-workmen out of a job they will be glad for any wages they can get in order to keep their places.

The temptation is always to get rich by doing less work and with a smaller outlay of money. When a number of manufacturers make a combination to close a certain proportion of their factories and cut down production, they are able to force up the prices of their products, so that, with a reduced outlay of money and a smaller working force, the combination can make just as large a profit as when all the factories were working with full forces. The same rule applies when a labor union seeks to curtail production or increases the price of an article by forcing the price of labor beyond reasonable limits or imposing restrictions which honest manufacturers cannot submit to in justice to themselves and the public. All attempts to control natural trade conditions are wrong in principle and iniquitous in results.

The bicycle is becoming a most important article of daily use, taking in many respects the place of a horse for personal transportation. When the manufacture of bicycles was controlled by three or four persons, a wheel was sold for \$150, which was no better than one which can be bought now for \$75. In consequence of the reduction, sales have more than doubled, and the number of bicycle-factory employees has increased in the same proportion. As the same amount of money that was formerly spent for 100 bicycles will now buy 200, and give work to twice as many men, it is perfectly clear that competition in that business has caused the employment of more labor, and whatever enlarges the field of labor makes wages better.

It comes to this, then, that the greatest blow to labor is not in the low price of the products of labor, but in the fact that by the combination of manufacturers or laborers into trusts, in order to keep down production, so to be at all times able to control the markets, many factories are closed and their laborers discharged. What is needed is open competition and the largest possible employment of labor in every industry, and all necessities at such low prices as to put them in the easy reach of everybody.

Such a system embodies the doctrine of "quick sales and small profits," in contradistinction to "slow business and big prices," and it is not difficult to determine which system is best for the masses, and it is for the masses that the great problems of political economy are to be solved.

FRANK STOWELL.

Suit Against a Collection Agency.

A New England concern which advertises to collect "hard bills" for grocers and others, and which is said to have upwards of 150 subscribers in that section, has a suit on its hands. The plan of the collecting agency has been to post the names of the debtors, their addresses and amounts of the debts, on trees, telephone and electric-light poles in conspicuous places. The names are printed on large white posters in large black-faced type. A few weeks ago one of the bills was posted on a pole in a large New England city. One of the alleged debtors thus advertised caused the arrest of an agent of the collecting agency a few days ago, the grounds of his claim being that he was not owing the bill at all.

STENCILS.

Detroit RUBBER STAMP Company.
99 Griswold street.

Monarch

King of Bicycles

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



FOUR STYLES
\$80.

and
\$100.

FOUR STYLES.
\$80.

and
\$100.

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

Monarch Cycle Mfg. Co.,

Lake, Halsted and Fulton Sts.,

CHICAGO.

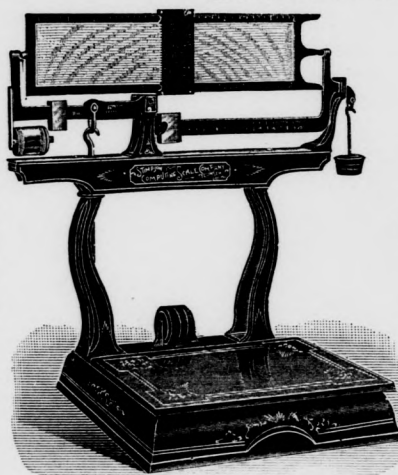
GEO. HILSENDEGEN, Agent for Michigan,

310 Woodward Ave., Detroit.

ADAMS & HART, Agents,

Grand Rapids.

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.

Injudicious Buying and Dead Stock.

How to make the retail drug business "pay" in these days of competition and despite the encroachments by department stores and others upon the trade which has heretofore been regarded as belonging exclusively to the druggist—that is the question. During the present "hard times" it is an especially pressing question. One thing is sure: the buying is as important as the selling. Is it not a fact that greater care in buying would afford considerable relief in many instances where the druggist suffers from severe competition, diminished sales, slow collections, and heavy expenses? With a too miscellaneous stock it is not easy to prevent overstocking the store. In fact, whether the lines of goods handled be promiscuous or not, every good merchant knows that extra care and study must be exercised to prevent unproductive investment of capital. In such times as the present the retail druggist might well make a careful study of his sales and discover what goods are salable and profitable, and what not. Even if the whole trade of the store consists of "drugs and medicines," the fact remains that many a druggist makes the mistake of supposing that he must carry in stock everything that might possibly be called for or that is official, and he carries too large a stock of many articles. When it is remembered that the kinds of articles handled are so numerous, it is easy to see that even a moderate reduction of the quantities kept in stock will amount to a good deal. In visiting our friends we have often seen large stock-bottles or other receptacles for articles seldom called for, and yet these receptacles were nearly or quite filled for the sake of appearances. We have heard druggists say with pride that they had in stock everything included in the Pharmacopoeia, nearly everything mentioned in the dispensatories, and many other things besides. But it costs more money to accumulate and keep up such a stock than it is worth. Why should any druggist have such obsolete stuff as crab's stones, dragon's-blood, or even cascarrilla, ethereal oil, ox-gall, subsulphate of mercury, and a lot of plasters, ointments, etc., that are seldom wanted or do not keep well? Would not the profits on thousands of dollars of sales be saved annually if the druggist should summon up the courage necessary to refuse to keep on hand a lot of trash which is no longer called for by intelligent people? And is it not true that many a druggist makes a quart of a tincture of which half a pint would suffice for one year?

As a merchant the druggist should not only abstain from handling merchandise which does not yield a reasonable profit, but he should try quite as diligently to avoid carrying dead stock and should study out the problem of always having what his customers will buy from him. Goods that may be profitably handled in one locality may not be found at all salable in another locality only a mile or two distant.

Salaries Based on Worth.

It is a delusion that men do not get what they are worth. Now and then a man is unfortunate, I grant, but, as a rule, men get what they are worth. Why, it's the hardest thing in the world to find a clean, strong, earnest, upright young man—they're as scarce as hen's teeth. I had a boy working for me once at three dollars a week—I only got

two dollars and fifty cents when I began—and the boy's father, who is loom boss in a factory, came to me and said he guessed he'd take his boy out; he could make more in the factory. "How much?" I asked. "Four dollars a week." "Well, let him alone and he'll be getting five a week here after a while. When the boy was getting eight dollars the father came again, and again I persuaded him to leave the boy with me. When the boy was getting ten dollars a week the father came again and said he was going to take the boy away. "What for?" "He isn't making enough money." "What will you do with him?" "Put him in the factory." "How much will he get?" "Twelve dollars first—fifteen afterward." "Any more?" "Yes, he may get to be loom boss." "What will he make then?" "Seventy-five dollars a month." "Well, then, let the boy alone, he'll be getting a hundred a month here some day." I had the hardest work to get that man to leave his boy, and we are paying the boy now \$200 a month.

It seems to me there is nothing for it but education. I have tried profit-sharing also. I tried profit-sharing in my store; distributed \$100,000. But my people had no idea of thrift. One woman took her \$150 and bought a piano, another bought a silk dress, and so on, no idea of saving. I was discouraged. Maybe I didn't try the right way, but it was not a success. I offered to pay them interest if they would save their money and put it into the store—they thought I wanted to increase my capital, and wouldn't do it. I could have borrowed plenty of money for less interest than I offered them. I do not say I have given it up; a committee of the employes has the matter still under consideration, but they report that at present nothing can be done. There is nothing for it but education.

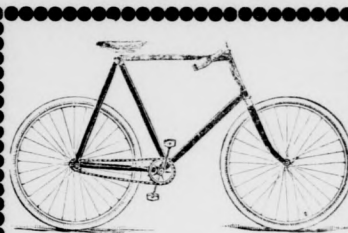
You must educate the people up to brother-love prices; if I should charge brother-love prices now I would be in the sheriff's hands in a few weeks. As for men who deal unjustly with their employes, I think you can make a public sentiment that will make it too warm for a man who is robbing labor.

No man ever made \$150,000,000, or even \$50,000,000—he may have captured it in a sort of way, but he never made it.

JOHN WANAMAKER.

Attractive Hardware Window.

Here is a brief description of how a hardwareman has constructed and fitted his store window: The window measures 18 feet at the front and 12 feet in the rear, and has a depth of 6 feet. The two ends of the window are on an angle, and are completely covered by stationary French plate mirrors 4 feet high. The effect of the mirrors is very fine, as a reflection is given of the contents of the window at either end. The bottom and back of the window are lined with garnet colored felt. There are two columns in the window, which are enveloped in sheet cork one-quarter inch thick and covered with felt. These are utilized for displaying pocket cutlery, scissors, etc., which are stuck to the cork. No time or money is spared in making the window attractive, and the display is often changed. The window is completely closed at the side and back by sash, preventing the dust from the shop soiling the articles displayed. An electric arc light is suspended in front of the center of the window about ten feet from the footpath, thus making the display as effective at night as in the daytime.



If You Are Looking



For a Bicycle that has more points of merit about it than any you ever saw and with a style and finish that would sell it alone, to say nothing of the fact that it will pay you to handle it, correspond with us about

"THE GARLAND"

PENINSULAR WHEEL CO.,

13 Fountain St., Grand Rapids.

Also agents for Sterling, Dayton, Phoenix, Ben Hur.

Agents Wanted.

We have wheels from \$10 to \$100. Correspondence invited.

Do You Sell Wheels?

Are you "in it" for Money?



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

Here Is Our Line

Every wheel in it has an

ESTABLISHED REPUTATION!

Helical Tube Premier March

America

Monarch

Cycloid

Outing

Envoy and Fleetwing

Wolverine

Featherstones.

Write us for Territory, Prices, etc.

ADAMS & HART,

Bicycles and Sundries—Wholesale and Retail,

12 West Bridge St., Grand Rapids.

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.

Around the State

Movements of Merchants.

Chase—D. Hale has opened a meat market.

Auburn—Chas. Kern succeeds E. G. Swart in general trade.

Horton—Geo. W. Landis, druggist, has removed to Mason.

Adrian—The L. Ladd Co. succeeds L. Ladd in the fruit canning business.

Cambridge—C. H. Dewey succeeds C. H. Dewey & Son in general trade.

Fenwick—Thompson & Curtis succeed Thompson Bros. in general trade.

Remus—A. L. Hawks succeeds Hawks & Servis in the drug business.

Ionian—R. G. Fuller & Co.'s jewelry stock is in the possession of mortgagors.

Rosebush—Frank E. Reeves succeeds Reeves & Carman in the hardware business.

Caro—Watrous & Hankerson succeed Frank O. Watrous in the hardware business.

Saginaw—Henry Melchers, druggist, will be succeeded April 1 by Richard Loew.

Kalamazoo—Fly & Morley have purchased the grocery business of Hugh Beggs.

Wacousta—Robt. G. Mason has purchased the general stock of Frank C. Brisbin.

Watersmeet—Krom Bros., general dealers, have dissolved, B. Krom succeeding.

Kalamazoo—Harry C. Koehler succeeds Koehler Bros. in the confectionery business.

Laings—Leonard & Leonard succeed Leonard & Everett in the grocery business.

Holland—J. D. Helder is succeeded by John Ver Schure in the boot and shoe business.

Marquette—Manthei & Gibson, meat dealers, have dissolved, A. Manthei succeeding.

Hudson—Frank H. Brown, general dealer at this place, will remove to Ft. Smith, Ark.

Fenwick—F. L. Hammond has retired from the furniture and undertaking business.

Kalamazoo—S. J. Carson has purchased the grocery and wood business of E. A. Balch.

Sturgis—M. Esterson has purchased the dry goods and carpet business of Geo. G. Bender.

Petoskey—Cook & Ballantine, hardware dealers, have dissolved, B. H. Cook succeeding.

Nashville—Edwin R. White has purchased the grocery business of F. A. Stringham & Co.

Petoskey—R. C. Smith succeeds R. C. Smith & Co. in the furniture and crockery business.

Albion—Gunnison & Sanders, dealers in groceries and books, have sold out to A. E. Eddy.

Menominee—Paul Kling & Co., druggists, have dissolved, Paul G. Kling removing to New Munising.

Yale—Cavanaugh & Parkinson, general dealers, have dissolved, W. A. Cavanaugh continuing the business.

Hillsdale—C. E. Lawrence & Co., hardware dealers, have dissolved, C. E. Lawrence continuing the business.

Muskegon—Frank H. Hartman, of Oxford, has taken a position as pharmacist in the West End drug store, and A. W. Stevenson, who has recently managed the store, has returned to his old position in Fred Brundage's main store.

Devil's Lake—J. W. McGee & Co., general dealers, have dissolved. The business will be continued by Arthur Green.

Butternut—A. Conklin has moved his store building from Bloomer Center to this place and will soon have it stocked with general merchandise.

Detroit—The W. H. Ellis Co. succeeds W. H. Ellis in the wholesale and retail cigar and tobacco business and has filed articles of incorporation.

Detroit—Chas. M. Roehm has been admitted to partnership with Roehm & Davison, hardware and wholesale carriage dealers, the style of the company remaining the same.

Bay City—The Ueberoth-Ellis Co., wholesale and retail crockery and wall paper dealers at this place and also at Saginaw, will discontinue business at the latter place May 1.

Detroit—The Shaw Electric Rasp Co. has been organized with a capital stock of \$10,000, which is held by the following: Wm. Shaw, 650; Henry A. Parlin, 200; Bertram C. McRae, 150.

Ewart—Mark B. Ardis has left the employ of Jas. H. Thompson, and gone to Lake City to enter into copartnership with his uncle, Samuel Ardis, in the general merchandise business at that place.

Bay City—The dry goods stock of McKeown & Daily has been turned over to James R. Tanner, as trustee, and will be closed out at once, the proceeds to go toward defraying the indebtedness of the firm.

Whitehall—Benjamin F. Reed died last Thursday, aged 60 years. Deceased was born in Sodus, N. Y., removing to Michigan in 1857 and conducting a farm and a general store in Oceana county for fourteen years. In 1873 he removed to this place, where, in company with his sons, he conducted the grocery business for several years.

Saginaw—Thomas A. Harvey, of Morley Brothers, has been in Chicago for the last week or ten days attending to the details of establishing a branch house in that city. Morley Brothers have purchased the stock of the A. F. Risser Company, consisting of harness and saddlery goods and will be in business at 76 Wabash avenue after March 25. Harness and horse goods for lumbermen will be made a specialty. Dan Thompson, formerly manager of the saddlery department of Morley Brothers here will have charge of the Chicago store.

Manufacturing Matters.

Bay City—C. C. Mengel, of Mengel & Co., box manufacturers, is dead.

Three Rivers—Frank Case succeeds Case & Coon in the lumber and coal business.

Morgan—J. C. Munton succeeds J. C. Munton & Co. in the saw and feed mill business.

Reed City—W. W. Hatch has sold his interest in the Reed City Roller Mills to his partner, N. S. Martindale, and will return to Grand Rapids to reside.

Ann Arbor—The Ann Arbor Chair Co. has been incorporated with a paid in capital of \$12,000, to embark in the manufacture of patent reclining chairs.

East Tawas—The Holland-Emery Lumber Co.'s plant will be able to get an early start. The company has 30,000,000 feet of old and 20,000,000 feet of new logs to cut the coming season.

Crystal—Mr. Potts, of Petoskey, has purchased the Langdon land and timber, consisting of 2,200 acres, and has commenced lumbering same, having

put in three mills to cut the timber, which will be hauled to Butternut for shipment.

Au Sable—Extensive repairs are being made on the H. M. Loud & Sons Lumber Co.'s band mill. A battery of six new boilers will be added, and other repairs made. The mill will be ready to start early in April. The "little mill" owned by the same company is undergoing repairs.

Cheboygan—The Whitehall Lumber Co.'s mill, which has been idle for the past two seasons, will be in operation again the coming season. It has become the property of T. J. Sheridan, of Grand Rapids, who is President of the Michigan Gold Mining Co., of Seine River, Ont. Ed. Barry, who was connected with the Whitehall Lumber Co., will have charge of the business, and this week puts a crew at work overhauling the mill.

Detroit—At a meeting of the stockholders of the Pharmacists' Cigar Co., the following directors were elected: Oliver H. Grunow, of the firm of Grunow & Patterson; Fred J. Todd, of the firm of Stevens & Todd; C. N. Anderson, D. S. Hallock, G. W. Stringer, A. S. Parker, F. W. R. Perry, P. F. Nasmyth and W. E. Flynn. The directors then elected the following officers for the ensuing year: Oliver H. Grunow, President; D. S. Hallock, Vice-President, and C. N. Anderson, Secretary and Treasurer.

Saginaw—Mills that have logs to saw and the owners of which so desire will doubtless be able to get an early start this spring, although there is not much incentive to manufacture lumber at present prices and conditions governing trade. It is true there is considerable improvement in the volume of business, but it still lacks the old-time vigor, and the claim is that when the stumpage price is calculated, together with the cost of manufacture, there is very little margin of profit for the bulk of the stock. It is to be considered, however, that the general trend of the times toward a lower range of prices for all manufactured products is accompanied by reduced cost of production, and that it will be a long time before a return to the conditions that ruled a few years ago will be experienced.

Marquette—The port of Marquette will ship more ore this season than ever before. This will be brought about by the operation of the Lake Superior & Ishpeming ore line, which is now building from Marquette to Ishpeming. The road is being constructed by the Cleveland-Cliff and Pittsburg & Lake Angelina companies, unaided, and it will handle practically the entire output of these mines, as well as much additional business. While these two companies alone are building the Lake Superior & Ishpeming road, a number of the other mining companies of the Marquette range are heartily in sympathy with the movement and will give business to the new line. The Cleveland company built the first railroad from Ishpeming to Marquette forty years ago, selling the line later to the Marquette, Houghton & Ontonagon Railway Co., the predecessor of the Duluth, South Shore & Atlantic line. Heretofore about half of the ore mined on the Marquette range has been shipped via Escanaba, on Lake Michigan, the longer rail haul of sixty-six miles being offset by the much shorter water route to either Cleveland or Chicago. The new road will certainly injure the ore business of the Chicago & Northwestern,

which has hauled over 4,000,000 gross tons of ore to Escanaba in a single season, and it will reduce the figure of shipments from the Lake Michigan port.

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—With a considerable increase in receipts, the market is weaker all around. Medium beans are the strongest thing on the list, owing to scarcity.

Butter—Fancy roll is scarce at the moment, easily commanding 16@17c. Fair to choice dairy commands 13@14c.

Beets—25c per bu.

Cabbage—50@60c per doz.

Celery—13c per doz. bunches.

Cider—12½c per gal.

Cranberries—Jerseys in boxes are still in limited demand and supply at \$2.50 per bu.

Eggs—The market is glutted, dealers holding their stocks at 10c, with no indications of higher prices until Easter.

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—12½c per lb.

Onions—Home grown are in fair demand and ample supply, 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.

Flour and Feed.

We have experienced another week of dull, dragging markets and a decline of 10c per barrel in flour, in sympathy with the decline in wheat. Flour mills throughout the winter wheat belt are, as a rule, turning out but little more than one-half their usual output, which has, also, been the case for several weeks, and, in consequence, stocks of flour at country or interior points are very small. At this season of the year many small water power mills must, necessarily, curtail their output because of spring floods; and many of the merchant mills cannot run steadily, on account of lack of wheat, until after a new crop is harvested. These conditions prevailing at the same time point to an increased demand for good winter wheat flours in the near future.

The prices of feed, meal and mill-stuffs are steady and unchanged for the week.

The city mills are running steadily, making about the average weekly output.

WM. N. ROWE.

Excellent Meeting Place.

Although it has not yet been officially decided upon, it is probable that the next (fourteenth) annual meeting of the Michigan State Pharmaceutical Association will be held at Mackinac Island. While conventions have been held at Detroit, Ann Arbor, Lansing, Saginaw, Grand Rapids and Petoskey, no meeting has ever been held north of the Lower Peninsula, and it is confidently expected that the selection of the "Fairy Isle" as the next place of meeting will secure a large attendance from the Upper Peninsula. The convention will, probably, be held in August.

Smoke the Dodge Club Cigar.

Grand Rapids Gossip

Chas. M. House succeeds Burdick & House in the grocery business at 588 South Division street.

G. B. Reitberg has opened a grocery store at 17 Ohio street. The Ball-Barnhart-Putman Co. furnished the stock.

Wm. Barth, grocer at 1165 Wealthy avenue, is succeeded by Fred C. Beard, formerly engaged in the real estate business.

H. M. Reynolds & Son have put handsome quarter-sawn oak fixtures in their office at the corner of Louis and Campau streets.

L. F. Jones has embarked in the seed business at 36 East Bridge street under the style of the L. F. Jones Seed Co. Mr. Jones hails from Gove City, Kansas.

Miss Ida M. Spaulding, for the past five years billing clerk for the I. M. Clark Grocery Co., has taken the position of book-keeper and cashier for G. R. Mayhew. The vacancy at the Clark Co. has been filled by the engagement of Miss Elda Stephenson, formerly connected with the office force of the house.

H. V. Hughes and M. M. Hughes have formed a copartnership under the style of Hughes Bros. for the purpose of taking the Michigan agency of the National Cash Register Co., covering the entire State with the exception of the Southeastern portion, which is worked from Detroit. The firm will open an office here and make Grand Rapids headquarters for the territory.

Another ruction has occurred at the office of the Grand Rapids Seating Co., Jas. B. Furber having retired from the position of Secretary and Treasurer at the instance of President Frost. Mr. Furber has been identified with the business since its inception and had come to be regarded as a fixture, owing to his knowledge of the business, gained during his connection with the Grand Rapids School Furniture Co.

The Citizens' Telephone Co. has adopted the American telephone, manufactured at Kokomo, Ind. Decisive tests have shown this instrument to be superior to any other telephone on the market, not excepting the long-distance Bell. With its double metallic circuit, improved switch boards and superior telephones, the Citizens' Co. will be able to give the public equally as good service as the long-distance Bell—and much better service than the Blake transmitter Bell—at a saving to the subscriber of from 100 to 200 per cent. By the time the competing telephone system is installed here, connections will be made with a number of neighboring systems, so subscribers to the Citizen phones will have equally as advantageous service as the Bell monopoly can offer.

The Grocery Market.

Sugar—All grades were advanced Saturday except Nos. 14 and 15, all the other grades except No. 9 (which advanced 1-16c) advancing 1/8c.

Oranges—The market for Mediterranean oranges has shown a stronger tone this week, and as there are not many coming, and the demand keeps strong, prices have advanced from 25@50c. California oranges are in good demand, but prices are so high that actual sales are moderate.

Lemons—The demand during the

period under review has shown considerable improvement, and while values are slightly firmer, there has been no advance. The New York market is the lowest of any of the receiving ports, as the prices obtained at the sales in New Orleans, Philadelphia and Boston show.

Spices—Prices generally are steady. The market in this country on nearly all varieties is lower than foreign markets, and at the prevailing values it is impossible to cover import cost. The stocks of pepper and cloves are quite large here and European markets are also overloaded with those goods. The supply of nutmegs is ample. Cassia, particularly Batavia, is in light stock, while the holdings of mace and pimento are small. There has been but little done in cassia. Cloves have been dull, the expected boom not materializing. In ginger, prices are slightly easier on African, Cochin and Jamaica.

Canned Goods—The movement in canned goods throughout the period under review has been of small proportions. There is, of course, some business doing all the time, but individual orders are light and confined to the actual wants of buyers. The trading is devoid of speculative features, except here and there where particularly low values are offered, and then goods are taken, but it is only occasionally that values lower than quoted prices are offered, as on nearly all canned articles they are very low now, and nothing but absolute necessity to realize can force them much lower.

Provisions—There has been no especial activity to the provision market through the week. As concerns speculation the indifference to take hold has been quite as marked as at any time in the protracted period of dullness. The hog receipts, which had been small, are increasing, and are turning out more than the average quantity of lard. The trouble with the position is chiefly the state of trade, which is remarkably dull. The foreign markets pursue a very conservative course in buying in this country, notwithstanding their stocks are probably this month showing some reduction.

Rice—The market for domestic rice has been quiet during the entire week. Notwithstanding the dullness, the situation is promising, as the present dull condition is looked upon purely as temporary, and conditions are likely to improve as soon as present stocks of cleaned goods are absorbed, and this will be before long, as the principal Southern mills are closed down and supplies are not increasing. It is said that some of the mills have closed down for the season, and, should this prove to be the case, the benefit to the market generally will be very material, as it will reduce competition and enable those still in the field better to maintain and regulate values. In foreign sorts, Japan continues in most demand. The stock of Japan in first hands is light, as is also that of Java and Patna. There is, however, only a limited demand for those sorts, so that, whether stocks are light or heavy, it does not make material difference. Japan rice is firm, owing to light supply and concentration of stock, it being said to be entirely in the control of one house.

Good Value.

Merrimack shirting prints, new percale styles at 4 1/4c. Fast colors.

P. STEKETEE & SONS.

Edwin J. Gillies & Co.'s Standard New York Spices are recommended by food commissioners. J. P. Visner, Agent.

The Grain Market.

Wheat continued weak and declined fully 3c during the week. It was a repetition of the previous week. The exports were light, the receipts in the Northwest were heavy and the weather was favorable for the growing crop, which was quite a bear factor and assisted to depress prices. The Government report shows the amount back in farmers' hands to be 123,000,000 bushels, against 75,000,000 bushels at this time last year and 114,000,000 bushels in 1894. This was another bear argument. Every one claims the Government report is wrong as to the amount in farmers' hands. Where is it? Michigan, Ohio and Indiana are virtually bare of wheat. Texas, Missouri, Iowa and Illinois have imported wheat. Now, where are the 123,000,000 bushels of wheat? As the Government makes the report, it will stand. The fact is, wheat has been hammered down so that the trade has lost all faith in the market and it requires a new lot of buyers to put any animation in the market, as all the sales were made to cover short wheat. However, we may expect a change, as the demand for flour has been fair with the decline in wheat, and this goes to show that the trade is not overstocked with flour.

Coarse grain followed the drift of wheat. Corn was weak and receded 1/2c. The receipts are large and the exports of this cereal have also been large, but the fact is, there is a very large amount of this grain yet to be thrown on the market.

While oats are weak, they have about held their own as regards price, and they will, probably, remain at the present low level.

The receipts in this market were: wheat, 47 cars; corn, 14 cars; oats, 8 cars; while Detroit received only 30 cars of wheat, 20 cars of corn and 9 cars of oats. The mills are paying 65c for wheat.

C. G. A. VOIGT.

The Dry Goods Market.

Prints, since being reduced to 5c, find a ready sale.

New wash goods also meet with better demand. Some very good styles are shown from 7 1/2@12 1/2c per yard.

Dimities at 10 1/2c are very beautiful and in the larger retail stores are already selling freely.

Plumitis Soir, a new fabric to retail at 25c in Persian and striped effects, is very fine and, no doubt, will meet a large sale.

Percales at 7 1/2, 8 1/2 and 10c are very good and large quantities have been sold by local jobbers.

Brown and bleached sheetings are a trifle lower. With raw cotton at 7 3/4c, to-day's prices on made-up goods are certainly cheap, but just what the market will be no one can tell for at least two weeks.

Ginghams remain unchanged.

Uniform Size for Price Lists.

Grand Rapids, March 16—We are now living in a time where uniform goods and standard uniform prices are demanded. Why is it not possible to have a uniform standard size of price lists? Traveling men, salesmen, brokers, commission merchants, etc., are all out selling goods and in nine cases out of ten, the original manufacturers' price lists are sent or given to the men. I have to-day about twenty different price lists with me, ranging from 1x4 to 8x14 inches in size, which is rather inconvenient. Now, why wouldn't it be a good idea to advocate a uniform size for price lists. Let each manufacturer

or wholesaler confine his price lists to a size of paper which can easily be placed in a holder of some kind, so that the sheets can be changed as often as required.

If you think this suggestion would meet with the approval of the trade, kindly advocate the same through your valued paper and oblige.

L. WINTERNITZ,
Manager Michigan Spice Co.

After the Scalp of the Jobber.

In view of the fact that co-operative manufacture and co-operative distribution have never been successful in this country—for reasons which have already been discussed at some length in these columns—the effort along that line by the retail druggists of Detroit will be watched with interest. In this connection the Tradesman takes pleasure in giving place to a communication from the President of the Detroit organization, as follows:

Detroit, March 13—Our attention has been called to a short but decisive notice of the Pharmacists' Cigar Co., headed "Doomed to Failure." We know that co-operative manufacture has often been tried and has failed, for many causes. The most important ones the writer believes to be:

1. Lack of management, as those who promote such enterprises are, generally, from the ranks of workmen of no business experience, and, while they are good mechanics, they are poor business men.

2. Lack of capital.

3. Want of a market for the product.

Many other points could be mentioned, but these are the main features. In our intended departure we think we have overcome these difficulties:

1. We shall employ a competent business man to manage our affairs.

2. We are in a position to supply all the capital needed.

3. We are our own customers.

Besides this, our business calls for the sale of cigars, and we can definitely calculate the profits from experience and know what we can sell, so what more is necessary for success?

The drug trade at this period of their existence are forced to augment their profits by every legitimate means. The cutting of prices in medicines, the demoralization of trade generally, and the advent of department stores all point toward a closer relation with the retailer and manufacturer. The province of the jobber is every day becoming more precarious. In this time of quick transportation, his existence is not so necessary as it has been and retail dealers are beginning to realize this. However, this subject is inexhaustible. We trust you will pardon this long letter and extend to us the courtesy of a trade journal, which should encourage, rather than discourage, new enterprises.

C. N. ANDERSON,
Secretary and Treasurer.

Feminine Philosophy.

An observer watched a woman weighing herself in a grocery store the other day. She had just purchased a pound of saleratus and had it in her hand when she stepped on the scales. "Why, I've gained a pound," she remarked to herself when she had finished manipulating the weights. Then, remembering her saleratus, she exclaimed: "Oh, gracious! I forgot I had this," and hastily popped the package into her pocket. Then she began to work the weights and wondered why she could get no different result. When she left the store, with knitted brow, she was still evidently trying to fathom the mystery.

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.

Hardware

Practical Hints for Increasing Trade.

Tubal Cain in the Hardwareman.

In such an age as the present there is no such thing as standing still in business; either a trade is progressive or the reverse. Many a firm, after a period of depression, may congratulate themselves if they have transacted at least the same volume of trade during the bad year as during the previous good one, even though they anticipated doing more; and, certainly at a time like the present, they who can boast of having kept up their returns to the level of former years may well and truly congratulate themselves. If a firm exert themselves to the utmost during the slack year and succeed, only by dint of hard work and close application, in diminishing what would otherwise be a serious loss, even though they barely pay expenses, I should be inclined to regard that firm as a progressive one, and likely to prosper exceedingly in the future; while another one who took things easily, not seeking to go to any trouble to keep themselves up to date, or to adapt themselves to the times, notwithstanding that they may have cleared a profit in the same year that their neighbors did not, I should be inclined to consider as likely to come to grief.

Success in business is indicated not merely by a large profit in one year only, but rather by a more moderate profit gradually and regularly increasing with an increased turnover. But the most capably managed business is frequently stricken by the same depression which is felt by their neighbors, and all the skill and judgment possible are needed in order to enable its conductors to weather the storm. I believe that in the weeding-out process of competition which is so slowly but surely taking place, especially in our cities and large towns, such firms as I have mentioned are more likely to survive than others. More energy and more thoroughness will be wanted in another generation, and those of us who think ourselves capable men in this age will be deemed old-fashioned and slow 30 or 40 years hence.

Remembering all this, how necessary is it that we all, as a trade generally, should take a pride in fitting ourselves for the altered position to which we are drifting? How necessary is it that we should banish all the traditions which, for too long a time, have clung to the trade, and endeavor to find our places in the front ranks and march with the times.

We have every facility in the shape of trade journalism, which is an important factor in self-improvement. It is within the memory of even the youngest of us, when our trade literature was at a very low ebb indeed as regards matter that would be of interest to the dealer; now we have both quantity and quality, and I will venture to say there are few trades so well provided for.

If an honest and determined effort to increase one's business be attempted, many things must be borne in mind, first and foremost among which may be mentioned a well-bought stock carefully selected and suited for the locality, and as up to date as possible. All old or unsalable goods should be got rid of quickly by means of a clearance sale or otherwise, for it is decidedly unwise to have one's capital locked up in stock which is deteriorating year by year. A good lookout should be kept for novelties of a useful and salable character; these will make the shop more more attractive, and they yield a good profit in comparison with other goods.

Then to help to sell the goods, it is necessary that they be well displayed both in the shop and show windows, and also that the bulk of the stock be kept in suitably designed fixtures and shelves, so that customers' wants may be rapidly and carefully attended to. Even the smallest details should be planned out by the dealer who desires his business to prosper, for nothing is

too insignificant if it helps to add to the efficiency of the clerks or to the comfort of the customers.

Advertising must be indulged in. What form is best it is most difficult to say, as circumstances differ so much; that which would succeed in one place would fail in another.

In addition to those means I have already mentioned, many a man of enterprising ideas will adopt means entirely his own in pushing business. I think most of the examples of this kind have been recorded from that happy hardware land—America. The man who first conceived the idea of building up a bicycle formed of grindstones and tools in his window was such a one; so also was he who gave away a very considerable number of gas stoves free on a certain day, stipulating merely that the recipient purchased a length of India-rubber tubing from him.

Other means I can mention are the intelligent annexation of other branches, or, in other words, the gradual growth of the original business, which may be likened to a well-nourished tree planted in generous soil, sending out new branches during its existence, and extending its ramifications of roots in all directions from the main trunk.

Too much stress cannot, in my opinion, be laid on any of the means I have noticed if success is to be aimed at. Indeed, it would be difficult for me to point out any one of these means as being of so much superior importance as to require the larger amount of attention. All are equally necessary, and all must be intelligently made use of to ensure a successful result.

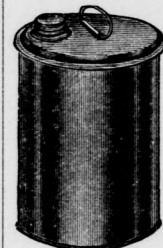
The first consideration usually concerns the stock. "A stock well bought is half sold," runs the hackneyed expression, but it would be more interesting to know how to buy the stock well. To do this the goods must be selected to suit the wants of the district, a suitable amount and variety of goods should be bought, and they must be bought at the lowest possible price.

BUY GOODS THAT WILL SELL.

The first necessitates a knowledge of the local requirements such as might be gained by actual service behind the counter, or by the advice of a predecessor in the store, or of a clerk who knew the trade of the neighborhood very well. I have, myself, erred many a time in utilizing my past experience too literally when I accepted a new situation and failed to adapt myself to the changed circumstances. In one place I was in, all our shelf hardware had to be priced at such rates as to include screws for fixing, which, indeed, seemed reasonable enough, particularly for private customers; but in my next place the very reverse was the rule, and at first I persisted in pricing things in the same manner, with the result that intending purchasers who were educated to buy their screws extra thought our prices too dear. Any one who has ever looked through an agricultural tool list cannot have failed to observe the immense variety of spades, shovels, hoes, forks and similar articles required, and how each agricultural district has its own shapes and sizes, being too conservative to use any others. It is surprising the amount of dead stock which will accumulate in the course of a twelvemonth, or the amount of trade which will be lost in the same period, unless the buyer be particularly cautious. The same remarks apply to the amount and variety of the stock necessary for the business, and care should be exercised in gauging the quantities, especially of those goods which are pushed as "leaders" and those which are generally bought in large lots. It would be safer, at the start, to purchase in small quantities until the buyer gains knowledge. Some manufacturers advertise a specialty, say, an oil stove, at a certain figure for single ones, and offer to take a discount of 10 per cent. off for dozen lots, 15 per cent. off for lots of twenty-five, 20 per cent. off for lots of one hundred, and so on. It is manifest, from these terms, that the smaller dealer cannot compete with his big rival unless he buy in the same quantities, and this may apply not merely to a single line of goods

but to dozens of different things, as many makers adopt this system in pushing their goods. Thus it very often results in the smaller man's not stocking such goods at all, or, if he does, his profits are mighty near the vanishing point if he sell at his neighbor's prices. What I would venture to advise is that another manufacturer of similar goods be sought who will deal more fairly with the legitimate hardware dealer by giving the same terms for ¼-dozen lots as for two-dozen lots, and only allowing a small discount off the larger quantities, thus placing all retailers practically on an equal footing. Or, if I could not discover another manufacturer, I would buy, say, ¼-dozen at first, marking them at the same selling price as if I had bought the largest quantity I think I would buy if their sale was successful with me. I would increase this amount at a second order and by the time I was able to order the third lot I could tell almost with certainty whether or not I should order the maximum quantity then.

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,

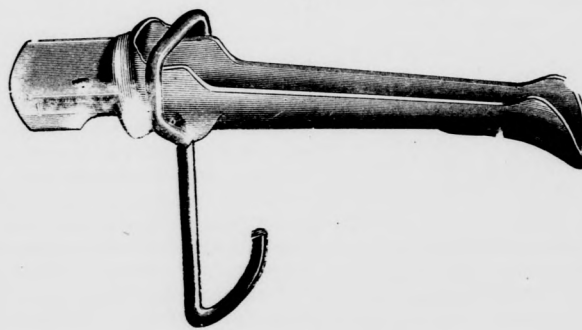
Manufacturers and Jobbers of

Pieced and Stamped Tinware.

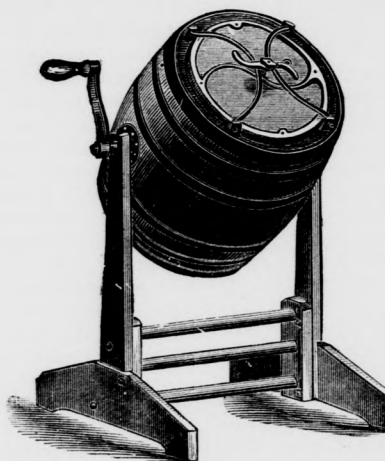
Dealers in Rags, Rubbers and Old Metal.

Phone 640 Grand Rapids.
260 S. Ionia St.

Post's Sap Spouts



The Favorite Churn



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

Foster, Stevens & Co.,
GRAND RAPIDS.

SUCCESSFUL EXAMPLES.

Although I have given praise to our comrades across the herring-pond, I must at the same time conscientiously give the greatest credit to the conductors of several ironmongery establishments at home, who have shown by their example a forwardness and an enterprise far in advance of their neighbors. That they have benefited by such go-aheadness proves that the public appreciate those methods. Why should such men have so few imitators? At the height of the gold-mining fever, when stories of rapidly acquired wealth were quoted in the newspapers of the day, thousands of people, allured by these wonderful accounts, which, by the by, were not always trustworthy, threw up their callings and flocked to the mines, too often, alas! to meet with only the most disappointing results to themselves; but in less exciting times, when we read in this or any journal the account of a successful business man, who very unselfishly tells the means he made use of and the system he employed in building up his trade, we are, most of us, inclined to content ourselves with regarding him as being surrounded by every favorable circumstance; in other words, we say he has been lucky. I wonder how many there are who become infected with a similar energy when they read of an energetic career?

I am much inclined to think that all around we are not as enterprising a trade as we might be, but there has been much hopeful improvement during recent years; and if the progress toward perfection has been slow, it is all the more sure and enduring; results which have been achieved too quickly are often lacking in stability. Let this not be construed into an unconditional approval of a slow-and-sure policy at all times; we must, all of us, be on the alert as much as possible, and endeavor to mend in the future those which we now know to have been faults either of omission or of commission in the past. If slowness of progress is as essential in the foundation of a business system as in that of a building, there surely is less need of it in the more advanced stages of either, and we can therefore now bestir ourselves and "hustle" a little.

ADVERTISING.

Advertising, when done with care and judgment, is truly a great power in building up business. It appears under so many different phases, and is so universally employed in one form or another, that it is the most widespread of all the means employed for increasing one's trade. Indeed, it is frequently difficult to say what is not of the nature of an advertisement; the man who paints his name over his doorway advertises, so does he who puts price tickets and goods into his windows. It is only a question of degree between these men and those who insert a column of matter in the daily paper, or distribute bills and circulars by the thousands.

Dressing Store Windows.

The retail hardware store is the best place for a beginner to learn the details of the business. It is like a boy in a small machine shop, where he has to do a great variety of work, and thereby obtains a broader knowledge of the trade than would be possible in a large establishment where he would do the same work over and over, day after day. Again, in the retail store the constant contact with the men who use the goods sold affords an insight into their relative values and adaptation for the purposes required, and if the salesman keeps his ears and eyes open and asks questions freely he will soon acquire a fund of useful, practical information of vital importance in his future progress. The reading of trade journals is a great help in keeping the mind active, as the brain, like the knife, retains its keen edge only by frequent rubbing on the

grindstone of other people's experiences. In regard to the dressing of show windows, I think particular attention should be given to making a good display in the upper front of the window. Some dealers prefer to have the windows left clear, so as to permit of a good view of the interior of the store, which has some advantage, but as a general rule the more display made in the window the better. Imagination goes a long way with the majority of people, and if the window is attractive they will step inside the door to view the interior, which they might not do if the window afforded no view.

Glazed paper of suitable color is quite effective for the floor of the window, and makes a bright and easily changed surface for displaying goods. Saws or any other bright surface goods which are light in weight may be hung in a show window, and a good display is the use of brass covered curtain poles, of, say one inch diameter. Cut them up into lengths of proper size to fit the windows, screwing on the cut end a brass curtain knob, of which many handsome designs are now on the market, at a cost of a few cents each. The saws are then hung by the handles on these rods, and produce a good effect. Brass jack-chains can be festooned from one rod to the other, from which other tools can be neatly suspended. This arrangement occupies the upper part of the window, and does away with the cold "gallery effect" which is often seen in store windows.

The floor of the window, having been covered with the glazed paper, is used to display smaller articles which require a close view to be appreciated. A neat show card hung by a fine hair-wire, to face the sidewalk, can be used to good purpose. Frequent change is absolutely necessary to keep up public interest, and dirt, dust and dead flies must be conspicuous by their absence. The brass rods mentioned can be purchased for an amount not to exceed three dollars, and can be used for years as permanent window fixtures. The rods are made of wood and covered with a thin sheet of brass, which combines lightness with showy effect. If time permitted I would be glad to describe some other details in the matter of the displaying of goods, but will be obliged to defer them for the present.

M. RICE.

The Hardware Market.

General Trade—Remains stationary, as per our report of last week. There is more enquiry for spring goods, but the general talk with the retail dealer is that he will wait until the consumer commences to show evidence of returning life and begins to want something and has the wherewithal to pay for it; then he will begin to buy again. That is about the general situation, so far as selling goods is concerned. With the factories, the report is that there is only a fair demand for their products among the jobbers, as they, also, are pursuing a waiting policy as long as they can. They, however, are obliged to take more chances and are getting in their Spring goods, such as wire cloth, poultry netting, barbed wire, steel goods, screen windows and doors, etc. As to any change in prices there is but little. Goods in most lines have reached the low figures prevailing a year ago and, while there may be some advances, it is not to be expected that we will have two "boom" years in succession.

Wire Nails—Are firm at the last advance. There are rumors that another

advance of 10c a keg will be made in April, but it is to be hoped that wiser council will prevail and prices remain where they are.

Barbed Wire—The demand keeps up well and prices remain low. An advance at any time may come. We do not think the dealer takes any chances in buying at present prices.

Window Glass—No change to report as yet. Factories are again all running and claim that the recent shut down will produce a shortage in the supply more than they can catch up with before June 1, when they again all close down for the summer.

Strap Hinges—Will advance 10 per cent. April 1.

Hardware Price Current.

AUGURS AND BITS

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

AXES

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

BARROWS

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

BOLTS

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

BUCKETS

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

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

BLOCKS

Ordinary Tackle.....	70
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CROW BARS

Cast Steel.....	per lb 4
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CAPS

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

CARTRIDGES

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

CHISELS

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

DRILLS

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

ELBOWS

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

EXPANSIVE BITS

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

FILES—New List

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

GALVANIZED IRON

Nos. 16 to 24; 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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KNOBS—New List

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

MATTOCKS

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

MILLS

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

MOLASSES GATES

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

NAILS

Advance over base, on both Steel and Wire.....	2 65
Steel nails, base.....	2 70
Wire nails, base.....	50
10 to 60 advance.....	60
8.....	75
7 and 6.....	90
4.....	1 20
3.....	1 30
2.....	1 60
Fine 3.....	65
Case 10.....	75
Case 8.....	75
Case 6.....	90

Finish 10.....	75
Finish 8.....	90
Finish 6.....	10
Clinch 10.....	70
Clinch 8.....	80
Clinch 6.....	90
Barrel 7 1/2.....	1 75

PLANES

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

PANS

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

RIVETS

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

PATENT PLANISHED IRON

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

HAMMERS

Maydole & Co.'s, new list.....	dis 33 1/2
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
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SHEET IRON

Nos. 10 to 14.....	com. smooth. com. \$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
Anneal'd Market.....	75
Coppered Market.....	70&10
Tinned Market.....	62 1/2
Coppered Spring Steel.....	2 50
Barbed Fence, galvanized.....	2 25
Barbed Fence, painted.....	1 90

HORSE NAILS

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

WRENCHES

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

MISCELLANEOUS

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

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.....	\$ 5 25
14x20 IC, Charcoal.....	5 25
20x14 IX, Charcoal.....	6 25
14x20 IX, Charcoal.....	6 25
Each additional X on this grade, \$1.75.	

TIN—Allaway Grade

10x14 IC, Charcoal.....	5 00
14x20 IC, Charcoal.....	5 00
10x14 IX, Charcoal.....	6 00
14x20 IX, Charcoal.....	6 00
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 50
14x20 IX, Charcoal, Allaway Grade.....	5 50
20x28 IC, Charcoal, Allaway Grade.....	9 00
20x28 IX, Charcoal, Allaway Grade.....	11 00

BOILER SIZE TIN PLATE

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

BADGES.

Detroit
Rubber Stamp
Company

99 Griswold St.



Devoted to the Best Interests of Business Men

Published at the New Blodgett Building,
Grand Rapids, by the
TRADESMAN COMPANY

ONE DOLLAR A YEAR, Payable in Advance.

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E. A. STOWE, EDITOR.

WEDNESDAY, - - MARCH 18, 1896.

GROWING POWER OF MONEY.

The greatest foe to the welfare of the United States and the people of this great republic is the growing power of wealth. In a democratic country, the object and tendency of its institutions are not to keep the people down to the same dead level of equality of conditions, but to give them an equality of rights and confer on each an opportunity to reach the highest position to which his labor and his talents and character can lift him.

It is, therefore, the mission of democratic institutions to raise the people, not to keep them down, or rather to aid them in raising themselves, and this is seen in the fact that the highest public places in the country are open to any citizen. The object of democratic institutions is to encourage and open the way for the highest possible development of the people.

Some persons, mistaking the meaning of democratic institutions, seem to think that the business of government is to prevent individual development, and to keep all the people down to the lowest level, or to raise all alike to the highest. Either course is wholly impracticable, because intellect, enterprise, energy and thrift would rebel at the idea of being kept back with the dunce, the drone, the loafer and the beggar, while that large class which is resolved to live on the earnings of others cannot by any process of legislation be made into honest, virtuous and worthy members of society.

The only thing that a wise political and social system can do is to give to each member of society an opportunity to attain and accomplish the best results of which he is capable, and after that he must be held responsible for his failure or success. The result of such a system has been to stimulate every worthy human talent and to bring about a high state of development in every department of life.

For a long time the tendency of this democratic system was to create a sort of aristocracy of intellect. Persons devoted to the learned professions, authors, artists, inventors and those who had attained eminence through their intellectual distinction, constituted a sort of higher social class, and there was a sound basis for a mutual respect and recognition of all its members.

But such a circle was necessarily closed to all who could not claim intellectual distinction. Above all, it was organized without regard to material

riches. There were in it rich people and those of moderate means, all associating on a basis of intellectual and moral equality; but many persons who, in the money-grabbing age which followed the civil war, had become very wealthy, and who were seeking for social prominence, were unable to enter it. Then arose a movement to create a social aristocracy based on money.

Immediately after the close of the civil war, when the first income tax was in operation, there were not in the entire Union more than twenty persons who were charged with an income of \$100,000 a year. To-day there are in the country more than 4,000 persons who are millionaires. Many of them live in the city of New York, and there they have established a social class with which the press, not only of that city but of the entire country, greatly concerns itself.

But if wealth were only a mere social force, it would be innocent enough. Nothing can be more fitting than for persons with the same sort of tastes and ideas to form associations for pleasure or improvement. The great trouble is that wealth is coming to be the greatest political force in the country. It has come to be notorious that the Federal Congress is infested by powerful lobbies working for legislation in the interest of commercial monopolies and all sorts of money-grabbing schemes. Not even State Legislatures are free from these pernicious influences, while municipal councils are constantly assailed by bribers and corruptionists seeking contracts, franchises and other legislation. Even the Federal courts have not been exempt from scandalous imputations.

It is not surprising that repeated and continued assaults upon public official honesty should have resulted in bringing it to a low standard, and this has had its effect on private sense of honor. Men who do not hesitate to pay bribes to public officials will finally become less exacting in private affairs; and, as the power, public and private, of money increases, the desire to accumulate it will increase also. If money be the greatest political and social power in the country—greater than intellect, greater than the ballot—then there will be a mad rush for money to be got, no matter how, so only that it be got.

Who can blame people from becoming demoralized under such circumstances? And it is this mad rush for wealth which is creating a socialistic sentiment throughout the country. People who never expect to accumulate wealth, and who in many cases would never make the attempt, are seeking some way by which the rich may be deprived of what they have and their wealth be dealt around to those who have nothing. This has always been the dream of the drones, who contribute nothing to the common stock, and who want to live at the expense of others; but it is taking hold upon the laboring classes, who see no hope of rescue from the great commercial and labor monopolies which seem to be above the laws and beyond the power of the courts. This is something for the statesmen, if there are any in Congress, to think about.

ORANGES AND FROST.

It is claimed that the orange tree thrives best in a climate of sufficient cold to endanger the fruit by frosts, or even to endanger the trees themselves, as in the great Florida frosts of December 29, 1894, and of January 8 and 9,

1895. While the California fruit is never in danger of so severe a frost as these, they are frequently sufficient to destroy quite a percentage of the fruit. The Riverside district lost \$750,000 in value in a single frost in 1891, and again last winter there was a frost in the same district, producing ice five-sixteenths of an inch thick, some of which lay unmelted for two days. The loss to the crop by the latter is variously estimated at from 10 to 50 per cent.; but, even with this loss, it is estimated that the shipments will exceed those of last year. A serious feature of the matter is that there is suspicion of all the fruit from the locality on account of it.

Probably the most serious loss ever sustained in this crop was the one referred to last season in Florida. The value of her orange groves was estimated at \$35,000,000. Not only were all these practically destroyed for the time being, but the frost was equally fatal to the lemon, grape fruit, fig, coconut and similar trees and to thousands of acres of vegetables. It was estimated that the yield of oranges for that season would be 5,000,000 boxes. It will be seen how thorough was the destruction when it is stated that the present crop will not exceed 60,000 boxes. These are netting growers \$2 to \$2.50 on the trees.

It seems that these catastrophies in both California and Florida are to be anticipated. In the former, mild frosts are quite common—the Rocky Mountains are a safeguard against severe ones—while in the latter the occurrence is less frequent, but more severe. In 1886, there was a discouraging freeze and in 1835 the mercury registered seven degrees above zero at Saint Augustine, and the Saint John's River was covered with ice. All orange trees were killed.

After the freeze of last season many gave up the business in despair, or were ruined financially so they had to give it up; but many immediately set to work budding afresh, sending to California and elsewhere for buds. There was a frost at Jacksonville, during the cold wave in January, sufficient to injure tender shoots, the mercury registering 28 degrees.

INJURING THE CITY'S CREDIT.

There is serious criticism among business men over the action of the "irresponsible majority" in the Common Council of Grand Rapids for their persistence in insisting on issuing bonds for the municipal ownership of an electric lighting plant, in spite of the serious questions of legality which have manifested themselves since the matter was submitted to the voters two years ago. This persistence is to be deprecated, for the reason that these questions will affect the market value of the bonds, and, if a sale is ultimately effected, the proceeds will be less than if there was no taint on their regularity.

The question is naturally suggested as to the reason for not remedying these defects before making the sale. The answer is to be found in the fact that the promoters of the scheme dare not submit it again to the voters, knowing that a full discussion, calling out a sufficient vote to place its legality as to the majority's voting for it beyond question, would ensure its defeat. There would, probably, be no trouble in getting the Legislature to remedy the accidental omission, which gives it the other most serious element of doubt, but

this would involve a rehearing before the people.

The tendency to rush recklessly into debt is the most serious menace which threatens this city. This is a tendency on the part of promoters and schemers whose operations have not received enough consideration at the hands of the people. The present anxiety as to ways and means to meet the city bonds which are to mature in a few weeks, and the contriving and scheming to borrow from other funds to the extent of legal possibility, will cause an awakening to the seriousness of reckless drafts on the future which will, it is to be hoped, insure more careful consideration of such matters.

TRADE BADLY MIXED.

Trade is still seriously affected by the lack of anticipated consumption and the operation of combinations. Iron stocks have continued to increase, operating in a further decline in prices at Pittsburg to secure sales. Finished products are held up in hopes of increased demand, which does not come. Demand is favorable in the minor metals.

The demand for wool has been very small but the price is maintained. Cotton has scored a slight advance. But the condition of both manufactures is very unsatisfactory. A considerable stoppage of works has not been sufficient to prevent the accumulation of stocks. A very demoralizing element is the prevalence of undervaluations in imports.

The wheat boom has met with a decided setback, prices having lost about one-half of the entire advance of 12 cents per bushel. It is difficult to account for the decline except upon the theory of speculative reaction, although crop reports and foreign advices have been bearish in tendency.

The most favorable industrial indication is found in the railway earnings for February, which were 14 per cent. more than for the corresponding month last year, the heaviest increase being in the grain carrying lines, the least in the coal roads. Business failures for the week show a slight increase over last, being 282 against 271 for preceding week. Bank clearings, 11 per cent. smaller than for preceding week.

In the financial centers money is reported easy, and there is an improvement in industrial stocks, owing to a decided decline in speculative activity. Money is seeking investment in permanent securities and these have had a decided advance, some of them having attained abnormally high prices.

The question of road improvement seems likely to soon have a hearing in Congress, a bill having been considered in the House Committee on Agriculture to create a special commission on highways, whose purpose is to inquire generally how the Government may further promote the improvement of highways, and the best methods of securing a scientific location of highways on the public domain, and for the employment of the Geological Survey in the discovery of road materials and the free testing of these, and the construction of modern roads and instruction in road-making at agricultural colleges and experiment stations. So far the expressions of opinion received by the committee have been strongly in favor of the bill, which, its advocates say, contemplates no great expense and no increase of salaries, and the life of the commission proposed by which is limited in time.

MENTAL HEALING.

This is essentially an age of inquiry, and the natural and obvious result of it has been a vast amount of investigation and much important discovery in many departments of science.

The amount of success in discovery has stimulated research and inquiry in many directions, which will, in all probability, produce important fruits of knowledge.

Just now a subject which is growing into much prominence is the question of the mental healing of bodily diseases, and this is further complicated with the theories of spiritual healing. There have been many claims by individuals to such healing power and much testimony in their favor; but the diseases supposed to have been cured have been usually of a nature so obscure that the facts could be known only to a very few, and were not assured to the masses of the people.

The healing performed by Christ and his apostles was generally of a nature which would be recognized by the masses of the people, such as the restoration of sight to the blind, or vitality to withered and paralyzed limbs, and the cleansing of lepers. When individuals notorious throughout a community for their helplessness and hopeless conditions of disease were suddenly made whole and strong, there was something which even the plainest people could understand; but when disorders whose conditions and symptoms are known only to the sufferers themselves are cured, the fact cannot be made so manifest to the public.

It is upon this general fact that skepticism as to the curative power of mind and spirit over matter is chiefly based. Nevertheless, the power of the mind over the body is not only a reality, but a very decisive one. Almost everybody knows how anxiety and worry are capable of destroying all desire to eat and power to sleep, and, operating long enough, they are able to disorder the bodily functions and break down the health. It is known, on the other hand, that under the influence of hope, or sustained by a strong sense of duty, or spurred by ambition, the body becomes apparently insensible to the ordinary weaknesses and sources of pain, and there is good reason to believe that the ancient Christian martyrs were so buoyed up by their faith and hope that they were insensible to the tortures inflicted upon them.

Without doubt there are more or less charlatanry and pretense about alleged mind cures, faith cures, Christian science and the like; but there must be some foundation of truth somewhere. The chief trouble in discussing this subject is in the fact that so little is known of the actual causes of bodily disease and of the processes which occur in the effecting of a remedy.

The origin of fevers, inflammations, congestions and the like is always obscure, and the treatment in nearly every case is tentative or is the following of an accepted routine. If the administration of medicines were a mere matter of chemistry, all would be plain sailing, for then disease poisons could be nullified with the same certainty that the chemist enjoys when he neutralizes an acid, or decomposes into harmless constituents some noxious compound.

So little confidence can be placed in the chemical operation of medicines that it has been well said that "One man's meat is another's poison," so different is the diathesis or constitutional peculiar-

ity of various individuals. The human body is a wonderful chemical laboratory, but we do not understand all its laws. It is also an electrical laboratory equally wonderful, but its laws and operations are just as little understood; so that those who regard man as a mere thing of organized matter, having, for what is commonly known as mind, a mere material emanation, just as if it were an odor or a vapor, are not even able to explain on a mere physical basis the cause and cure of diseases.

If it be accepted that the human being has joined to his material organization a powerful, immaterial, spiritual element, how utterly inadequate will be any mere physical theory to explain the mysteries of life. When once this spiritual presence is recognized, it becomes impossible to set limits to it. It is a something which not only pervades, but it influences everything, and its power over the body is acknowledged.

If this mysterious and potential influence can on occasion make men insensible to fatigue, hunger and pain; if, of its own spontaneous action, it can suspend some bodily functions and quicken others, might it not be extremely valuable to be able to set in motion at one's will these powerful mental and spiritual forces and control them in the influence of our own well-being or that of others?

Hypnotism shows that under certain conditions one personality can exert powerful influences over others. Why should it not come to pass that man will learn the laws of spiritual power, and so become able to work it upon others for good?

The entire subject of the power of one mind over another, or of mind over matter, is in a state of chaos, because so little is known of it; but it is impossible, when so much research and investigation are in progress, that the laws which govern it will not be discovered, and the ability to use it secured. One of these days man is going to handle mind power with as much ease and certainty as he does electricity to-day.

ENGLISH RULE IN AMERICA.

An interesting result of the disaffection on the part of some of the officers of the Salvation Army in this country is that the attention of the public is called to the fact that this semi-military organization is dominated by alien authority of the most arbitrary character. It was, of course, generally known that the "army" headquarters are in London and that the movement is of English origin, but it needed some such means of directing the public mind to the real situation to demonstrate the fact that the degree of unquestioning obedience required is no less arbitrary than that enforced by the Czar of Russia.

Of course, there can be but one result of this awakening. Americanism is too important a factor on this side of the ocean to permit the continuance of English domination in so large and rapidly growing an organization. English authority will be repudiated by the greater portion of its adherents if, indeed, the yoke is not thrown off by the entire body. Had the commander in chief exercised a little more discretion in the use of his autocratic power, it is interesting to conjecture to what an extent his authority might have grown in this country before public attention should call it to account.

LEMON & WHEELER CO.

Wholesale Grocers.....

GRAND RAPIDS

OF COURSE YOU HANDLE

LION COFFEE

For Sale by All Jobbers.

SEE PRICE LIST ELSEWHERE.

EVERY PACKAGE 16 OZ. NET

WITHOUT GLAZING.

Perfectly Pure Coffee.



WOOLSON SPICE CO.

TOLEDO, OHIO, and KANSAS CITY, MO.

ABSOLUTE TEAS

We are Sole Importers of the above Teas. Write us for samples and prices; you will save money by selling "Absolute Teas" only.

Michigan Spice Co.,

GRAND RAPIDS, MICH.

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.

GRAND RAPIDS IN 1850.

CHAPTER VIII.

Written for the TRADESMAN.

In those early days, merchandising of all kinds was confined to narrow limits. It was all done on Canal street between Bridge street and what is now the Morton House on Monroe street, the bulk of the business being done at the foot of Monroe, where the largest stocks of all kinds were located. My friends, the Messrs. Peirce, used to designate that particular locality as "Grab Corners." In retaliation the Monroe street dealers spoke of the Canal street business end as "away up in Kent." I believe that the whole of Grand Rapids, before becoming incorporated as a city, was known as the Village of Kent. I can hardly realize, when visiting Grand Rapids now, that the business of 1850 was confined within such insignificant limits.

John W. Peirce, on the west side of Canal street, at the corner of Bronson street (now you call it Crescent avenue), kept the largest and best selected stock of dry goods on the street. He was popular with all classes of customers and painstaking in everything he undertook, also was very methodical in all his business transactions. His early mercantile training was under the tuition of Nathaniel Gorham, in Canandaigua, New York, an accomplished merchant of the old school. The writer of this sketch was a clerkmate with him in Mr. Gorham's employ, in 1838. Mr. Peirce was taught that good substantial goods sold at a fair profit were cheaper for his customers, fewer left-overs and remnants accumulating, than cheaper fabrics of poorer material, and his business was conducted upon that principle. In addition to his mercantile pursuits he was for many years the trusted agent of Charles Carroll, of Geneseo, New York, who was, at that time, the largest real estate owner in Grand Rapids.

Mr. Converse, of Boston, owned large interests in real estate on the West Side, but at that time was making no effort to sell.

Down on the west side of Canal street, built directly over the old canal basin, were two wooden stores, one occupied by Rose & Covell, the other by Boardman Noble. Mr. Rose retired from business in 1851 and moved onto a farm, with the hope of enjoying better health, but died soon after. I saw Mr. Covell a few years ago. He was in good health then. I have never heard of his death and hope he still lives in the enjoyment of a green old age. He was a faithful friend and good business man.

There were no dry goods stores on the east side of Canal street and, in fact, only a few stores of any kind. Mr. Wade, hatter and renovator of hats, as his sign read; Bidwell (father and sons) candy store; John Clancy, groceries; Charles Mosely, postmaster, and James Lyon, stationer and bookseller, on the corner, are all that I recall.

At the foot of Monroe street, Roberts & Sons handled goods of every kind suitable for the Indian trade, as well as for the general public. Mr. Roberts, Senior, was one of the pioneer settlers of Grand Rapids. The next store was occupied by John Kendall. He carried by far the largest stock of dry goods in the city. His business was quite extensive for those early times. Honest dealing gave him a strong hold upon his customers. Mr. Kendall held about the same relative position among the

dry goods dealers at that time that Henry Spring, Paul Steketee and William G. Herpolsheimer enjoy now. Mr. Steketee was in the employ of the writer two years and was then employed by Mr. Kendall, under whose tuition he graduated a competent business man, as his successful mercantile career has proved. Long live Paul! I can say for him that, in my long business experience, I have never found a more faithful employee than he was. Continuing up Monroe street, might be found W. H. McConnell, whom I have mentioned before in connection with the hardware business. The only dry goods store on the opposite side of Monroe street was that of James Lyman, who did a limited business upon the spot cash principle. I believe he was the only man I ever knew who could do that kind of business successfully for any length of time without "falling from grace." I have been told that, at the time of his death and consequent closing up of his business, he did not owe a dollar to any man, neither did any man owe him a dollar on his books. This fact, considering the universal credit system in practice at that day, I consider most remarkable.

Compare with the foregoing the beautiful blocks constructed for all kinds of mercantile pursuits that occupy the limits I have described and the volume of business now transacted within the same limits, and mark the contrast.

W. S. H. WELTON.

Owosso, Mich.

Down With "Supply Houses."

From the Minneapolis Bulletin.

Another "supply house" has sprung into existence in Minneapolis and another chance will be offered the farmers of the Northwest to be gulled. The fact of the matter is, while the "supply house" principle may be right, legally and morally, it shouldn't have the support of the farmer at all.

The "supply house" man is usually quite smooth—most men are who are in for emptying the farmer's pockets as fast as he can fill them. With the aid of catalogues a "supply house" man will sell a farmer molasses at 50 cents a gallon which could be bought of the home merchant for half the money. Raisins are sold for 10 cents per pound which the home dealer would be glad to sell at 5 cents, and so on through the list. The "supply house" men, in many cases, openly boast of how they bamboozle their farmer customers and grow fat on the theory that "there's a sucker born every minute."

This is wrong—the principle of "supply houses" is wrong and the Bulletin would be glad to see the country merchants expose the methods of "supply houses" in their home papers, and point out the matter to the farmers who are being duped and robbed by smooth traveling salesmen and seductive catalogues.

Country merchants should buy their goods direct of the reputable jobbing houses and, in turn, farmers should buy of their home merchants. In this way and this way alone can the farmer's purse be protected, but with the "supply house" men he is forced to buy ten times as much of anything as he wants and at usually double the cost. "Down with the supply houses and up with the honest country merchant and the honest jobber," is our stand in the matter.

Nutmeg Adulteration.

William Schroder, of Amsterdam, continues to show up the adulteration of nutmegs, and in his last circular has the following: "I have been informed that also at London larger lots of nutmegs have been 'doctored up' for America, bored nutmegs filled, lined and mixed with odd goods. I think that such manipulations may go on, but must turn out at the end against the sellers of such stuff. Fair competition is a good thing, but it is a pity that the competition has become so sharp that it leads to such unsound operations."

We may want You

Why? Because—we've been appointed Agents for the

GRAND REPUBLIC FLOUR

This means that we're going to put our untiring effort into pushing its sale. And therefore we wish to make connections with the best house in each town for the purpose of handling it. If you're that party in your town get acquainted with us at once. It will mean profit for you, as well as pleasure for us.

Please don't get the impression that "Grand Republic" is a new brand of flour. It is not. It has been sold for years, and has always given uniform satisfaction. We feel that we have raised the tone of our stock by securing this agency.

Now for a moment of undivided attention: We're not asking you to try an experiment. We are asking you to handle a profit-making, customer securing certainty. To do it means added reputation and cash with only ordinary effort. To ignore it means an opportunity for your competitor to get the upper hand of you in Flour matters. If you really mean business speak quick.

The sow bird never gets a morsel. The hawk always gets—eff. You'd best to pattern after the other kind.

Ball-Barnhart-Putman Company.

GRAND RAPIDS.

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 "Croby'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.

Prefers Milkman Milk Now.

I said one day, the milk I buy
Is taken from the creek;
It isn't fit for man to drink;
It makes me weak and sick.

And having spoken in this strain,
I went and bought a cow;
She had a soft and loving eye,
A lofty, thoughtful brow.

She was a mournful orphan cow,
A creature calm and mild;
The man who sold her said that she
Was gentle as a child.

I said, to-night we'll have some milk
As pure as milk can be,
And then I took the pail and went
To milk her merilée.

That gentle creature humped herself
And kicked me through the roof,
And left upon my classic brow
The trade-mark of her hoof.

She caught me on her crescent horns
And heaved me o'er a tree,
And then came 'round to where I lay
And calmly sat on me.

She danced a polka on my chest
And jabbed me with her horn,
Until I wished like Job, that I
Had never once been born.

My neighbors picked my pieces up
When that old cow was gone;
They put in splints my busted back
And glued my forehead on.

They riveted my shoulder blades,
And nailed my co-lar bone,
And fixed me up in such a shape,
That I could walk alone.

And then I toddled off in haste,
Though feeling pretty sick,
To get the milk the milkman brings,
From somewhere down the creek.

POLITICAL HONESTY.

Can a man be an uncompromising party politician and be an honest man?

This is a question which almost any observer of political movements and methods is inclined to ask, and with a very skeptical air at that. It is a question which the Hon. Frederick T. Greenhalge, who died within the past few days, while he was Governor of the State of Massachusetts undertook to answer in the February number of the North American Review, and what he said at that time may be considered as almost his last words on political subjects.

Governor Greenhalge was a man of character and ability, as well as of high position, and what he said on political and personal honesty is worth attention. He asks and answers the question, "Can a politician be pure and practical? Yes. Must he be visionary in order to be virtuous? Emphatically, no. Truth and justice need less management than falsehood and injustice, but intelligent, well-disciplined forces are necessary even to the cause of truth and justice. Prospero must ever be on the alert, even if Caliban is his only enemy. Why does an honest, patriotic man take office? Office seldom enriches the honest, patriotic man. A list of the leading American public men to-day will establish this fact. Most of them are lucky if they have a competency, or, indeed, escape bankruptcy. One of the moving causes, then, must be 'that last infirmity of noble minds,' ambition, the love of fame, of popular applause—in short, of glory. But is there not blended with this motive, in many cases, a passionate love of country, an intense longing innate in great souls

"To scatter blessings o'er a smiling land,
And read their history in a nation's eyes?"

The sense of power exercised by a great man for the welfare of his country, of his fellow-men, must make him feel as nearly divine as anything can."

It ought to be the first impulse of every young man who is a citizen of this democratic-republican country to seek the political service of his country in time of peace, just as he would fly to its defense in time of war. Real statesmanship is not trickery and cheat-

ing. It is such care of the public affairs that the finances are flourishing; the taxes of the people are moderate and the credit of the nation is good; commerce and industries are prosperous; the people of all classes are being fairly paid for their labor, for their brainwork and for the use of their capital; the people are protected in their homes from unwarranted intrusion; vice and those who would propagate it are held down with the strong hand of the law, and criminals are swiftly and severely punished for their evil deeds, and the children are educated, while the people enjoy perfect freedom in all matters of religious and political opinion.

To secure all this is the duty and the business of the highest statesmanship and to maintain such a political fabric, and to repair or improve it at need, is a work that should call for the hearty co-operation of every patriotic and honest young man. But, if he starts out on such a mission, he does not go far before he is told that all the fine things recited above have nothing to do with practical politics; that principles are out of place, and that party platforms are merely to gull the public with, for, with the politician, everything is self.

When the honest man learns that the entire business of politics is to get office and keep it, so that a few managers and their followers may enjoy the benefits, he is necessarily disgusted. What has the out-and-out politician to do with the people, save to use them for his purposes? What has he to do with the State or city, or any public interest, except to plunder it? As for the party, he only uses it as a cover for his operations; but he does not hesitate to discard its platform and abandon its doctrines if they interfere with his personal interests.

Such a politician is loyal to nobody or nothing, unless it pays him to be otherwise. He will subscribe to any doctrine for profit, and will fight under any political flag for pay, and there is scarcely a political hack in any party who has not at some time trained with the opposition and only changed his colors from mercenary motives. It is useless to talk about political honesty for such people. They could not possibly have it. Can they have private and personal honesty? It seems impossible.

Nevertheless there are among the many rascals in politics some honest men. The rascals are obliged to put them in office in order to divert attention from themselves, and so the few honest men are the salt that saves all the other sinners, because they rescue a city government, for instance, from universal condemnation.

If there are too few good and patriotic men in politics, it is their own fault. If the honest men deliberately stand aside and abandon the entire conduct of public affairs to tricksters and sharpers, then the honest men are alone to be blamed, and, while they may claim some consideration for their honesty, they deserve none for their patriotism, for they are the reverse of patriotic.

Druggist to Sell Gluten Flour.

An effort is being made to establish a sale for gluten flour in the drug trade, and it is thought that, while it is a convenient article for handling, the sale of gluten flour will drift into the hands of the family grocer. It will unless the druggists bestir themselves. The bread made from gluten flour is not only more healthy but is also more palatable than Graham flour. It is sold so cheaply now by the wholesale druggists that it costs but little more than common white wheat flour.

**A Good Start**

Means much. It gives the contestant a decided advantage over all opponents and once in the lead it is easier to keep there than for the other fellow to recover lost ground. The race for business is governed by the same points of advantage and the buyer of **confectionery** who **reaches out** after the shekels of the public in exchange for the **newest, purest, most attractive** make of specialties has "a good start" of back number competitors who always defer taking hold of an article until "everybody else" has it. Our **products** are characterized by **all** the essential elements that go to make up **what the people want** and you are invited to insist on getting goods bearing our Trade-mark.

Respectfully,

PUTNAM CANDY CO.
GRAND RAPIDS.

General Stampede**From the Curse of Credit.**

Hundreds of merchants are now abandoning the old-time credit system and discarding the pass book for the cash and coupon book system, which enables the dealer to avoid all the losses and annoyances inseparably connected with the credit business.

If you are a victim of the credit business and desire to place your business on a cash basis, send to us for a catalogue and samples of our several kinds of coupon books, which will be forwarded free on application.

TRADESMAN COMPANY,

Grand Rapids, Mich.

NEW WAYS OF LIFE.

What a very pretty woman she was. John Preston had been talking to her, or with her, for an hour, and though he had never heard of her until that evening, and the turmoil and tragedy of a great society function were roaring all about him, he had not found it difficult to give to her his absolute attention. Indeed, he was absorbed in her; so absorbed that he did not even know her name, and cared less. It was the woman herself as the Creator had made her, not the label man had put upon her to designate who or what she was, that was exerting this influence upon him.

"Have you ever heard of Miss Park, of Chicago?" she asked him, after they had begun to reach out into the realm of acquaintanceship to bring to their growing interest in each other a few landmarks by which to be guided.

"Is she of the Lincoln Park or Jackson Park families?" he inquired lightly. She turned her eyes on him pleadingly.

"Oh," he hastened to apologize, "I beg your pardon. I forgot I was in Chicago. You know I have been living in Boston for a year and have fallen into the intellectual habits of that town."

The apology was almost as reprehensible as the offence, but she nodded her acceptance of it and took up the thread of her inquiry.

"She was a lovely girl, so pretty—"

"As pretty as you?" he interrupted.

She arched her eyebrows, half pleased, half disapproving.

"So pretty," she went on, "that the men raved over her, and so sweet and kindly of manner and careful of speech that the women loved her. She was such a girl as you would have worshipped, and I fancy she would have made a hero of you, for you are such a man as I have heard her say that man must be who could fill to the brim the measure of her ideal."

Preston felt the force of this covert compliment and would have made some reply, but she did not give him time.

"I think," she continued, somewhat hurriedly, "that you spoke of having lived in Boston. Did you ever know—"

The hostess interrupted her.

"Oh, Mrs. Terhune," she exclaimed, "have you seen my husband? He was looking for you some time ago, and I want to see him about a carriage for Miss Bertrand. I'm awfully sorry to interrupt this charming tete-a-tete, but it could not possibly be helped."

"We'll pardon it," laughed Preston, "if you will tell your husband not to repeat the misdemeanor."

The hostess laughed, Mrs. Terhune blushed charmingly, and assured the lady she had not seen her husband, and Preston wondered if there were a Mr. Terhune to make a nightmare of this delightful dream of his.

"You were going to ask?" began Preston, as the hostess departed.

"Whether," resumed Mrs. Terhune, "you had ever known in Boston any one of the name of Groton?"

"I knew slightly an elderly woman of that name who lived with some distant relatives of mine," said Preston, after thinking a moment. "In fact, I might say she was an old woman."

"Had she a son?"

"Not that I ever heard of. But she may have had a dozen," added Preston. "She had one," said Mrs. Terhune,

so coldly that it almost sent a chill down Preston's back.

"How do you know?" he asked in so much surprise that the oddness of his reply did not occur to him.

"I married him," she answered frankly.

Preston was startled by this confession, for it came to him as a confession, notwithstanding marriage as a rule is not one of the hidden secrets of a man or a woman's life. It was her manner, perhaps, that affected him, and, perhaps, it was the fact that she was now Mrs. Terhune.

"But you are not Mrs. Groton?" he said, inquiringly.

"Oh, no," and now she laughed with a lightness that might have been nervous; "you must understand that it is possible in this country for a woman to marry again, and I married again. Edward Groton," she said in a harsher tone than Preston thought such a sweet mouth could frame, "was my first husband. I was only 18 then, and the world was very fair to me, so fair that I thought all who composed it were fair. I am older now—"

"Not a great deal," he interrupted softly.

"Oh, yes, a great deal."

"Three or four years, perhaps?" and there was a question in this remark of his, for he had been wondering how old she was.

"Both," she said, with a candor unusual among women on a point of age, "and then a few years. I am thirty."

The answer pleased him, for he was 40, although he never confessed it.

"The most delightful period in a woman's life," he said heartily.

"Thank you," she smiled very gently. "But may I go on with my story?"

"Really, I beg your pardon," he said, "but my interest in your present makes me forget the interest I should have in your past. You were saying the world was fair to you in those first days. Is it not so now?"

"Only as one catches glimpses of the light. Then it was all sunshine; now there are gray clouds. Yet I have not lost all my trust in man, and there are moments when even the bitterness that has tinctured my life disappears, and I feel that there is still sweetness in the cup."

Preston experienced an impulse to draw nearer to her, and he yielded to it promptly.

"After two years of married life," she continued, "my husband's conduct became such that I found it impossible to live under the same roof with him. Then I went back to my girlhood home, not broken hearted, but oh, so hard and so unlike the girl who had gone forth under the orange blossoms and the sunshine and the faith that women have. Within a year I had secured a divorce and was once more free. Do you believe in divorce?"

There was a pleading in her voice and her eyes were moist. What answer save one could a man give to a woman's question under such circumstances?

"Indeed, my dear Mrs. Terhune," he said earnestly, "I do. What other course was left to you? Marriage is at best a lottery, and surely if one draws a blank it is hardly fair that the drawing should end there. I am sure you acted quite right in the matter, and I respect you more for it than if you had suffered in silence and taken no means of self-defense."

She touched him on the arm impulsively.

A slight jerk--the spring does the rest

Pointers on Window Shades



We have them in all colors, styles and prices. Packed in boxes of a dozen each. They are easy to hang and there is money in it for you. House cleaning time means new shades. Do not delay but place your order now.

VOIGT, HERPOLSHEIMER & CO.

WHOLESALE DRY GOODS

GRAND RAPIDS, MICH.

SPRING & COMPANY

IMPORTERS and JOBBERS.

Show
Largest
Line
of

Gents' Furnishing Goods

Ever Offered by Them

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

GRAND RAPIDS.

Upholstering Goods

Curtain poles and trimmings, extension rods, curtain fixtures, window shades, opaques, all widths, staples, shades for curtains and a complete line of draperies and mulls for fancy curtains. Write for prices.

P. STEKETEE & SONS,

GRAND RAPIDS.

Established 1862.

O. E. BROWN MILL CO.

SHIPPERS OF

FLOUR, GRAIN,
BALED HAY

In Carlots.

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

Office 9 Canal street,

Grand Rapids.

"Oh, I am so glad to hear you say that," she exclaimed. "As long as you think I have done right, it makes little difference to me what others may think."

Preston very nearly forgot there might be a Mr. Terhune, but he remained calm.

"I know of an instance similar to yours, I think," he said, with the evident purpose of proving his opinion on the subject. "An acquaintance of mine several years ago married a girl, in this very town by the way, and if he wasn't a scoundrel there never was one. I never knew the woman, his wife, but I heard she was far too good for him, and I really felt sorry when I learned that he had fooled any woman into marrying him. He was past redemption, and an archangel in petticoats couldn't have saved him. Well, the upshot of it was that within a year she left him and got a divorce, and ever since, knowing that fellow as I did, I have looked upon divorce as one of the greatest blessings of married life."

"I don't want you to think me over-curious, Mr. Preston," she said, hesitatingly, "but may I ask you to tell me the man's name?"

"I haven't the least objection to telling you. He was a brute on general principles, and his name ought to be known, just as a skull-and-bones label ought to be put on a bottle of poison. He was one Frank Hart, and fortunately he died about three months ago."

"Frank Hart!" exclaimed Mrs. Terhune. "Why, that is the name of the man who married Miss Park. Was he from New Orleans?"

"Yes; and he died here in Chicago."

"It must be the same. I know it is."

"And is it the same Miss Park you told me of?" said Preston. "The lovely girl who might make a hero of me, and to whom I might be a hero-husband?"

Mrs. Terhune became fidgety and half rose from her place beside Preston.

Preston himself was not half as interested in Miss Park as he was in Mrs. Terhune.

"The same Miss Park," she told him with evident effort.

"And where is she now?" he asked.

"Here; beside you," and Mrs. Terhune was unequal to further speech.

Preston gasped for breath, and it was a minute before he could say a word.

"W-w-w-what?" he stammered.

"Aren't you Mrs. Terhune?"

"Not since last week," she responded, calmly enough, now that the man had lost his balance. "My decree of divorce from Mr. Terhune was signed six days ago, and I resumed my maiden name, but my friends haven't quite become accustomed to the resumption."

Two seconds later John Preston's mind had undergone a great change.

W. J. LAMPTON.

Some comment has been caused by the action of Messrs. Morris and Swift, the big Chicago packers, incorporating the National Leather Co. for \$25,000. Some have gone so far as to predict a tremendous tanning plant or plants and active competition to the United States Leather Co. The packers, on the other hand, claim that they have long tanned hides and that incorporation is merely a formality to systematize this business. The truth is doubtless midway between these two extremes. If the venture proves successful the tanning feature will probably be extended and in time may grow to huge dimensions.

Truth is the child of Time, and will, in the end, vindicate those who follow her teachings.

A Country Premium Scheme.

Stroller in the Grocery World.

I strayed into a queer sort of concern last week. It was so queer that I really enjoyed the experience. It was a grocery store and photograph gallery combined, and did business way out in a little one-horse place in one corner of Pennsylvania. I went in more out of curiosity than anything else, for it was the only grocery in the place, and I wanted to see whether the proprietor made good use of his monopoly.

It was just like the average little country store—no more nor no less—except that one corner of it at the back was curtained off. My attention was attracted by this as soon as I entered, for I heard somebody laughing behind it. I asked the store boy where the proprietor was, and he jerked his thumb back toward that curtain. In a minute I heard somebody behind it say:

"Look pleasant for a minute. There! All right."

"All done?" queried a feminine voice, and the first speaker gave an affirmative answer.

Then it dawned on me that I was in the presence of the town photographic studio. Just then a buxom country lass came out from behind the curtain wearing a conscious smile and a green ribbon.

She soon went out, after inquiring of the grocer, in a country whisper, "how long before it would be done," and then I approached the proprietor.

"Running a photograph place, too, eh?" I said.

"Yes," was the laconic answer; "premium scheme."

"What!" I said, in surprise.

"This is my plan of giving premiums," explained the grocer. "It works, too," he said, with a significant smile.

"How can you give photographs as premiums?" I asked.

"Easy enough," was his answer.

"You see I've got the only photograph place in the town. The people here

wants their pictures took just the same as the people in Philadelphia do. I

only take tintypes," he said, "and I

made up my mind long ago that I

ought to be gettin' more grocery trade

from the country. There's two or three

bigger towns near here where there

are more stores, and the country people

got to goin' there because they put on

more style.

"But I fixed all that," he went on,

with a chuckle. "I got out a circular

that said I wouldn't sell any more

photographs. The only way people

could get 'em was by takin' 'em as

premiums, and they would get four

pictures with every dollar's worth of

groceries."

"Did it work?" I asked.

"Work!" he ejaculated, "well, rather!

I have all I can do. Tintypes is cheap

to take, and I've got a pretty good out-

fit. People seven miles away from here

buy groceries they don't need just to

get their pictures took, and the old

fellow grinned at me over his glasses.

"Well, you've certainly hit an original

idea. None of the big Philadelphia

stores do this," I said, gravely. "Not

even John Wanamaker did it when he

had his grocery store."

"They ain't got brains enough," he

ejaculated, complacently. "They think

us country fellers is green, but we

knows a thing or two all the same.

Want yer picture took?" he said, hos-

pitably, but I declined with thanks

and left.

Verily, for originality, pure and sim-

ple, commend me to the country grocer.

Straight from the Shoulder.

"What is it, little girl?"

"Mamma sent me for a lamp chim-

ney, and she says she hopes it will be

as strong as that last butter you sent

us."

The merchant who fails to take an ac-

count of stock usually employs an as-

signee for that purpose.

Rubber Stamps Detroit Rubber Stamp Company

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

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

Shoes and Leather

The Traveling Man's Duty.

From the Shoe and Leather Facts.

An interesting discussion took place in one of our contemporaries recently on the question as to whether the traveling man should also look after credits and collections. While in the general acceptance of these terms they might not come within the purview of his work, still there can be no doubt that the salesman who does not closely look after the interests of his employer by not selling to those whom he has reason to believe are not financially responsible, or by urging the payment of overdue accounts where possible, is not serving him as he should. Manufacturers and wholesalers, from the very nature of their business, are not brought in personal contact with most of those from whom they seek trade. Many an employer, consequently, must place implicit reliance on what his traveling men tell him on this subject, and because the traveling men have seen those who are asking credit they naturally should know more about them than can those who have not had that advantage. Not that the traveling man is expected to be a mind-reader, or go in to any extended investigation unless given special instruction to do so. The traveling man, if he is observant, is in most cases able to judge from surroundings, inquiries, appearances, and—probably it would not be too much to say—by natural intuition after a few visits as to whether it would be safe to extend credit in any particular case.

On the other hand, if he exercises his best skill and judgment, he should not be too severely censured if he arrives at a wrong conclusion. A writer on this subject very aptly says that a good many dealers who were said to be ready to fail five years ago are still doing business at the old stand and paying their bills—although perhaps slowly—while others who were represented by the mercantile agencies and by common report to be "as good as gold" have long since gone to the wall. Of course, there are firms which entirely relieve their salesmen from any responsibility in the direction indicated. They simply expect them to secure the orders, leaving it to the decision of the creditman afterward whether such orders are to be filled or not. We do not refer to firms of this kind in taking up this subject. Undoubtedly the average salesman has a sufficient burden to bear without imposing an unnecessary one upon him, and where he can be relieved from everything but the immediate work in hand it is calculated to considerably facilitate matters.

Purple Leather Next in Order.

Dressed in purple has always been an insignia of royalty and tanners are anxious nowadays that this ancient and regal hue be once more popularized, but this time by all humanity, so far as footwear is concerned, and they are experimenting with purple dyes at heavy expense to obtain the desired shade.

Purple, be it known, is a color that is most difficult to produce satisfactorily. It was this quality as much as its beauty that made purple royal—it was the most costly. The Tyrians achieved great success in the dyeing of purple and the fame of Tyrian purple lives to this day.

This is merely recited to show the great ambition of upper leather tanners. Never in all the world's history has there been tanned a leather suitable for footwear to-day that has been finished satisfactorily a purple hue. Satisfactorily in this case means uniformly. Small pieces of leather have been made of an excellent purple shade by chemists, but turning out a purple whole side is a different thing.

The trouble is that the leather has to be ironed and heat is deadly to purple. It drives it back into the original blue or yellow. Here lies the difficulty and a dozen firms are trying to overcome it, each knowing that the first one of them to put on the market a novelty in the

shape of a uniform and durable purple stock will reap a tremendous harvest.

There are a number of uses for which this shade would be demanded. Men's shoes, women's shoes and shoes generally would be made of it, besides belts, pocket-books, valises, etc. Purple imitation alligator and other fancy leathers are being experimented with and would sell. Tanners and chemists, however, have as yet made little progress and hence anybody with a good, sure purple leather dye concealed about his person can learn a good deal to his advantage by communicating with the right tanner.

An Expert on Patches.

From the New York Sun.

"I thought I was a connoisseur in patches," said the man of moderate means, "for I had four patches on each shoe. I used to laugh as I looked at them and fancy that I might almost call myself an expert. But alas! as I soon discovered, I was scarcely more than an amateur."

"In the course of time a new crack developed in one of my shoes, in the upper, crosswise of the shoe and about midway between the sole and the top or highest point of the shoe. At the same time a patch along the welt on the same side started loose, and I took the shoe to the shoemaker. He had put other patches on my shoes in the most perfect manner and he had always treated me, when I came for a new patch, with the same politeness as though I had come each time for a pair of new shoes."

"He looked the shoe over and said he would make one patch to cover both places, the place along the welt and the new crack in the top. This was obviously the thing to do; it would make one patch instead of two, and so would look better, and, with its greater area and wider distribution of the wearing strain, it would last longer than two smaller patches. So he put it on that way, running along the welt and then making a turn and running up to cover the crack in the top."

"As I looked at the new L-shaped patch I realized how limited my previous knowledge of patches had been. I had had many patches, but they had been but commonplace, just plain, ordinary patches, but as I looked at the new patch—and looking down at my shoes I saw in them (and in the near future, if I would keep them in repair), the prospective need of other patches, alphabetical and geometrical—I knew that I was now in a fair way to become an expert indeed."

Knowledge Comes High.

A little information is sometimes a very valuable thing in a tannery as well as elsewhere. A well-known tanner had an illustration of this not long since. A certain preparation he had been trying could not be made to do what he wanted it to. It came very near it, but not near enough. He went to a gentleman expert on the subject and asked his advice.

"What is it worth to you?" asked the latter. "Fifty dollars," responded the tanner. "All right; add five cents' worth of oxalic acid." "Is that all?" "That's all." "Great Scott! Must I pay you \$50 for telling me to buy a nickel's worth of stuff?" "Worth it, isn't it?" "Yes." "All right. Come down with the fifty." The tanner came down.

Possibly the most expensive cigars ever made were the 20,000 Havanas made for the Spanish Marshal Prim, as a present for Napoleon III, each cigar being stamped with the imperial N, in gold. They are said to have cost \$15,000.

No lion ever expects to arbitrate with a lamb. It is much quicker and more satisfying to eat the lamb.



...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 footwear, 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 Drivers). 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

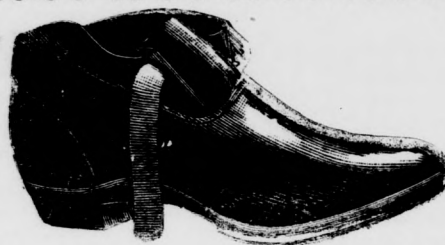
"Best on Earth and in Water."

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.

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.

MEN OF MARK.

J. Sydney Baxter, Manager Baxter Register Co.

No, sir, Mr. Baxter is not in at present; but he will be here soon, if you care to wait."

It was the best thing to do and, during the wait which followed, the imagination was busy picturing the inventor of the Baxter Register. Tall, of course; thin, of course; bent just a little; hair just a little gray; face rather elongated and inclined to the cadaverous. Careless as to matters of dress and, like all inventors, somewhat inclined to be dreamy. It was only a snap-shot, but it was hardly completed when the door opened and a young fellow who had just caught up with his thirtieth birthday was announced as "Mr. Baxter!" Truly, "we live in deeds, not years;" and the reader will agree with that thought from "Festus" before he reaches the end of this life sketch.

Mr. Baxter was born at Niagara Falls, on the Canada side, in 1865, one of the best birthplaces in the world for a man who is to live in Chicago; for the sound of that mighty cataract prepares him for the greater roar of that tempestuous city and, if he is inclined to invent things, will early set the wheels a-turning. His school life began at six; and, when it is stated that ten years cover not only the lower grades but the high school, so that at 16 he was graduated from the high school, there is, to the thoughtful, a suggestion of the lively brain in the head of the newly-fledged graduate.

With his school work done, he went into a store, where he became familiar with the handling of groceries, with boots and shoes and, lest time might hang too heavily on his hands, with the duties of the telegraph office connected with the establishment. At the end of a year the store was disposed of. The next venture was in the line of drugs, with an M. D. as the head of the concern. Three months were long enough to find out that that was too much of a good thing; and then, above the roar of Niagara, the boy heard the louder voice of Chicago calling him, and away he went.

In that large city he had a friend—or thought he had one; but time had gone by since they had been to school together and the boy soon saw that the friend had not "the show of love that he was wont to have." That point settled, the young fellow went out to fight for himself. It was no easy battle. Just then nobody seemed to be in need of a good likely country lad to help carry on the business, and day after day, weary with endless walking and endless refusal, the boy kept up his search for something to do, until there he was, a boy of 17, away from home and reduced to his last dollar. Then the sun broke through the clouds, and in all probability it never shone quite so pleasantly to that Baxter boy as it did that day when he joined the forces of C. W. & E. Partridge, a dry goods house on State street.

It may be easily inferred that, after that piece of experience, the boy made up his mind to make the most of the job that at last came to him. And he did. For six good years and a half he toiled early and late. He began low down in the scale. At the end of his career there, he was Assistant Manager; they who have traveled the same road know what that means. It was no "flowery bed of ease"—in fact, there

was precious little of the bed about it anyway, and it was not surprising that he was obliged to say to the concern, one day, that he could not stay any longer. The confinement had been too great for him, his health had been undermined; and, with the hope of regaining what he had lost, he betook himself to camp life in the Canadian woods. There, in the healing balm that comes from the breath of the pine and the hemlock, with gun and fishing tackle he wrestled with the disease that had threatened him. At the end of nine months in those spicy woods, he came from the struggle a victor.

When he came again to the roaring city, he entered the register business. The more he learned of it the more he liked it. New ideas came crowding up. He began to see visions and dream dreams. They materialized. The business world caught the idea and wanted it. Two years ago, there was a patent secured. Recently, a new machine made its appearance, with an improvement wholly Mr. Baxter's own; and those of his friends who know the work and the constant discouragement which comes with it will rejoice at what has been reached already and will hope for still better things to come.

Mr. Baxter was married October 16, 1895, to Miss Agnes B. Gross, of Chicago, where he resides at 315 Flournoi street.

After reading the story, one likes to go back to that period when, all alone in the world and with constantly decreasing funds, the young man of seventeen was walking dejectedly the streets of Chicago and wondering when and how it was all to end. Those are the times that try men's souls, whether old or young, and those are the times, too, when the best life lessons, unconsciously taught, are learned. And the moral of them, when the story is told, sinks deep into the mind of the reader and stays there, for, what man has suffered man may suffer again, and what has overcome that suffering once may be again the only means for the sufferer's happy release.

It is generally held that a man may think what he pleases so long as he keeps his thoughts to himself. It is only when he does too much talking and too little thinking that, as a general thing, he gets himself into trouble. Cautious people, who do not wish to commit themselves, say they have their opinion of this or that, but they keep it to themselves. In England this reticence does no good, and a judge has just decided that a man is responsible for what he thinks, whether he tells his thoughts or not. The mind-reader, Stuart Cumberland, recently wrote a book entitled: "What I Think of South Africa." After discussing everything else pertaining to that part of the world, there was a chapter on "What I Think of Cecil Rhodes," in which the pages were blank paper, without a word printed on them. Mr. Cumberland may have thought more highly of Cecil Rhodes than he could say or he may have had some stock in Mr. Rhodes' bubble schemes, and thought he was a blank swinder. There was no evidence to show what he thought, but the judge held that those blank pages were libelous. A good many people will think we are getting too much law when a man can be prosecuted for his unexpressed thoughts.

The Keeley stockholders have adjourned until April 2 to receive the final account of that wonderful force and marvelous machine. They made it one day too late.

Conservative business men are the kind of men to build up a community, but fogies are not conservative business men.

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.



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.

2 C

FIG NEWTONS

which are simply elegant.

Even

CATHODE
RAYS----



reveal no imperfections in this superior piece of goods,
which is a very choice cake with a rich fig filling

Try a box with your next order and convince your trade
that they do not have to go to the other dealer's store to
get the finest goods made.

This delicious cake is manufactured by

The New York Biscuit Co.,

GRAND RAPIDS, MICH.

PERNICIOUS SYSTEM.

Phenomenal Growth of the Installment Plan.

Written for the TRADESMAN.

A decided improvement in the matter of credits has taken place as a result of the agitation that has been going on for some time past; but with this improvement there has developed a form of credit that is already doing much to counteract the benefits of the cash system. Not many realize the extent to which the practice of selling goods on installment has grown in late years, especially in the larger towns and cities.

It is characteristic of the average wage earner that the earning and getting of money are much easier than the saving of it. Thus one of the greatest obstacles to the adoption of the cash system in trade has been the difficulty of educating purchasers to save enough money to pay for their purchases when made. It seemed necessary to use the moral influence of the debtor's obligation to enable such to devote their earnings to the proper purchase of family necessities, or to the addition of such luxuries and permanent improvements as are conducive to the refinement and material advancement of the family. Considerable progress had been made in this education when it began to be largely interfered with by the demoralizing influences of the installment system.

The possibility of the development of this system depends on the same improvident characteristics which made the credit system so persistent—in fact, it is the credit system, with all its objectionable features, except that with the organized methods of collection there is less of the probability of final loss; and there may be value in the salutary influence of showing the purchaser that he can pay when he is obliged to do so.

But, whatever benefit there may be of this character, it is much more than counterbalanced by its disadvantages. Among the greatest of these, from the business standpoint, is the interference with legitimate trade in the securing of an advance lien on the wage earner's work. Regular dealers are beginning to realize, from the greatly diminished trade capacity of their customers, to what an extent this system has grown, and in self-defense too many have been obliged to contribute to the growth of the evil by joining the ranks of the installment dealers; and through such means much of the advantage gained in the fight against credits has been lost.

One of the greatest objections to the old credit system was the enhanced cost of commodities, resulting from the necessity of adding losses and cost of collection to the expenses of the business, to be borne from increased ratio of apparent profit. This consideration was one of the most potent influences in securing the partial abolition of the system which has begun to obtain. But this advantage is likely to be more than sacrificed through the insidious growth of installment trade. Already there is a vast army of collectors to be supported from the profit account. This has increased the cost of the installment goods, and lessened capacity for buying at regular stores has increased the necessary ratio of profit, so that it has resulted in an increase all around. It is a fact which any installment dealer will corroborate, that the goods sold on that system cannot be purchased a

cheaper for cash. The gradual growth of the system and of the organization of the methods of collection has caused an adjustment to the new conditions which has made the increase of cost imperceptible.

When an organization is directed to the pursuit of any kind of work it is desirable that it be occupied to its capacity. Thus, under ordinary circumstances, the addition of collection accounts in the field already covered is not a direct increase of cost, and it is to the advantage of the system that its work be as extended as possible. The accession of a family to the installment list, especially if it be one of some prestige in its locality, is of sufficient value to more than pay for its proportion of the average cost of the whole. So that, when the dealer says he prefers the account to the cash, he means what he says.

Only those who are in a position to know realize to what an extent general trade suffers from the encroachments of this system. The amount of the purchase, when divided by the number of payments, seems so small to the thriftless consumer that the trade is consummated without trouble, which would be impossible if the lump sum were considered. Solicitors are watching to keep as heavy a mortgage on the proceeds of the laborer, the salary of the artisan, or even the revenue of the professional man or officials, for such are not exempt from its influence, as the circumstances will permit, and, when accessions are gained to the list, care is taken to keep them in tribute as long as possible.

The growth of the installment system is phenomenal. In cities it is almost monopolizing some lines of trade. Furniture, musical instruments, pictures, books are made to appear easy of acquisition by the seductive smallness of the payment, and the proportion of those who pay cash for these and similar articles is small.

A curious feature of the installment idea is the manner in which it has been taken up by many of the leading newspapers. Some of these have built up and carried on an immense business, especially in pictures and books, which has been possible only because the apparent cost is made to appear small by division. Lately, this has developed to a greater degree than ever in the sale of cheap reprints of encyclopedias and similar works. It is a pertinent question whether such papers are worthy of the patronage of the trade public with which they are thus striving to enter into competition in the most objectionable manner. W. N. FULLER.

The Fool Food Commissioner.

From the New York Merchants' Review.

Most people will agree with the grocers of Jackson, Mich., in the opinion that the State Food Commissioner of Michigan ought to be able to find sufficient occupation looking after the persons who make and sell adulterated food products, without going outside his legitimate province and attacking food products which are not claimed to be adulterated. Still, very few people familiar with the vagaries of the average newly-appointed food commissioner will be surprised at the Michigan official's action in trying to injure the sale of a certain article, because, in his opinion, it was sold on too large a margin of profit. The average food commissioner considers himself a "bigger man" than the Governor of his State, and acts accordingly.

Men who have succeeded always desire to see the men they employ make successes.

It is Enough to Make a



Horse Laugh

To see how some merchants persist in hanging to the pass book and other antiquated charging systems when the adoption of the **Coupon Book System** would curtail their losses, lessen the time devoted to credit transactions, enable them to avoid the annoyances incident to credit dealings and place their business on practically a cash basis. We were the originators, and original introducers of the **Coupon Book System**—beginning their manufacture at Big Rapids, Mich., in 1875—and our capacity is larger than that of all other manufacturers combined. Over 25,000 retail merchants are now using our books. We want as many more customers. We want you. Are you willing to receive catalogue and price list? A postal card will bring them.

TRADESMAN COMPANY,

Grand Rapids, Mich.

The Best Starch

In the Market.



The Only Starch with Bluing in It.

Requires No Cooking.

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

25-5C 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.

Gripsack Brigade.

Some of the best informed men in the country are found in the rank and file of commercial travelers.

Jas. A. Massie, who recently submitted to an operation at Butterworth Hospital, is gradually improving and will soon be out again.

Traveling men selling "bikes" have organized a social association of their own to be known as the Cycle Travelers' Association of America.

The commercial traveler is a representative of a class engaged in the work of pushing a good thing; the harder he pushes the larger salary he is liable to earn.

The ambassador of commerce is a firm believer in the inalienable right to kick and to kick hard. He has no sympathy for the man who will bear insult or abuse without demurring.

The Detroit Traveling Men's Base Ball Club has been organized for the season of 1896 by the election of E. W. Reynolds as Captain and W. H. Baier as Secretary, Treasurer and Manager.

W. D. Huff, formerly a resident of this city, but for the past nine years a citizen of Burlington, Vt., has returned to Grand Rapids and taken the position of Michigan salesman for the Worcester Salt Co., of N. Y.

The rascally merchant always hesitates to make a statement to the traveling representative. He should bear in mind that the salesman has a right to know something about his business affairs in order to know about his ability and intention to pay for what he purchases.

Fred L. Anderson, traveling representative for the Rodgers Boot and Shoe Co., of Toledo, recently purchased the A. R. Morgan shoe stock, at Marquette, of A. C. McGraw & Co., reselling the stock the next day to a Mr. Goodspeed at a handsome margin. The inventory value of the stock was \$7,000.

The social party to be given by Post E at Imperial hall Saturday evening promises to be one of the most enjoyable events ever conducted by Grand Rapids traveling men. Both dancing and progressive pedro will be on tap, while those who neither dance nor play cards can tend door or pass the water pitcher. None but traveling men need apply.

Frank E. Chase, who traveled in Western Michigan seventeen years for the former firm of A. C. McGraw & Co., but who has represented the Bradley & Metcalf Co. (Milwaukee) for the past four months, has transferred his allegiance to Baldwin, McGraw & Co., of Detroit. The change dates from March 1, but the matter of territory has not yet been fully decided upon. Frank says this is the last change he proposes to make—until he can better himself again.

The man who goes on the road with the idea that he must cut prices in order to effect sales makes a great mistake, for he chains himself before he begins work and starts out on a false basis. He should start out filled with the belief in his own strength, the honesty of his price list and by solid per-

sonality ask and get what he starts for if he desires to make a successful commercial traveler. It is personality and skill in handling a customer that win every time and the manner which convinces your listener that you believe every word you say. That's what tells.

The Queen's hotel, Montreal, has decided upon adopting an improvement in the hotel which will be a decided innovation in Montreal. It is a special room for commercial travelers, and is not to be confounded with anything in the way of ordinary sample rooms. In the proposed accommodation, the commercial men will be entirely by themselves and separated from the other hotel guests. They will have their own dining room and their own waiters. The dining room after meals will, also, serve as a general smoking and lounging room, where the commercial guests may receive their friends. This idea has long been in favor in England, where it has been carried out with success by some of the best hotels.

Lake Shore Must Issue Family Mileage.

As the recent decision of Judge Lane, at Adrian, is of vital interest to traveling men, the Tradesman has taken the trouble to secure a brief of the opinion, as follows:

This case came before the court upon the petition of relator, a married man, for a peremptory order compelling respondent to issue to him a thousand-mile ticket good for two years for himself and wife, basing his claim upon the amendment to sub-section nine, of section nine of the general railroad law of Michigan, which provides that tickets of the kind demanded shall be kept on sale at the principal ticket offices of all railroad companies operating lines of railroad in Michigan.

The opposition to the order was made upon two principal grounds: 1. Respondent is exempt from the provisions of this law by virtue of its charter. 2. The law is unconstitutional, being outside the pale of legitimate governmental control and providing for the taking of property without just compensation.

Respondent is the product of the consolidations of domestic with foreign corporations, one of which consolidations was of the old Michigan Southern Railroad Company with the Northern Indiana Railroad Company under an act granting to the new company all the powers and franchises of the old companies. This new company was in turn consolidated with several other foreign corporations under the name borne by respondent. This occurred in 1869. This last consolidation was by virtue of the provisions of the general railroad law of the State before that time enacted.

The contention of relator was that respondent was operating its lines in Michigan under the general law of the State, while that of respondent was that it was operating such lines under the old Michigan Southern charter, which gave right to fix rates for transportation ad libitum.

The court holds that, when respondent accepted the benefits and privileges conferred by the general law when it came into existence, it became a new corporation with a new charter; that it took this life at the expense of the constituent companies, which became extinct with the creation of the new; that, being so far as Michigan is concerned a creature of the general law, it is subject to its provisions, and hence to its regulations of rates of tolls to be charged.

Upon the other question the court follows the policy of circuit courts generally and does not pass upon the constitutionality of the law as being a subject more properly for courts of last resort, but hints that, if it were called upon to decide this question, it would hold against the law as being a usurpation of control over the business affairs of the company not within the control of

the State upon any principle which permits the exercise of police power of the State over railroad companies, which is usually assumed upon the theory of protection of the public from injury through accident occasioned by faulty construction of its line or equipment or from faulty rules for the moving of its trains, as well as protection of the public from the fixing of extortionate rates of toll.

The attorneys for the Lake Shore announce that they will take an appeal to the Supreme Court, and, in case that tribunal decides adversely, they will carry the matter to the Federal Supreme Court.

Kepler Patent Good and Valid—Stimpson Does Not Infringe.

At a session of the Circuit Court of the United States for the Eastern District of Michigan, continued and held, pursuant to adjournment, at the District Court room, in the city of Detroit, on the ninth day of March, in the year one thousand eight hundred and ninety-six.

Present, the Honorable Henry H. Swan, District Judge.

The Computing Scale Co., Complainant, vs. The Stimpson Computing Scale Co., Defendant.

In Equity.

No. 3465.

This cause coming on for hearing on this day, by consent of counsel for the respective parties, it is ordered, adjudged and decreed:

That the Kepler patent No. 514,475 is a good and valid patent.

That the Stimpson Computing Scale, having two sets of computations, one on the computation plate and one on the poise as manufactured and sold by the defendant, is not an infringement of said patent.

That the complainant's bill be dismissed with costs.

It has been considered that American interests and investments in Cuba constitute a serious obstacle to the cause of independence; that, in the event of the revolution's proving successful, the Spanish government would not be liable for damages to American property. But it is becoming a question whether the long continuation of the war is not producing conditions making it for the best interests of American investors that the Cubans should succeed. In the case of Spanish success, the Island will be loaded with so great a debt that it must result in practical bankruptcy, destroying the values of investments in a way for which Spain will not be financially responsible. Then American trade will needs suffer from the high tariff made necessary by this debt. It is probable that the matter has already passed the point where it would be for the selfish interest of a majority of Cuban investors that Spain should succeed.

How Storrs is Regarded at a Distance.

New York Merchants' Review: The height of absurdity appears to have been reached by the Food Commissioner of Michigan in some of his recent prosecutions of dealers. Indeed, he seems to have left the antics of his fellow commissioners in other states, ridiculous as these have been, completely out of sight.

Philadelphia Grocery World: The Pure Food Commissioner of Michigan seems to be a rather peculiar individual, even more so than Commissioner McNeal of Ohio. In a recent report upon a case, while he made no charge of impurity, he made a lengthy argument attempting to show that the profit derived by the manufacturer was far larger than was justified. This uncalled-for interference with concerns which were none of his affairs raised a great hue and cry all over the State, and the Commissioner has since been forced to apologize. This is an evidence of the great care necessary in appointing the enforcers of a law which is likely to be more or less unpopular. Upon the official who is to enforce such an act will depend to a great extent the ease or difficulty with which its provisions will be carried out.

Smoke the Dodge Club Cigar.

Cutler House in New Hands.

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

Bridge Street ...House...

Corner of Bridge and
Kent Streets,

Grand Rapids, Mich.

Rates \$1 and \$1.25 per day.

Best House in the State
for the Money.

E. FULLERTON & CO., Props.

PUREST 10 CENTS BEST



GREEN SEAL

SELL THESE

CIGARS

and give customers good satisfaction.

4 Saws, Files,
Speed Indicators,
Lace Leathers,
Lubricating Oils,

Emery Wheels,
Steam Gauges,
Belts, Hooks, Waste,

Leather and Rubber Belting

Cotton and Chain Belting, Asbestos, and
all other kinds of Pipe Covering



Call on us, for we are headquarters
for all kinds of Mill Supplies.

Studley & Barclay,

4 Monroe Street,

Grand Rapids.

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;
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F. D. STEVENS, Detroit; H. G. COLMAN, Kalamazoo;
E. T. WEBB, Jackson; D. M. RUSSELL, Grand Rapids.

The Drug Market.

Acetanilid—A continued quiet market is reported with quotations nominally steady.

Acids—There are no further changes to note in quotations of any description, and with a fair jobbing movement of leading varieties, the tone of the general market is steady.

Alcohol—Grain is finding a steady consuming outlet at unchanged prices, which are maintained. Wood continues to move fairly with values firm.

Arsenic—Foreign advices report continued scarcity of powdered white and values here are firmly maintained.

Atwood's Bitters have advanced to \$1.75 per dozen.

Balsams—Copaiba has met with a good consuming inquiry and a fair average business is reported in Central American at prices within the old range. Peru is quiet and nominally steady. Canada fir in limited jobbing request.

Beans—The market for tonka remains quiet but values are steady. Mexican vanilla are moving freely in a jobbing way, with holders decidedly firm in their views.

Cacao Butter—The demand has improved, but prices are a shade easier.

Cassia Buds—The market remains quiet with values steady.

Cocaine—On Tuesday last manufacturers issued circulars announcing a reduction of 25 cents per oz. The easier feeling is attributed to lower crude material in foreign markets.

Cod Liver Oil—The outlook abroad has continued to indicate a very small yield from the current season's catch and the influence on values is shown by a very marked advance during the past week. It is generally believed that the shortage this year will be greater than that of 1895. An unusually heavy business is reported, the sales of desirable grades approximating over 400 barrels, the bulk of which is supposed to have been purchased for account of a large manufacturing consumer, and for part of the lot as high as \$60 was paid. Most of the stock of reliable oil now in the market is under close control and holders offer only sparingly at \$62@65 as to brand and seller. There is some inquiry from London and Hamburg for choice grades, which may result in business and further deplete the available stock. The stock of Newfoundland oil is practically exhausted, all desirable parcels having been quietly bought up and shipped abroad.

Colocynth Apples—Continue in limited request and steady.

Cream Tartar—Is unchanged and without new feature, the consuming demand continuing moderate.

Cubeb Berries—A continued tame market is reported with values easier.

Cuttle Fish Bone—Is active and firm. Essential Oils—Anise is quiet but steady. Cassia has declined owing to lack of demand, together with an easier feeling abroad and lower offers from foreign holders. Cubeb is easier, in sympathy with the berries. There has been some business in H. G. H. pepper mint for export.

Flowers—The only article of special interest in this department is saffron. Spanish is stronger. American has developed increased activity and considerable sales by the principal holder are reported. A large shipment of new crop is due by next steamer, which will be the earliest arrival on record. Other parcels are to follow on same contract.

Glycerin—Is moving fairly on orders from the consuming trade with prices unchanged and firm.

Gums—Asafetida continues active without change in prices. Camphor maintains its strong position.

Leaves—Short buchu are active with prime quality scarce, but former quotations are yet current. All varieties of senna are tending upward owing to an advance of 10@15 per cent. at the last London sales, and indications point to a further rise. The last crop was of average proportions, but the demand has been unusually heavy and holders are consequently firm in their views.

Maltine with Cod Liver oil has advanced to \$9 per dozen. Maltine with phosphate, iron, quinine and strychnine and Maltine with Peptone have both declined to \$9 per dozen.

Manna—Continues to meet with a moderate jobbing inquiry with quotations steady.

Menthol—Is quiet and nominal.

Morphine—The market is without new feature and quiet with quotations based on the old range.

Opium—Values have continued to rule in buyers' favor, but no business of consequence has transpired during the current week.

Quicksilver—A moderate business is reported.

Quinine—Is unchanged and in fair request for consumption.

Potash, Cyanide—The market is easier and manufacturers have reduced the quotation of C. P. in bulk. The decline is attributed to the lower figures for yellow prussiate of potash.

Roots—Ipecac is meeting with a good seasonable demand and prices are firm. Jalap continues weak and demoralized with jobbing prices showing a further decline. Jamaica ginger is scarce on the spot, arrivals of new crop continuing of undesirable quality. Mexican sarsaparilla is very dull. Gentian continues firm.

Seeds—Only a hand-to-mouth business is reported in the various kinds of canary and the market has ruled tame with quotations nominally unchanged. Dutch caraway continues steady, but only small lots are moving; the Amsterdam, from Rotterdam, brought 200 bags. Russian hemp is very firm. German rape has sold to the extent of about 100 bags at a slight concession, but a firmer tone has since prevailed. All varieties of mustard have received more or less attention and a good business is reported in California Trieste and Sicily brown, both of which are firm in price, the former being very scarce. California yellow is offering freely from the Pacific Coast, but there is no demand of consequence for that variety and the feeling is easier with

values fractionally lower. Poppy continues easy under the influence noted in our last issue and values have further declined. There has been a marked increase of demand for celery and the bulk of recent orders have been filled by out-of-town holders. The spot market is said to be about cleared of outside lots, with the tendency upward. Coriander is weak. Shelled cardamons have been further advanced.

Spermaceti—A continued quiet market is reported, with only small orders coming to hand and quotations for block have been reduced.

Sugar of Milk—The demand has continued active, and with an abundant available supply, sales are freely made.

Carried Away With Science.

A well-known Bohemian visited his friend, Prof. Price, at the latter's laboratory. The professor was examining a dark-brown substance spread on paper.

"I say, would you kindly let me place a little bit of this on your tongue? My taste has become so vitiated by tasting all sorts of things."

"Certainly," responded the ever accommodating Harris, thrusting out his tongue.

The professor took up a little of the substance under analysis and placed it on Harris' tongue. The latter worked it 'round for fully a minute, tasting it much as he would a fine confection.

"Note any effect?" inquired the professor.

"No, none."

"It doesn't paralyze or prick your tongue?"

"Not that I can detect."

"I thought not. There is no alkaloid in it, then. How does it taste?"

"Bitter as the dickens?"

"Um-m; all right."

"What is it?" inquired Harris.

"I don't know. That's what I'm trying to find out. Some one has been poisoning horses with it."

Advantage of a Mechanical Education.

Among the seven trades which a student in mechanical engineering must learn at Cornell University is that of the blacksmith. Occasionally there is a protest, but it is never heeded. One dude, ten years ago, was unusually averse to soiling his hands, but he had to work at the forge just the same. Last fall he went to Professor Morris and thanked him for being compelled to learn blacksmithing. "Why?" asked the professor. "Why, you see," replied the former dude, "I am now superintendent of a mine in Colorado. Last summer our main shaft broke, and there was no one in the mine but myself who could weld it. I didn't like the job, but I took off my coat and welded that shaft. It wasn't a pretty job, but she's running now. If I couldn't have done it, I'd have had to pack that shaft on mule back and send it 300 miles over the mountains to be fixed, and the

mine would have shut down until it got back. My ability to mend that shaft raised me in the eyes of every man in the mine, and the manager raised my salary."

Smoke the Dodge Club Cigar.

—THE—

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Acidum		Conium Mac.		Seilla Co.	
Aceticum.	\$ 80 10	Copaiba.	35 65	Tolutan.	@ 50
Benzoic, German.	75 80	Cubebe.	1 50 1 60	Prunus virg.	@ 50
Boric.	@ 15	Exechthitos.	1 20 1 30	Tinctures	
Carbolicum.	25 37	Erigeron.	1 20 1 30	Aconitum Napellis R.	@ 60
Hydrochlor.	46 46	Gaultheria.	1 50 1 60	Aconitum Napellis F.	@ 50
Nitrosum.	8 10	Geranium, ounce.	@ 75	Aloes.	@ 50
Oxalicum.	10 12	Gossypii, Sem. gal.	50 60	Aloes and Myrrh.	@ 50
Phosphoric, dil.	@ 15	Hedeoma.	1 25 1 40	Arnica.	@ 50
Salicylicum.	55 65	Juniper.	1 50 2 00	Assafetida.	@ 50
Sulphuricum.	13 15	Lavendula.	90 2 00	Atrope Belladonna.	@ 50
Tannicum.	1 40 1 60	Limonia.	1 30 1 50	Aurant Cortex.	@ 50
Tartaricum.	38 40	Mentha Piper.	2 25 3 00	Benzoin.	@ 50
Ammonia		Mentha Verid.	2 65 2 75	Benzoin Co.	@ 50
Aqua, 16 deg.	4 6	Morhuus, gal.	2 00 2 10	Barosma.	@ 50
Aqua, 20 deg.	6 8	Myrica, ounce.	@ 50	Cantharides.	@ 50
Carbonas.	12 14	Olive.	75 3 00	Capsicum.	@ 50
Chloridum.	12 14	Picea Liquida.	10 12	Cardamom.	@ 50
Aniline		Picea Liquida, gal.	@ 35	Cardamom Co.	@ 50
Black.	2 00 2 25	Ricina.	91 96	Castor.	1 00
Brown.	80 1 00	Rosmarini.	@ 1 00	Catechu.	@ 50
Red.	45 50	Rose, ounce.	6 50 8 50	Cinchona.	@ 50
Yellow.	2 50 3 00	Succini.	40 45	Cinchona Co.	@ 50
Bacca.		Sabina.	90 1 00	Columba.	@ 50
Cubee.	13 15	Santal.	2 50 7 00	Cubeba.	@ 50
Juniperus.	6 8	Sassafras.	50 55	Cassia Acutifol.	@ 50
Xanthoxylum.	25 30	Sinapis, ess., ounce.	@ 65	Cassia Acutifol Co.	@ 50
Balsamum		Tigll.	40 50	Digitalis.	@ 50
Copaiba.	45 50	Thyme, opt.	1 60	Ergot.	@ 50
Peru.	@ 2 80	Theobromas.	15 20	Gentian.	@ 50
Terabin, Canada.	40 45	Potassium		Guaiac.	@ 50
Tolutan.	75 80	Bi-Barb.	15 18	Guaiaca ammon.	@ 50
Cortex		Bichromate.	13 15	Hyoscyamus.	@ 50
Abies, Canadian.	18	Bromide.	45 48	Iodine.	75
Cassia.	12	Calorite, po. 17@19c	12 15	Iodine, colorless.	75
Cinchona Flava.	18	Cyanide.	50 55	Kino.	50
Euonymus atropurp.	30	Iodide.	2 90 3 00	Lobelia.	50
Myrica Cerifera, po.	21	Potassa, Bitart, pure.	32 35	Myrrh.	50
Prunus Virginica.	12	Potassa, Bitart, com.	@ 15	Nux Vomica.	50
Quillaia, gr'd.	10	Potass Nitras, opt.	8 10	Opil.	75
Sassafras.	12	Potass Nitras.	7 9	Opil, camphorated.	50
Ulmus, po. 15, gr'd.	15	Prussiate.	25 28	Opil, deodorized.	1 50
Extractum		Sulphate po.	15 18	Quassa.	50
Glycyrrhiza Glabra.	24 25	Radix		Rhatany.	50
Glycyrrhiza, po.	28 30	Aconitum.	20 25	Rhei.	50
Hematox, 15 lb box.	11 12	Althea.	22 25	Sanguinaria.	50
Hematox, 1/4s.	13 14	Anchusa.	12 15	Serpentaria.	60
Hematox, 1/4s.	14 15	Arum po.	@ 25	Stromonium.	50
Hematox, 1/4s.	16 17	Calamus.	20 40	Tolutan.	60
Ferru		Gentiana, po. 15	12 15	Valerian.	50
Carbonate Precip.	15	Glycyrrhiza, pv. 15	16 18	Veratrum Veride.	50
Citrate and Quinia.	2 25	Hydrastis Canad.	@ 30	Zingiber.	20
Citrate Soluble.	80	Hydrastis Can., po.	@ 35	Miscellaneous	
Ferrocyanidum Sol.	50	Heliolebo, Alba, po.	15 20	.Ether, Spts. Nit. 3 F.	30 35
Solut. Chloride.	15	Inula, po.	15 20	.Ether, Spts. Nit. 4 F.	31 38
Sulphate, com'l, by	2	Ipecac, po.	1 65 1 75	Alumen.	24 3
Sulphate, com'l, by	35	Iris plox, po. 35@38	35 40	Alumen, gro'd, po. 7	30 4
Sulphate, pure.	7	Jalapa, pr.	40 45	Annatto.	40 50
Flora		Maranta, 1/4s.	@ 35	Antimoni, po.	40 5
Arnica.	12 14	Podophyllum, po.	15 18	Antimoni et Potass T.	55 60
Anthemis.	18 25	Rhei.	75 1 00	Antipyrin.	@ 1 40
Matricaria.	18 25	Rhei, cut.	@ 1 25	Antifebrin.	@ 15
Folia		Rhei, pv.	75 1 35	Argent Nitras, oz.	@ 55
Barosma.	20 30	Spigelia.	35 38	Arsenicum.	10 12
Cassia Acutifol, Tin-	18 25	Sanguinaria, po. 15	@ 15	Balm Gilead Bud.	38 40
Cassia Acutifol, Alx.	25 30	Serpentaria.	30 35	Bismuth S. N.	1 20 1 30
Salvia officinalis, 1/4s	12 20	Senega.	55 60	Calcium Chlor., 1s.	@ 9
Ura Ursi.	8 10	Similax, officinalis H	@ 40	Calcium Chlor., 1/4s.	@ 10
Gummi		Smilax, M.	@ 25	Calcium Chlor., 1/4s.	@ 12
Acacia, 1st picked.	@ 60	Scilla.	10 12	Cantharides, Rus. po	@ 75
Acacia, 2d picked.	@ 40	Symplocarpus, Foeti-	@ 25	Capsel Fructus, af.	@ 1
Acacia, 3d picked.	@ 30	dus, po.	@ 25	Capsel Fructus B. po	@ 15
Acacia, sifted sorts.	@ 20	Valeriana, Eng. po. 30	@ 25	Caryophyllus, po. 15	10 12
Acacia, po.	60 80	Valeriana, German.	15 20	Carmine, No. 40.	@ 3 75
Aloe, Barb. po. 20@28	14 18	Zingiber a.	12 16	Cera Alba, S. & F.	50 55
Aloe, Cape, po. 15	@ 12	Zingiber j.	25 25	Cera Flava.	40 42
Aloe, Socotri, po. 40	@ 60	Semen		Coccus.	@ 40
Ammoniac.	55 65	Anisum, po. 20	@ 15	Cassia Fructus.	@ 25
Assafetida, po. 30	22 25	Apium (graveleons)	14 16	Centraria.	@ 10
Benzoinum.	50 60	Bird, 1s.	4 6	Cetaceum.	@ 45
Catechu, 1s.	@ 13	Carul, po. 18	@ 12	Chloroform.	60 63
Catechu, 1/4s.	@ 16	Cardamom.	1 00 1 25	Chloroform, squibbs	@ 1 35
Camphore.	65 68	Coriandrum.	8 10	Chloral Hyd Crst.	1 15 1 30
Euphorbium, po. 35	@ 10	Cannabis Sativa.	3 1/4 4	Chondrus.	20 25
Galbanum.	@ 1 00	Cydonium.	75 1 00	Cinchonidine, P. & W	15 20
Gamboge po.	65 70	Chenopodium.	10 12	Cinchonidine, Germ	3 1/2 12
Guaiaacum, po. 35	@ 30	Dipterix Odorata.	2 90 3 00	Cocaine.	5 05 5 25
Kino, po. \$3.00	@ 3 00	Feniculum.	@ 15	Corks, list, dis. pr. et.	@ 65
Mastic.	@ 65	Fenugreek, po.	@ 8	Croosotum.	@ 35
Myrrh, po. 45	@ 40	Lini, 1s.	2 1/2 4	Creta, prep.	@ 75
Opil., po. \$3.10@3.30	2 20 2 25	Lini, gr'd., bbl. 2 1/2	3 1/2 4	Creta, precip.	@ 11
Shellac.	40 45	Lobelia.	35 40	Creta, Rubra.	@ 8
Shellac, bleached.	40 45	Phalaris Canarian.	3 1/2 4	Crocus.	50 55
Tragacanth.	50 60	Rapa.	4 1/2 5	Cudbear.	@ 24
Herba		Sinapis Albu.	7 8	Cupri Sulph.	50 60
Absinthium, oz. pkg	25	Sinapis Nigra.	11 12	Dextrine.	10 12
Eupatorium, oz. pkg	25	Spiritus		Ether Sulph.	75 90
Lobelia, oz. pkg	25	Frumenti, W. D. Co.	2 00 2 50	Emery, all numbers	@ 8
Majorum, oz. pkg	25	Frumenti, D. F. R.	2 00 2 25	Emery, po.	@ 8
Mentha Vir. oz. pkg	25	Frumenti.	1 25 1 50	Ergota, po. 40	30 35
Rue, oz. pkg	25	Juniperis Co. O. T.	1 65 2 00	Flake White.	12 15
Tanacetum V oz. pkg	25	Juniperis Co.	1 75 3 50	Galla.	@ 25
Thymus, V. oz. pkg	25	Saacharum N. E.	1 90 2 10	Gambier.	8 9
Flagnesia.		Spt. Vini Galli.	1 75 6 50	Gelatin, Cooper.	@ 60
Calcined, Pat.	55 60	Vini Oporto.	1 25 2 00	Gelatin, French.	30 50
Carbonate, Pat.	20 22	Vini Alba.	1 25 2 00	Glassware, flint, box	60, 10 & 10
Carbonate, K. & M.	20 25	Sponges		Less than box.	@ 12
Carbonate, Jennings	35 36	Florida sheeps' wool	2 50 2 75	Glue, brown.	9 10
Oleum		Nassau sheeps' wool	@ 2 00	Glue, white.	13 25
Absinthium.	3 25 3 50	Velvet extra sheeps'	@ 1 10	Glycerina.	19 26
Amygdala, Dulc.	30 50	wool, carriage.	@ 85	Grana Paradisi.	@ 15
Amygdala, Amara.	8 00 8 25	Extra yellow sheeps'	@ 85	Humulus.	25 55
Anisi.	3 10 3 20	wool, carriage.	@ 85	Hydraag Chlor Mite	@ 75
Aurant Cortex.	2 30 2 40	Grass sheeps' wool,	@ 65	Hydraag Chlor Cor.	@ 75
Bergamli.	3 00 3 20	carriage.	@ 65	Hydraag Ox Rub'm.	@ 85
Cajiputi.	70 75	Yellow Reef, for	@ 1 40	Hydraag Unguentum	@ 85
Caryophylli.	60 70	slate use.	@ 1 40	Hydrargyrum.	@ 60
Cedar.	35 65	Syrups		Ichthyobolia, Am.	1 25 1 50
Chenopadii.	@ 2 50	Acacia.	@ 50	Indigo.	75 1 00
Cinnamonil.	2 50 2 60	Aurant Cortes.	@ 50	Iodine, Resubi.	3 80 3 90
Citronella.	75 80	Zingiber.	@ 50	Iodoform.	@ 4 70
		Ipecac.	@ 60	Lupulin.	@ 2 25
		Ferri Iod.	@ 50	Lycopodium.	60 65
		Rhei Arom.	@ 50	Maeis.	65 75
		Smilax Officinalis.	50 60	Liquor Arsen et Hy-	@ 27
		Senega.	@ 50	drarg Iod.	10 12
		Seilla.	@ 50	Liquor Potass Arsnit	2 3
				Magnesia, Sulph. bbl	@ 15
				Mannia, S. F.	60 63
				Menthol.	@ 5 50

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

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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.

<div><div>AXLE GREASE.</div><div><div>doz. gross</div><div>Aurora.....55 6 00</div><div>Castor Oil.....70 5 00</div><div>Diamond.....50 5 50</div><div>Frazer's.....75 9 00</div><div>IXL Golden, tin boxes.....70 8 00</div><div>Mica.....75 8 00</div><div>Paragon.....55 6 00</div></div></div> <div><div>BAKING POWDER.</div><div><div>Absolute.</div><div><div>1/4 lb cans doz.....45</div><div>1/2 lb cans doz.....85</div><div>1 lb cans doz.....1 50</div></div><div><div>Acme.</div><div><div>1/4 lb cans 3 doz.....45</div><div>1/2 lb cans 3 doz.....75</div><div>1 lb cans 1 doz.....1 00</div><div>Bulk.....10</div></div><div><div>Arctic.</div><div><div>1/4 lb cans 6 doz case.....55</div><div>1/2 lb cans 4 doz case.....1 10</div><div>1 lb cans 2 doz case.....2 00</div><div>5 lb case 1 doz case.....9 00</div></div><div><div>JaXon.</div><div><div>1/4 lb cans 4 doz case.....45</div><div>1/2 lb cans 4 doz case.....85</div><div>1 lb cans 2 doz case.....1 60</div></div><div><div>Home.</div><div><div>1/4 lb cans 4 doz case.....35</div><div>1/2 lb cans 4 doz case.....90</div><div>1 lb cans 2 doz case.....90</div></div><div><div>Lynch.</div><div><div>1/4 lb cans.....90</div><div>1/2 lb cans.....1 20</div><div>1 lb cans.....1 20</div></div><div><div>Our Leader.</div><div><div>1/4 lb cans.....45</div><div>1/2 lb cans.....75</div><div>1 lb cans.....1 50</div></div><div><div>Red Star.</div><div><div>1/4 lb cans.....40</div><div>1/2 lb cans.....75</div><div>1 lb cans.....1 40</div></div></div></div><div><div>BATH BRICK.</div><div><div>2 dozen in case.</div><div>American.....70</div><div>English.....80</div></div><div><div>BLUING.</div><div><div>Gross</div><div>Arctic 4 oz ovals.....3 60</div><div>Arctic 8 oz ovals.....6 75</div><div>Arctic pints round.....9 00</div><div>Arctic No. 2 sifting box.....2 75</div><div>Arctic No. 3 sifting box.....4 00</div><div>Arctic No. 4 sifting box.....8 00</div><div>Arctic No. 5 sifting box.....4 50</div><div>Arctic 1 oz ball.....3 60</div><div>Mexican liquid 4 oz.....3 60</div><div>Mexican liquid 8 oz.....6 80</div></div><div><div>BROOMS.</div><div><div>No. 1 Carpet.....2 20</div><div>No. 2 Carpet.....2 00</div><div>No. 3 Carpet.....1 75</div><div>No. 4 Carpet.....1 80</div><div>Parlor Gem.....2 50</div><div>Common Whisk.....85</div><div>Fancy Whisk.....1 00</div><div>Warehouse.....2 50</div></div><div><div>CANDLES.</div><div><div>Hotel 40 lb boxes.....10</div><div>Star 40 lb boxes.....9</div><div>Paraffine.....10</div></div><div><div>CATSUP.</div><div><div>Columbia, pints.....4 25</div><div>Columbia, 1/2 pints.....2 50</div></div><div><div>CEMENT.</div><div><div>Major's, per gross.</div><div>1/2 oz size.....12 00</div><div>1 oz size.....18 00</div><div>Liq. Glue, 10 9 60</div></div><div><div>Leather Cement.</div><div><div>1 oz size.....12 00</div><div>2 oz size.....18 00</div></div><div><div>Rubber Cement.</div><div><div>2 oz size.....12 00</div></div></div><div><div>CHEESE.</div><div><div>Amboy.....@ 12 1/2</div><div>Acme.....@ 12</div><div>Jersey.....@ 12</div><div>Lenawee.....@ 12</div><div>Riverside.....@ 12 1/2</div><div>Gold Medal.....12</div><div>Skim.....8 @ 10</div><div>Brick.....@ 11</div><div>Edam.....@ 20</div><div>Leiden.....@ 20</div><div>Limburger.....@ 24</div><div>Pineapple.....@ 24</div><div>Roquefort.....@ 35</div><div>Sap Sago.....@ 18</div><div>Schweitzer, imported.....@ 24</div><div>Schweitzer, domestic.....@ 14</div></div><div><div>Chicory.</div><div><div>Bulk.....5</div><div>Red.....7</div></div><div><div>CHOCOLATE.</div><div><div>Walter Baker & Co.'s.</div><div><div>German Sweet.....23</div><div>Premium.....30</div><div>Breakfast Cocoa.....41</div></div></div></div></div></div></div></div></div></div></div></div></div></div></div></div></div></div></div></div>	<div><div>CLOTHES LINES.</div><div><div>Cotton, 40 ft. per doz.....1 00</div><div>Cotton, 50 ft. per doz.....1 20</div><div>Cotton, 60 ft. per doz.....1 40</div><div>Cotton, 70 ft. per doz.....1 60</div><div>Cotton, 80 ft. per doz.....1 80</div><div>Jute, 60 ft. per doz.....80</div><div>Jute, 72 ft. per doz.....95</div></div><div><div>CLOTHES PINS.</div><div><div>5 gross boxes.....45</div></div><div><div>COFFEE.</div><div><div>Green.</div><div><div>Rio.....18</div><div>Fair.....19</div><div>Good.....20</div><div>Prime.....21</div><div>Golden.....22</div><div>Peaberry.....23</div></div><div><div>Santos.</div><div><div>Fair.....19</div><div>Good.....20</div><div>Prime.....22</div><div>Peaberry.....23</div></div><div><div>Mexican and Guatamala.</div><div><div>Fair.....21</div><div>Good.....22</div><div>Fancy.....24</div></div><div><div>Maracaibo.</div><div><div>Prime.....23</div><div>Milled.....24</div></div><div><div>Java.</div><div><div>Interior.....25</div><div>Private Growth.....27</div><div>Mandehling.....28</div></div><div><div>Mocha.</div><div><div>Imitation.....25</div><div>Arabian.....28</div></div><div><div>Roasted.</div><div><div>Quaker Mocha and Java.....32</div><div>Toko Mocha and Java.....38</div><div>State House Blend.....25</div></div><div><div>Package.</div><div><div>Arbuckle.....18 95</div><div>Jersey.....18 95</div></div></div></div><div><div>LION COFFEE</div><div><div>IN 1 LB. PACKAGES, WITHOUT GLAZING.</div><div>16 FULL OUNCES NET.</div><div>CASES 100 lbs. Equality Price</div><div>- 60 - less 2c per lb.</div><div>CABINETS 120 lbs. SAME PRICE.</div><div>90¢ EXTRA FOR CABINETS.</div><div>McLaughlin's XXXX.....18 95</div><div>KOFFA-AID.</div><div><div>20 OUNCES</div><div>100 CUPS</div><div>20 CENTS</div></div></div></div><div><div>Peerless evaporated cream 5 75</div><div><div>CUPON BOOKS.</div><div><div>TRADESMAN</div><div>1</div><div>CREDIT COUPON</div></div><div><div>TRADESMAN</div><div>5</div><div>CREDIT COUPON</div></div><div><div>"Tradesman."</div><div><div>\$ 1 books, per 100.....2 00</div><div>\$ 2 books, per 100.....2 50</div><div>\$ 3 books, per 100.....3 00</div><div>\$ 5 books, per 100.....3 00</div><div>\$ 10 books, per 100.....4 00</div><div>\$ 20 books, per 100.....5 00</div></div><div><div>"Superior."</div><div><div>\$ 1 books, per 100.....2 50</div><div>\$ 2 books, per 100.....3 00</div><div>\$ 3 books, per 100.....3 50</div><div>\$ 5 books, per 100.....4 00</div><div>\$ 10 books, per 100.....5 00</div><div>\$ 20 books, per 100.....6 00</div></div><div><div>ONE CENT COUPON</div></div><div><div>"Universal."</div><div><div>\$ 1 books, per 100.....3 00</div><div>\$ 2 books, per 100.....3 50</div><div>\$ 3 books, per 100.....4 00</div><div>\$ 5 books, per 100.....5 00</div><div>\$ 10 books, per 100.....6 00</div><div>\$ 20 books, per 100.....7 00</div></div><div><div>Above prices on coupon books are subject to the following quantity discounts:</div><div><div>200 books or over.....5 per cent</div><div>500 books or over.....10 per cent</div><div>1000 books or over.....20 per cent</div></div><div><div>Coupon Pass Books.</div><div><div>Can be made to represent any denomination from \$10 down.</div><div>20 books.....1 00</div><div>50 books.....2 00</div><div>100 books.....3 00</div><div>250 books.....6 25</div><div>500 books.....10 00</div><div>1000 books.....17 50</div></div><div><div>Credit Checks.</div><div><div>500, any one denom'n.....3 00</div><div>1000, any one denom'n.....5 00</div><div>2000, any one denom'n.....8 00</div><div>Steel punch.....75</div></div></div></div><div><div>Raisins.</div><div><div>Endura 20 lb boxes.....7@8</div><div>Sultana 20 lb boxes.....@6 1/2</div><div>Valencia 30 lb boxes.....@7 1/2</div></div><div><div>FARINACEOUS GOODS.</div><div><div>Farina.</div><div><div>Bulk.....3</div></div><div><div>Grits.</div><div><div>Walsh-DeRoo Co.'s.....2 00</div></div><div><div>Hominy.</div><div><div>Barrels.....3 25</div><div>Flake, 50 lb. drums.....1 50</div></div><div><div>Lima Beans.</div><div><div>Dried.....4</div><div>Split, per lb.....2 1/2</div></div><div><div>Maccaroni and Vermicelli.</div><div><div>Domestic, 10 lb. box.....60</div><div>Imported, 25 lb. box.....2 50</div></div><div><div>Pearl Barley.</div><div><div>Empire.....2 1/2</div><div>Chester.....1 1/2 @ 2</div></div><div><div>Peas.</div><div><div>Green, bu.....90</div><div>Split, per lb.....2 1/2</div></div><div><div>Rolls Oats.</div><div><div>Schumacher, bbl.....3 60</div><div>Schumacher, 1/2 bbl.....1 2</div><div>Monarch, bbl.....3 10</div><div>Monarch, 1/2 bbl.....3 20</div><div>Quaker, cases.....3 25</div><div>Oven Baked.....3 25</div><div>Lakeside.....2 25</div></div><div><div>Sago.</div><div><div>German.....4</div><div>East India.....3 1/2</div></div><div><div>Wheat.</div><div><div>Cracked, bulk.....3</div><div>24 2 lb packages.....2 40</div></div><div><div>Breakfast Food.</div><div><div>Pettijohn's Best.....3 10</div></div><div><div>Buckwheat Flour.</div><div><div>Excelsior Self Rising.....9 1</div><div>Case of 2 doz.....1 75</div><div>Five case lots.....1 75</div></div></div></div><div><div>Fish.</div><div><div>Cod.</div><div><div>Georges cured.....@ 4 1/2</div><div>Georges genuine.....@ 6</div><div>Georges selected.....@ 6 1/2</div><div>Strips or bricks.....6 @ 9</div></div><div><div>Halibut.</div><div><div>Chunks.....14</div><div>Strips.....11</div></div><div><div>Herring.</div><div><div>Holland white hoops keg.....65</div><div>Holland white hoops bbl.....8 25</div><div>Norwegian.....2 30</div><div>Round 100 lbs.....1 10</div><div>Round 40 lbs.....12</div><div>Scaled.....12</div></div><div><div>Flackerel.</div><div><div>No. 1 100 lbs.....13 00</div><div>No. 1 40 lbs.....5 50</div><div>No. 1 10 lbs.....1 45</div><div>No. 2 100 lbs.....11 75</div><div>No. 2 40 lbs.....5 00</div><div>No. 2 10 lbs.....1 32</div></div><div><div>Family 90 lbs.....1 10</div><div>Family 10 lbs.....12</div></div><div><div>Sardines.</div><div><div>Russian kegs.....55</div></div><div><div>Stockfish.</div><div><div>No. 1, 100 lb. bales.....10 1/2</div><div>No. 2, 100 lb. bales.....8 1/2</div></div><div><div>Trout.</div><div><div>No. 1 100 lbs.....5 50</div><div>No. 1 40 lbs.....2 50</div><div>No. 1 10 lbs.....70</div><div>No. 1 8 lbs.....59</div></div><div><div>Whitefish.</div><div><div>No. 1 No. 2 Fam</div><div>100 lbs.....8 00 7 00 3 00</div><div>40 lbs.....3 50 3 10 1 45</div><div>10 lbs.....95 85 45</div><div>8 lbs.....79 71 39</div></div></div></div><div><div>FLAVORING EXTRACTS.</div><div><div>Souders'.</div><div><div>Oval bottle, with corkscrew.</div><div>Best in the world for the money.</div></div><div><div>Regular Grade Lemon.</div><div><div>2 oz.....75</div><div>4 oz.....1 50</div></div><div><div>Regular Vanilla.</div><div><div>2 oz.....1 20</div><div>4 oz.....2 40</div></div><div><div>XX Grade Lemon.</div><div><div>2 oz.....1 50</div><div>4 oz.....3 00</div></div><div><div>XX Grade Vanilla.</div><div><div>2 oz.....1 75</div><div>4 oz.....3 50</div></div></div></div><div><div>Jennings.</div><div><div>Lemon Vanilla</div><div><div>2 oz regular panel.....75 1 20</div><div>4 oz regular panel.....1 50 2 00</div><div>6 oz regular panel.....2 00 3 00</div><div>No. 3 taper.....1 35 2 00</div><div>No. 4 taper.....1 50 2 50</div></div></div><div><div>FLY PAPER.</div><div><div>Tanglefoot.</div><div><div>"Regular" Size.</div><div><div>Less than one case, per box.....32</div><div>One to five cases, per case.....2 75</div><div>Five to ten cases, per case.....2 65</div><div>Ten cases, per case.....2 55</div></div><div><div>"Little" Tanglefoot.</div><div><div>Less than one case, per box.....13</div><div>One to ten cases, per case.....1 45</div><div>Ten cases, per case.....1 40</div></div></div></div><div><div>FURNITURE</div><div><div>Cleaner and Polish.</div><div><div>Henderson's "Diamond."</div><div><div>Half Pint.....1 75</div><div>Pint.....3 50</div><div>Quart.....5 40</div><div>Half Gallon.....7 75</div><div>Gallon.....14 40</div></div></div></div><div><div>HERBS.</div><div><div>Sage.....15</div><div>Hops.....15</div></div><div><div>GUNPOWDER.</div><div><div>Rifle-Dupont's.</div><div><div>Kegs.....3 00</div><div>Half Kegs.....1 75</div><div>Quarter Kegs.....1 00</div><div>1 lb cans.....30</div><div>1/2 lb cans.....18</div></div><div><div>Choke Bore-Dupont's.</div><div><div>Kegs.....4 00</div><div>Half Kegs.....2 25</div><div>Quarter Kegs.....1 25</div><div>1 lb cans.....34</div></div><div><div>Eagle Duck-Dupont's.</div><div><div>Kegs.....8 00</div><div>Half Kegs.....4 25</div><div>Quarter Kegs.....2 25</div><div>1 lb cans.....45</div></div></div><div><div>INDIGO.</div><div><div>Madras, 5 lb boxes.....55</div><div>S. F., 2 3 and 5 lb boxes.....50</div></div><div><div>JELLY.</div><div><div>15 lb pails.....34</div><div>12 lb pails.....40</div><div>30 lb pails.....60</div></div><div><div>LYE.</div><div><div>Condensed, 2 doz.....1 20</div><div>Condensed, 4 doz.....2 25</div></div><div><div>LICORICE.</div><div><div>Pure.....30</div><div>Calabaria.....25</div><div>Sicily.....14</div><div>Root.....10</div></div><div><div>MINCE MEAT.</div><div><div>NEW ENGLAND</div><div>MINCE MEAT</div><div>T. E. DOUGHERTY</div><div>CHICAGO, ILL. & NEW YORK, N. Y.</div></div><div><div>Mince meat, 3 doz in case.....2 75</div><div>Pie Prep. 3 doz in case.....2 75</div></div><div><div>MATCHES.</div><div><div>Diamond Match Co.'s brands.</div><div><div>No. 9 sulphur.....1 65</div><div>Anchor Parlor.....1 70</div><div>No. 2 Home.....1 10</div><div>Export Parlor.....4 00</div></div></div><div><div>MOLASSES.</div><div><div>Blackstrap.</div><div><div>Sugar house.....10@12</div></div><div><div>Cuba Baking.</div><div><div>Porto Rico.</div><div><div>Prime.....20</div><div>Fancy.....30</div></div><div><div>New Orleans.</div><div><div>Fair.....18</div><div>Good.....22</div><div>Extra good.....24</div><div>Choice.....27</div><div>Fancy.....30</div><div>Half-barrels 3c extra.</div></div><div><div>OIL CANS.</div><div><div>Crystal valve, per doz.....4 00</div><div>Crystal valve, per gross.....36 00</div></div><div><div>PICKLES.</div><div><div>Medium.</div><div><div>Barrels, 1,200 count.....3 25</div><div>Half bbls, 600 count.....2 13</div></div><div><div>Small.</div><div><div>Barrels, 2,400 count.....4 25</div><div>Half bbls, 1,200 count.....2 63</div></div><div><div>PIPES.</div><div><div>Clay, No. 216.....1 70</div><div>Clay, T. D. full count.....65</div><div>Cob, No. 3.....1 20</div></div><div><div>POTASH.</div><div><div>48 cans in case.</div><div><div>Babbitt's.....4 00</div><div>Penna Salt Co.'s.....3 00</div></div></div></div></div><div><div>RICE.</div><div><div>Domestic.</div><div><div>Carolina head.....5 1/2</div><div>Carolina No. 1.....5</div><div>Carolina No. 2.....4 1/2</div><div>Broken.....3</div></div><div><div>Imported.</div><div><div>Japan, No. 1.....4 1/2</div><div>Japan, No. 2.....4 1/2</div><div>Java, No. 1.....5 1/2</div><div>Java, No. 2.....4 1/2</div><div>Patna.....4</div></div></div><div><div>SAL SODA.</div><div><div>Granulated, bbls.....1 10</div><div>Granulated, 100 lb cases.....1 50</div><div>Lump, bbls.....1 10</div><div>Lump, 145 lb kegs.....1 10</div></div><div><div>SEEDS.</div><div><div>Anise.....13</div><div>Canary, Smyrna.....6</div><div>Caraway.....10</div><div>Cardamon, Malabar.....80</div><div>Hemp, Russian.....4 1/2</div><div>Mixed Bird.....4 1/2</div><div>Mustard, white.....6 1/2</div><div>Poppy.....8</div><div>Rape.....4</div><div>Cuttle Bone.....20</div></div><div><div>SYRUPS.</div><div><div>Corn.</div><div><div>Barrels.....15</div><div>Half bbls.....17</div></div><div><div>Pure Cane.</div><div><div>Fair.....16</div><div>Good.....20</div><div>Choice.....25</div></div></div></div><div><div>SPICES.</div><div><div>Whole Sifted.</div><div><div>Allspice.....9 1/2</div><div>Cassia, China in mats.....10</div><div>Cassia, Batavia in bund.....15</div><div>Cassia, Saigon in rolls.....32</div><div>Cloves, Amboyna.....15</div><div>Cloves, Zanzibar.....10</div><div>Mace, Batavia.....70</div><div>Nutmegs, fancy.....65</div><div>Nutmegs, No. 1.....60</div><div>Nutmegs, No. 2.....55</div><div>Pepper, Singapore, black.....10</div><div>Pepper, Singapore, white.....20</div><div>Pepper, shot.....16</div></div><div><div>Pure Ground in Bulk.</div><div><div>Allspice.....10@12</div><div>Cassia, Batavia.....17</div><div>Cassia, Saigon.....35</div><div>Cloves, Amboyna.....15</div><div>Cloves, Zanzibar.....10</div><div>Ginger, African.....15</div><div>Ginger, Cochiti.....20</div><div>Ginger, Jamaica.....22</div><div>Mace, Batavia.....60@65</div><div>Mustard, Eng. and Trieste.....20</div><div>Mustard, Trieste.....25</div><div>Nutmegs, No. 2.....50@60</div><div>Pepper, Singapore, black@12</div><div>Pepper, Singapore, white@18</div><div>Pepper, Cayenne.....17@20</div><div>Sage.....18</div><div>"Absolute" in 1/4 lb. Packages.....75</div><div>Allspice.....75</div><div>Cinnamon.....75</div><div>Cloves.....70</div><div>Ginger, Cochiti.....75</div><div>Mace.....2 10</div><div>Mustard.....2 10</div><div>Nutmegs.....2 10</div><div>Pepper, cayenne.....75</div><div>Pepper, white.....75</div><div>Pepper, black shot.....60</div><div>Saigon.....1 50</div><div>"Absolute" Butchers' Spices.....16</div><div>Wiener and Frankfurter.....16</div><div>Pork Sausage.....16</div><div>Bologna and Smoked S'ge.....16</div><div>Liver S'ge and H'd Cheese.....16</div></div></div><div><div>STARCH.</div><div><div>DIAMOND</div><div>STARCH</div><div>GREATEST INVENTION</div><div>REQUIRES NO COOKING</div><div>OR BLUING</div><div>MANUFACTURED ONLY BY</div><div>THE DIAMOND STARCH CO.</div><div>NEW HAVEN, CONN.</div><div>NEW YORK CITY 28 HUDSON ST.</div></div><div><div>64 10c packages.....5 00</div><div>128 5c packages.....5 00</div><div>32 10c and 64 5c packages.....5 00</div><div><div>Kingsford's Corn.</div><div><div>20 1-lb packages.....6 1/2</div><div>40 1-lb packages.....6 1/2</div></div><div><div>Kingsford's Silver Gloss.</div><div><div>40 1-lb packages.....6 1/2</div><div>6-lb boxes.....7</div></div><div><div>Common Corn.</div><div><div>20-lb boxes.....5</div><div>40-lb boxes.....4 1/2</div></div></div></div></div></div></div></div></div></div></div></div></div></div></div></div></div></div></div></div></div></div></div></div></div></div></div></div></div></div></div></div></div></div></div></div></div></div></div></div></div></div></div></div></div></div></div></div></div></div></div></div></div></div></div></div></div></div></div></div></div></div></div></div></div></div></div></div></div></div></div></div></div></div></div>
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Common Gloss.	
1-lb packages	4 1/2
3-lb packages	4 1/2
6-lb packages	5 1/2
40 and 50 lb boxes	2 1/2
Barrels	2 1/2
SODA.	
Boxes	5 1/2
Kegs, English	4 1/2
SALT.	
Diamond Crystal.	
Cases, 24 3-lb boxes	1 60
Barrels, 100 3-lb bags	2 75
Barrels, 40 7-lb bags	2 50
Butter, 56 lb bags	3 65
Butter, 20 14 lb bags	3 00
Butter, 280 lb bbls	2 50

Common Grades.	
100 3-lb sacks	2 60
100 5-lb sacks	1 85
28 11-lb sacks	1 70
Worcester.	
50 4 lb. casks	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	60
Bulk in barrels	2 50
Warsaw.	
56-lb dairy in drill bags	30
28-lb dairy in drill bags	15
Ashton.	
56-lb dairy in linen sacks	60
Higgins.	
56-lb dairy in linen sacks	60
Solar Rock.	
56-lb sacks	22
Common Fine.	
Saginaw	85
Mainstee	85

SNUFF.	
Scotch, in bladders	37
Macebay, 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	
WASHING POWDER.	
La Besta	
100 packages in case	3 35
WICKING.	
No. 0, per gross	25
No. 1, per gross	30
No. 2, per gross	40
No. 3, per gross	45

Crackers.	
The N. Y. Biscuit Co. quotes as follows:	
Butter.	
Seymour XXX	5 1/4
Seymour XXX, 3 lb. carton	5 1/4
Family XXX	5 1/4
Family XXX, 3 lb. carton	5 1/4
Salted XXX	5 1/4
Salted XXX, 3 lb. carton	5 1/4
Soda.	
Soda XXX	6
Soda XXX, 3 lb. carton	6 1/2
Soda, City	7
Crystal Wafer	10 1/2
Long Island Wafers	11
L. I. Wafers, 1 lb. carton	12
Oyster.	
Square Oyster, XXX	5 1/4
Sq. Oys. XXX, 1 lb. carton	6 1/4
Farina Oyster, XXX	5 1/4

SWEET GOODS—Boxes.	
Animals	10 1/2
Bent's Cold Water	12
Belle Rose	8
Cocoanut Taffy	8
Coconut Cakes	8
Crosted Honey	11
Graham Crackers	11
Ginger Snaps, XXX round	6 1/2
Ginger Snaps, XXX city	6 1/2
Gin. Snps. XXX home made	6 1/2
Gin. Snps. XXX scalloped	6 1/2
Ginger Vanilla	8
Imperial	8
Jumbles, Honey	11
Molasses Cakes	15
Marshmallow	16
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.	
The Putnam Candy Co. quotes as follows:	
Stick Candy.	
Standard	bbis, pails
Standard H. H.	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.	
Boston Cream	@ 8 1/2
Mixed Candy.	
Standard	bbis, pails
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

Fish and Oysters	
Fresh Fish.	
Whitefish	Per lb.
Trout	@ 9
Black Bass	@ 8
Halibut	15 @ 16
Ciscoes or Herring	@ 6
Bluefish	@ 12 1/2
Live Lobster	@ 20
Boiled Lobster	@ 20
Cod	@ 10
Haddock	@ 10
Roasted	@ 8
Pike	@ 8
Smoked White	@ 7 1/2
Red Snapper	@ 10
Col River Salmon	@ 13
Mackerel	16 @ 20

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

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

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

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

Fruits.	
Oranges.	
Fancy Navels	
126-150-200	3 25
150-175-200	3 75
Fancy Seedlings	3 00
150-175-200	3 00
250-288	2 25
Valencias	
420s	6 50
Lemons.	
Strictly choice 360s.	@ 2 75
Strictly choice 300s.	@ 3 00
Fancy 360s	@ 3 50
Extra 360s	@ 3 75
Fancy 300s	@ 3 50
Extra 300s	@ 4 00

Bananas.	
A definite price is hard to name, as it varies according to size of bunch and quality of fruit.	
Medium bunches	1 25 @ 1 50
Large bunches	1 75 @ 2 25
Foreign Dried Fruits.	
Figs, Fancy Layers	12 @
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. G. M. K., 60 lb cases	@ 5
Dates, Sairs 60 lb cases	@ 4 1/2

Nuts.	
Almonds, Tarragona	@ 13
Almonds, Ivaca	@
Almonds, California, soft shelled	@ 12 1/2
Brazils new	@ 9
Pilberts	@ 10
Walnuts, Green, new	@ 12
Walnuts, Calif No. 1	@ 12
Walnuts, soft shelled	@
Calif	@
Table Nuts, fancy	@ 12
Table Nuts, choice	@ 9 1/2
Pecans, Texas H. P.	7 @ 8
Hickory Nuts per bu.	@
Ohio	@ 1 25
Cocoanuts, full sacks	@ 4 00
Butternuts per bu.	@
Black Walnuts per bu	@
Peanuts.	
Fancy, H. P., Game	@ 5 1/4
Cocks	@
Fancy, H. P., Game	@ 7
Roasted	@ 7
Fancy, H. P., Association Roasted	@ 7
Choice, H. P., Extras	@
Choice, H. P., Extras, Roasted	@

Fish and Oysters	
Fresh Fish.	
Whitefish	Per lb.
Trout	@ 9
Black Bass	@ 8
Halibut	15 @ 16
Ciscoes or Herring	@ 6
Bluefish	@ 12 1/2
Live Lobster	@ 20
Boiled Lobster	@ 20
Cod	@ 10
Haddock	@ 10
Roasted	@ 8
Pike	@ 8
Smoked White	@ 7 1/2
Red Snapper	@ 10
Col River Salmon	@ 13
Mackerel	16 @ 20

Provisions.	
The Grand Rapids Packing and Provision Co. quotes as follows:	

Barreled Pork.	
Mess	10 25
Back	10 75
Clear back	10 75
Short cut	10 25
Pig	12 00
Bean	
Family	

Dry Salt Meats.	
Bellies	6 1/2
Briskets	6
Extra shorts	5

Smoked Meats.	
Hams, 12 lb average	9 1/2
Hams, 4 lb average	9 1/2
Hams, 16 lb average	9 1/2
Hams, 20 lb average	9 1/2
Ham dried beef	9 1/2
Shoulders (N. Y. cut)	6 1/2
Bacon, clear	8 1/2
California hams	6 1/2
Boneless hams	8 1/2
Cooked ham	11 1/2

In Tierces. Lards.	
Compound	4 1/4
Family	5
Granger	6 1/4
Musselman's Gold Leaf	6 1/2
Worden's Home Made	7 1/4
Worden's White Clover	6 1/4
Cottolene	5 1/2
Cottonseed	5 1/2
55 lb Tubs	1 1/4
80 lb Tubs	1 1/4
50 lb Tins	1 1/4
20 lb Pails	1 1/4
10 lb Pails	1 1/4
5 lb Pails	1 1/4
3 lb Pails	1 1/4

Sausages.	
Bologna	5
Liver	6
Frankfort	7 1/2
Pork	6 1/2
Blood	
Tongue	
Head cheese	6

Beef.	
Extra Mess	7 00
Boneless	10 00

Pigs' Feet.	
Kits, 15 lbs	80
1/4 bbls, 40 lbs	1 65
1/2 bbls, 80 lbs	3 00

Tripe.	
Kits, 15 lbs	75
1/4 bbls, 40 lbs	1 50
1/2 bbls, 80 lbs	2 75

Casings.	
Pork	25
Beef rounds	5
Beef middles	7

Butterine.	
Rolls, dairy	10
Bolted	9
Solid, dairy	
Rolls, creamery	
Solid, creamery	

Canned Meats.	
Corned beef, 2 lb	2 00
Corned beef, 15 lb	14 00
Roast beef, 2 lb	2 00
Potted ham, 1/4	75
Potted ham, 1/2	1 25
Deviled ham, 1/4	75
Deviled ham, 1/2	1 25
Potted tongue 1/4	75
Potted tongue 1/2	1 25

Fresh Meats.	
Beef.	
Carcass	5 @ 7
Fore quarters	4 @ 5
Hind quarters	6 @ 8
Loins No. 3	9 @ 10
Ribs	8 @ 12
Rounds	5 1/2 @ 6 1/2
Chucks	4 @ 5
Plates	3 @ 3 1/2

Pork.	
Dressed	4 1/2 @ 5
Loins	@ 7 1/2
Shoulders	@ 6 1/4
Leaf Lard	@ 7

Mutton.	
Carcass	4 1/2 @ 5 1/2
Spring Lambs	6 @ 7

Veal.	
Carcass	4 1/2 @ 6 1/2

Oils.	
The Standard Oil Co. quotes as follows:	
Barrels.	
Eocene	@ 11
XXX W.W. Mich. Hdt	@ 9
W W Michigan	@ 8 1/2
High Test Headlight	@ 8
D. S. Gas	@ 9 1/2
Deo. Naptha	@ 8 1/2
Cylinder	30 @ 38
Black, winter	@ 9
Black, summer	@ 8 1/4

From Tank Wagon.	
XXX W.W. Mich. Hdt	@ 9 1/4
D. S. Gas	@ 7
Seofield, Shurmer & Teaglo quote as follows:	
Barrels.	
Palacine	@ 12
Daisy White	@ 11
Red Cross, W. W.	@ 9
Water White Hdt	@ 8 1/2
Family Headlight	@ 8
Naphtha	@ 8 1/2
Stove Gasoline	@ 9 1/4
From Tank Wagon.	
Palacine	@ 10
Red Cross W. W.	@ 6 1/2
Gasoline	@ 7 1/2



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

SOAP.
Laundry.
Gowans & Sons' Brands.
Crow
German Family
American Grocer 100s.
American Grocer 60s.
N. G.
Mystic White
Lotus
Oak Leaf
Old Style
Happy Day

JAXON
Single box
5 box lots, delivered
10 box lots, delivered
Jas. S. Kirk & Co.'s brands.
American Family, wrp'd.
Lautz Bros. & Co.'s brands.
Aeme
Cotton Oil
Marselles
Master
Henry Passolt's brand.



Single box
5 box lot, delivered
10 box lot, delivered
25 box lot, delivered
Allen B. Wrisley's brands.
Old Country 80 1-lb.
Good Cheer 60 1-lb.
White Borax 100 3-lb.

Scouring.
Sapolio, kitchen, 3 doz
Sapolio, hand, 3 doz



Single box
5 box lot, delivered
10 box lot, delivered
25 box lot, delivered
Allen B. Wrisley's brands.
Old Country 80 1-lb.
Good Cheer 60 1-lb.
White Borax 100 3-lb.

Scouring.
Sapolio, kitchen, 3 doz
Sapolio, hand, 3 doz

Crockery and Glassware.	
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LAMP BURNERS.	
No. 0 Sun	45
No. 1 Sun	50
No. 2 Sun	75
Tubular	50
Security, No. 1	65
Security, No. 2	85
Nutmeg	50
Arctic	1 15

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WHISKY AS MONEY.

Written for the TRADESMAN.

It takes money to buy whisky. Many a man, even in this enlightened day, knows this to his sorrow. That whisky was ever money itself is a fact not generally known by the young men of our times. There was a time in the history of this Long Point section of Ontario, however, when such was the case; in fact, during a portion of the first quarter of the present century, whisky was pretty much the only kind of money in use in this country. It was more than a commodity of barter—it was money.

In order to understand this statement of fact, it must be remembered that money is a medium of exchange. It is the representative of a certain value that passes current as a liquidator of debts and a purchaser of commodities. If it were interchangeable for certain commodities only, and possessed not the advantage of being a free and acceptable tender in the cancellation of debts, it would be a commodity of barter merely and not money. The man who penetrates the interior of Africa, for instance, for purposes of trade must supply himself with the kind of money which the natives recognize as current medium of exchange. Were the trader to tender payment in British gold sovereigns or American national bank notes, the natives would not part with their ivory, gums and other merchandise. Money is what they demand in exchange for their goods, and in this respect they are similar to us and all other nations. Like us, they demand a representative of value that acts as a circulating medium of exchange—a something with which they are enabled to pay their debts and purchase commodities; hence we find that strings of beads, coils of brass wire, and cotton cloth, provided the beads and cotton are of a certain color—or, in other words, bear the proper mint stamp—are money in that benighted continent. A barbarous people place little faith in neighboring tribes or in each other, and hence the only medium of exchange they ever adopt must possess intrinsic value.

But I dare not pursue this line of thought further, as I might be caught in some political economy trap.

It was not a matter of choice on the part of an uncivilized people that made whisky a medium of exchange at the time referred to, although it is hard to conceive how any civilized people could become reconciled to such a custom. It was a period when the primitive condition of settlement had outgrown itself, but had not yet reached that stage of development when the needs of the people are supplied by a properly devised monetary system. It was a time when barter no longer met all demands in business transactions, and when gold and silver coins were objects of curiosity, owing to their exceeding scarcity. A great need was felt for some medium of exchange that would facilitate the transaction of an increased business. This section of country was particularly adapted to the growth of rye and Indian corn, and, the country being supplied with numerous distilleries, these two cereals became the staple crops. The distilleries furnished a ready market for the surplus grain produced by the settlers, and, as there was an inadequate supply of currency, the farmers were compelled to take more or less whisky in payment for their grain. In those days whisky was an everyday article of consumption among the people. It was deemed the great "panacea for all the

ills that flesh is heir to," and no household was complete in its appointments without a liberal supply of "the needful" on hand, so that, in cases of emergency, the good man of the house might not be caught, as were the foolish virgins, with empty vessels.

It was an important item in the storing, transportation and distribution of supplies. Every storekeeper kept it, and the luckless dealer who so far forgot himself as to "run out of stock" found himself in a worse predicament than would be the case of a grocer today, were he to run out of tea, sugar and coffee.

Thus, a 50-gallon cask of whisky became the Almighty Dollar of this crude period of provincial growth. The wealthier classes hoarded it up in their cellars, where the longer it was kept the more valuable it became. In this way it was money, bearing good interest and at the same time retained in possession. Considerations in labor contracts were based on barrels of whisky in lieu of dollars. A barrel of whisky was as powerful, as a purchasing agent, as "a coin of the king's realm" was in the heart of old London. Whisky was money.

There is one case on record where this liquid money was used in a manner showing the extraordinary power it must have possessed as a purchasing lever: A woman married a man in consideration of a barrel of whisky! After the marriage the man stole the whisky, secreted it, and in due course of time, guzzled it down. If this fellow had lived in our day, he would have secured a "corner" on life itself.

E. A. OWEN.

How a New Depositor Carried the Book Away.

Banking is not nearly so prosaic as some people imagine. One is perpetually coming in contact with queer characters and amusing incidents are of frequent occurrence. Many persons are peculiarly ignorant of the objects and methods of a bank. A simple matter like the indorsing of checks is always a puzzle to most women, who often seem quite incapable of understanding the difference between one that is "crossed" and one that is "open," and between a check payable to "order" and one payable to "bearer."

A man who had accumulated savings to a considerable amount decided to open a banking account. Matters having been arranged, he arrived one morning with the money to be deposited and handed it over the counter. The cashier counted it and said: "All right, sir. Your signature, if you please."

At the same time he passed across the counter the large book containing depositors' signatures. What was the cashier's surprise to see the new customer place the heavy volume under his arm and stagger off with it. A clerk had to be sent in pursuit and when the man came back he said he thought what he had taken was the receipt for the money.

A Love of Candor.

Impecunious Man—I wish you would be so kind as to lend me five dollars. I'll pay you back in a few days.

Candid Friend—If you had asked me for the loan in a candid and straightforward manner I would have lent you the money, but asking me in the way you did causes me to distrust you.

"I don't understand you."

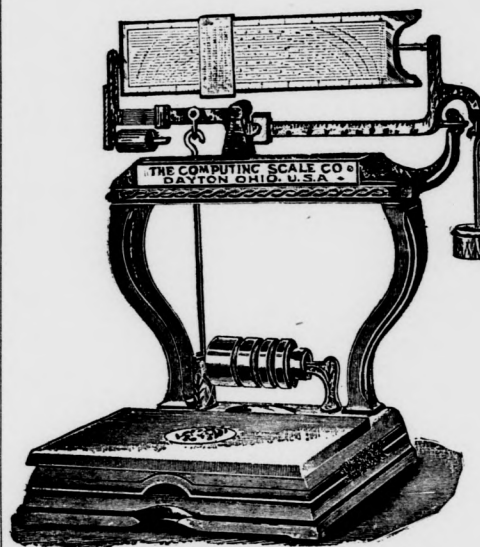
"You asked me to be so kind as to lend you five dollars."

"Yes."

"If you had been candid you would have said to me: 'Be so stupid, be such an ignominious ass, such a hopeless idiot as to lend me five dollars,' and you might have got it."

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.

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.

Don't Get Wet

When in want of a new roof or repairs you can save money by employing skilled mechanics in this line. We have representatives covering the State of Michigan regularly, and if you have a defective roof, drop us a card and we will call on you, examine your roof and give you an estimate of the cost of necessary repairs or putting on new roof.

Remember that we guarantee all our work and our guarantee is good.

H. M. Reynolds & Son, Practical Roofers.

Grand Rapids, Mich.

Established 1865.

WARREN'S ANCHOR BRAND ASPHALT ROOFING

NATURAL ASPHALT READY

Our roofing materials are manufactured from Trinidad Pitch Lake Asphalt and contain no coal tar in any form.

ROOFING AND PAVING MATERIALS.

Asphalt Paints and Roof Coating, Sheathing Felts, etc.

Write for samples, circulars and prices to

WARREN CHEMICAL AND MANUFACTURING CO.,

1120 Chamber of Commerce.

DETROIT.

All Jobbers have them

S.C.W.

50 CIGARS.

Use Tradesman Coupon Books and Avoid Loss

LARGE SALARIES.

Trust Placed in Heads of Departments in Gotham.

From the New York Sun.

The buyer in one of the departments of a big Sixth avenue dry goods store gave up his place not long ago, and transferred himself to another big store in Twenty-third street. It was said that he made the change because he saw opportunities of increasing his income by doing so, yet rumor had it that he received a salary of \$16,000 a year in the Sixth avenue establishment, in addition to a percentage of the profits of the department of which he had charge. At the time he was said to be worth \$250,000, all of which he had accumulated as a salaried employe in dry good stores.

His case may surprise people who judge of the money making possibilities of all employes in department stores by the low earnings of most salesmen and saleswomen. It is true that his case is an exceptional one. He is rather noted in the trade for his knowledge of the materials dealt in by his department, and for his instinctive and correct judgment of the directions which fashions of the moment may be taking. Ability to gauge the future of styles is about as valuable and rare a quality as ability to foresee the fluctuations of the stock market. Besides his special knowledge and foresight, he has good business capacity, so that altogether he is an exceptionally able man, and would have succeeded in any line. Nevertheless, his case is not phenomenal for the amount of money he makes. Some time ago, when a dry goods firm wanted to make a special effort to increase its business, it cast about in the other stores for the men best suited for its purposes. The men it fixed upon received offers of \$8,000, \$10,000, and \$12,000 a year to tempt them to accept places.

These amounts are all above the average of the salaries paid to buyers in the principal dry goods stores; but the best taste, judgment, and business capacity cannot be purchased for much less, and a big firm would not be apt to hesitate about the salary if it found a man that suited it. The operations of a great department store are so varied and complicated, and the details of the business are so innumerable, that no set of partners could begin to attend to them all. So subordinates are endowed with full control of their respective departments, and are held to strict responsibility and accountability. The latitude allowed them differs with various firms. In one old-established house the head of the firm requires a statement to be presented to him every morning showing the purchases, the sales, and the stock on hand in each department. Should the sales fall greatly below the purchases in any department he makes an investigation and consults with the buyer as to how business may be stimulated, instructing him in the meantime to curtail his purchases of stock. The tendency in the bigger, newer, and more successful houses is to allow the buyer to have absolute control, and to manage the business as if it were his own. A certain amount of capital is put at his disposal; he is charged with interest upon it and with his share of the rental, expenses, and cost of help, and at the end of the year he is required to show a profit of a certain amount upon the operations of the department. He buys his goods, advertises them, offers bargains, and invents his own devices for attracting people, and is under only the most general supervision of the firm. Naturally, men in whom confidence to such a degree may be placed are rare, and command a high salary.

Such a man would have an assistant buyer, or maybe several buyers, under his orders. Before the day of big department stores, such buyers would have been merchants in business for themselves. Several big stores in this city have been established by men who learned the dry goods business as buyers and incidentally gained the confidence of wholesale merchants who fur-

nished the credit and capital that enabled them to begin business.

Drummers who deal with them say that the increasing power and responsibilities of buyers have tended to make them haughty. In most houses the buyers protect themselves against drummers by codes of rules which the drummers don't like and which the office boys take pleasure in enforcing rigorously. Thus, one house forbids the admittance of drummers into the sample room before 5 p. m. One drummer complains that he arrived at one minute to 5, and was ignominiously kept out by an office boy. In another house a buyer has made quite a reputation for himself by the cordial manner with which he rushes, with outstretched hand and wide smile, to meet the drummer, while at the same time he bawls:

"Nothing in your line to-day, sir!"

The drummers do not object to the cordiality in itself, but they think the buyer should make it plain that it is only cordiality. At present, they say, it gives the impression that the buyer is eager to buy, whereas, it is on record that one drummer was lured on by the smile and handshake until he had made sixteen calls in sixteen successive months without effecting a sale. Most drummers get tired of the cordiality before making such a record.

Strategy and Chance.

An underwear drummer sat in a Cincinnati hotel the other day and told this story. He told it with a gleeful guffaw, for it called up memories of a pleasant nature.

"Jack and I were working about the same route in 187—," he said. "We had been keeping our eyes on each other for two or three years pretty closely. We were personal friends—but that's another story."

"In those days we started later than we do nowadays. We weren't so greedy. I managed to know about when Jack was ready to start for Philadelphia, our first town. We took in Pittsburgh and Cincinnati, then, on our westward trip, and so on, into the Western wilds, twisting around and back again by Chicago, Cleveland and Buffalo. And we were within a day of each other either way throughout the whole swinging of the circle."

"This particular year Jack packed up his samples, and got away the morning before Decoration Day. He went quietly, like a thief in the night, and I found it out just in time to take the night train. I was just a little riled at Jack, and I prepared what I supposed was a coup d'etat. Instead of stopping at Philadelphia I went straight through to Cincinnati, expecting to head him off by at least twenty-four hours."

"I walked into the billiard room here at the Gibson House, and almost into Jack! He said 'Hullo!' cheerily, and the blood froze in my veins."

"I said, 'When did you get here?' and was relieved to find he had arrived in the morning, and hadn't been able to do any business because of the holiday."

"Early next morning I went to J—'s place. J— was one of my best customers, and I had an idea I could get the better of Jack in that quarter. But Jack had been there before me, and had an engagement for 10 o'clock."

"Tell you what I'll do," said J—. "I'll take your samples and Jack's, and we'll go through both lines together. You can leave them here, together."

"While we were talking Jack walked in. There was a confab, and finally Jack agreed. We sent our samples up, and Jack and I walked out. 'Don't know what we're going to do,' said Jack, 'but I'm going to the races! We haven't any samples. Can't sell goods. Come with me.' I declined to accompany him. Pleading an engagement at the hotel and left him."

"I had almost reached the hotel, when I suddenly remembered that I had sent a complete line of samples a few days before to A— and B—, and a bright thought struck me. Went to A— and B—, and asked for loan of the line for a day. A— and B— said 'Certainly.' I got the samples and saw four

firms. I sold unspeakable bills. And all the time Jack was at the races, happy and contented."

"He was the maddest man I ever saw when he found it out. But I said, 'Jack; you're all right. Look at the bets you won!' 'Won your eye!' said Jack in the vernacular. 'I lost \$160.'"

In Limbo Through Limburger.

Two policemen have succeeded in capturing a burglar in Chicago. This is a remarkable fact, as most robberies go undetected, and this would probably not have broken the record except that the burglar was an epicure. He might have gotten safely away with the family watches and silver, except that, just as he started to leave, he spied a brick of Limburger cheese in the ice box. It was too much temptation for him. He was aware that Limburger cheese is apt to give its possessor away, and he hesitated, but finally took it along with the other booty and stole out into the silent night. As he walked along the street the Limburger began to attract attention, and people edged over to the other side of the pavement. Finally, it reached even the nostrils of two policemen who were smelling around for clues, and they arrested the man. Hereafter the burglar will be more careful of what he takes. The sleuth-hound detective may not find every clue, but when he smells Limburger he's dead on to the game.

Very Considerate.

"Well, John," said old man Jordan to his young friend, "you have just been married, I hear?"

"Yes, sir," he answered with a spring morning smile; "just a month ago, and I want you to go up to dinner with me to-day."

"Have you got a cook?"

"No."

"Well, my boy, s'pose we go to a restaurant this time. You must remember I had a young wife once myself."

COIN! COIN!! COIN!!!

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

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

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

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.

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.,
Grand Rapids.

OUR SILVER FLOUR DEAL

We offer in this issue of the Tradesman the greatest offer ever made on a staple article like flour.

We guarantee the flour equal to any second patent flour manufactured in Michigan. The silverware is warranted by the manufacturers for ten years. The articles are new in design, very attractive and handsome.

We will hold the offer open until April 1. We have only one carload of silverware on hand. It will be first come, first served: late orders may have to wait until we can obtain more silverware from the factory.

With 10 barrel order we will send an elegant tea set, comprising teapot, sugar, creamer and tray, or teapot, sugar, creamer and spoonholder of a larger and different design.

With order for 5 barrels an elegant water pitcher or individual sugar and creamer.

With order for 3 barrels your choice of cracker jar, nut bowl, soup ladle, cake dish, syrup pitcher or pie knife.

With one barrel choice of napkin ring, cup, and a score of other articles.

We name the extremely low price of \$3.60 per barrel, F. O. B. Saginaw. Cash with order in current exchange.

The James Stewart Co.,

(LIMITED)

SAGINAW, MICH.

GOTHAM GOSSIP.

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

Special Correspondence.

New York, Mar. 14.—The convention of canned goods packers at the Cosmopolitan Hotel this week has been 'something of a break in the usual routine. Not many were present, and it is hoped that future meetings will be more liberally attended. Some representatives of Western associations were here and some sort of understanding was sought regarding the prices of canned goods, and whether the existing demoralization could not be overcome. The Western men say that the people East are the price cutters. They say that tomatoes are sold at an equivalent of 67½¢ in Chicago, when they would just as readily bring 75¢.

The exhibit of machinery was a very interesting feature of the meeting.

The coffee trade is steady and, upon the whole, firmer than last week. The supply is not excessive here. Fair Rio is held at about 13¼¢. The amount afloat is 481,084 bags, against 439,129 bags at this time last year. In mild sorts quite a volume of business has been done. The market is firm and buyers do not haggle over prices. Fancy Java 28@31¢; Mocha 23@23½¢; Laguira 18½@19¼¢.

Refined sugars remain unchanged and have been held at the same figures for several weeks. Expectations of a rise have existed for some time but there seems no immediate prospect of an advance. However, no one can tell when the change will come.

Teas are steady for Ceylon and Java and these sorts show steady growth in popularity. Chinas are dull and seem to have seen their best days.

The spice market is rather quiet and prices are practically unchanged. Stocks are not excessive but are sufficient for the demand.

Canned goods are meeting with scarcely any demand. The entire market appears demoralized. It was hoped, not long ago, that by this time considerable trade in futures would be developed; but such is not the case. Goods are selling at prices ruinously low, and the best that can be said is that they are steady on the present basis. Reports from California all tell of good prospects, and the promise now is for the usual abundant crops. Stocks of last year's goods seem ample and some of the big packers see very little encouragement before them.

Molasses is steady for best grades. Trading is of an everyday character, but there seems to be no particular anxiety to get rid of goods on the part of holders.

Syrups are steady and the demand is sufficiently large to prevent accumulation. Neither buyers nor sellers seem at all anxious and the outlook is for an even distribution for some time to come.

Lemons and oranges begin to show more strength and the auction sales are developing considerable interest. California oranges are fairly steady. Bananas are dull and Aspinwall firsts cannot be quoted at more than 90¢@\$1 per bunch. Dried fruits, both foreign and domestic, are moving with more freedom.

Butter has shown more strength during the week, best Western creamery selling at 22¢. Under grades are moving slowly, exporters taking very little.

Cheese is selling in a moderate way and at quotations showing very little change one way or the other. Quite a fair number of orders from out of town have come by mail and the distribution has been very wide. Considerable export trade is being transacted, but in the usual undesirable grades.

Eggs continue in ample supply. For best grades the market is about 12¢. Some fine Western sold at 11¼¢.

Beans and peas are steady, choice peas selling at \$1.20@1.25. Medium are quiet and the tendency is toward a lower basis.

The abandonment of the bicycle as an enthusiastic fad has led to the closing of a number of the academies which

a year ago prospered in every available hall. Many have already closed their doors and others are preparing to do so. But the bicycle flourishes now in at least one respect in which it was almost unknown when the craze began. The grooms who go from the stables in which they are occupied to the houses of their employers have begun to make regular use of the wheel as a quicker and easier method than pedestrianism. When the weather is half way decent numbers of these men can be seen in the East and West Side streets in the neighborhood of the stables starting out, and in not a few cases they have become expert enough to carry packages along with them. As early as last summer people learned that a bicycle could, in certain cases, readily accomplish the work that formerly required an extra horse. Grooms could ride for the mail and deliver messages on bicycles as well as on horseback, and it was not long before the advantages of this arrangement began to make proficiency on the bicycle a necessary feature of a groom's qualifications. The loss of patronage, which has made the academies less profitable this year, is attributed as much to the fact that nearly everybody who wants to has learned to ride, as well as to the small enjoyment that is derived from indoor riding after a road experience.

The American Wife.

It is the fashion of certain writers and lecturers to speak of the American woman as a lily of the field. She toils not, neither does she spin, and yet Solomon, in all his glory, was not arrayed like unto her. She is represented as spending in prodigal extravagance the dollars coined by a meek and overworked husband, as despising motherhood and domesticity, and never so happy as when she waves adieu to husband and home from the deck of an ocean steamer. Contrasted with this picture is that of the German house frau sitting at work in the midst of her maidens, the French mother, who is a queen in her household and is satisfied to know nothing of the great outer world, and that tower of virtue and respectability, the British matron, as she checks over her butcher's accounts and calls on the cook to account for the drippings of the meat.

It is unfortunately impossible to deny the existence of the extravagant woman, but she is not the exclusive product of any nation, and does not represent the great mass of the women of any country. The woman who wears diamonds to breakfast and who spends her life in Europe, while her husband toils at home to furnish the sinews of war, is not representative of American wifehood, and any view which does not represent the American woman as a true helpmeet to her husband is a very false and superficial one.

It is true that the American woman is not often found acting as her husband's cashier or head clerk, but she is at home superintending the household, mending, making, sewing, economizing, teaching her children, making one dollar do the work of two. More than that, she is ambitious, and she is studying this or that, so that when fortune comes she may be ready to take whatever good the gods provide. She knows that the woman who began her married life in a two-room shanty has lived to queen it in a palace. She has seen women who did their own washing and took in boarders to help along receive their reward in seeing their husbands governors of states, or members of the supreme court, or diplomats honored at European courts. She knows that such honors may be in store for her husband and she must help him win them. No

man who had a weak or insignificant wife ever fought his way up to the top, and that so many American men succeed is unanswerable proof that American women are not, as a rule, idle and extravagant. They are often the humble and unnoticed little tug that conveys the stately ship into the desired harbor.

If American women, with characteristic national optimism, are always fitting themselves for good fortune, they bear evil with equal bravery and hope in something better turning up. The European woman, when she loses her fortune, sinks under the blow into a hired companion. The American woman braces herself up and looks about for something to do. She starts a fashionable boarding-house, she turns writer, painter, actress—what not? She may not have the slightest idea how to do any of these things when she starts, but she has grit and determination, pluck and energy, and she will learn before she is done. She will help her husband get on his feet again if she can, she will educate her sons and marry her daughters to her boarders, and the last estate of that woman, nine times out of ten, is better than the first.

The women, the wives of the early settlers of this country, took an equal share in work and danger and privation with their husbands in colonizing the new states. They endured every hardship without a murmur, they helped their husbands conquer the wilderness and raised their children to be honest men and pure women. If to-day it is no longer for the American woman to toil with her own hands, if her husband delights to adorn her in silken raiment and make her life soft and beautiful, be sure the same womanhood underlies it still, and still rings true metal when tested. Wherever she is, she is true wife and mother. Hardships do not daunt her, scandal does not touch her, and if she is too honest to cajole a man, and too courageous to meekly follow his lead, she is none the less a true and loving helpmeet to the man who is her husband and her friend.

California wines will cost more this year than in several years past, according to the California Winemakers' Corporation. It is stated that the vintage of 1895 was only 9,500,000 gallons of dry wines, red and white, while in the past few years the production has been between 15,000,000 and 24,000,000 gallons. Some 6,000,000 gallons are consumed on the Pacific coast and the exports have usually been from 10,000,000 to 13,000,000 gallons, of all kinds of wine. Last year only 3,000,000 gallons of sweet wines were made, making a total vintage for the year of 12,500,000 gallons. There was little surplus stock carried over from previous years. From these facts the winemakers conclude that the supply will be far below the demand, and that high prices and good times for them will result.

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\$600 WILL B Y A WELL-SELECTED stock of groceries, including furniture. Stock run six months and kept well assorted. Don't miss this. Owner wants to go West. Address No. 989, care Michigan Tradesman. 989

A GRAND CHANCE FOR A BAZAAR—UPPER Peninsula mining town of 6,000 and no bazaar. Will rent a building now used for a grocery; room, 30x40, shelves, counters, show cases electric and gas light. Correspondence solicited. Address N, care Michigan Tradesman. 988

NO 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—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—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 GROCERY 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 & Sehler, Grand Rapids, Mich. 881

MISCELLANEOUS.

AGENTS—CANVASSERS CAN MAKE \$10 TO \$20 day easy selling our Frozen Perfumes; something new: everybody buys it. Stamp, particulars. Frozen Perfume Co., 638 Jackson St., Chicago, Ill. 991

SALESMAN—WANTED. EXPERIENCED salesman to sell our high-grade lubricating oils and greases. Liberal and satisfactory terms will be made with a competent man. Equitable Refining Co., Cleveland, Ohio. 987

WANTED—AGENTS TO CANVASS FOR books; \$6 to \$10 a week salary paid; no commission. Michigan Publishing Co., Cornua, Mich. 990

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; last six years in Upper Peninsula; the highest reference to character and ability. Address No. 970, care Michigan Tradesman. 970

WANTED—POSITION AS CLERK; NINE years' experience; good stock-keeper; can attend to buying or take charge of store; good references; thirty-two years old; married. Address Box 115, Farwell, Mich. 971

TO RENT—SECOND AND THIRD FLOORS of Waldron block, opposite Union Depot, South Ionia street. For right party will partition off into lodging rooms. Best location in Grand Rapids. See John C. Duntun, 63 Lyon St. 975

WANTED—REGISTERED ASSISTANT pharmacist. Address No. 977, care Michigan Tradesman. 977

WANTED TO CORRESPOND WITH SHIPPERS of butter and eggs and other seasonable produce. R. Hirt, 36 Market street, Detroit. 951

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

WANTED—SEVERAL MICHIGAN CENTRAL mileage books. Address, stating price, Vindex, care Michigan Tradesman. 869