

MICHIGAN TRADESMAN

Volume XIII.

GRAND RAPIDS, WEDNESDAY, MARCH 25, 1896.

Number 653

THE Grand Rapids FIRE INS. CO.
 Prompt, Conservative, Safe.
 J. W. CHAMPLIN, Pres. W. FRED MCBAIN, Sec.

Columbian Transfer Company
 CARRIAGES
 BAGGAGE and
 FREIGHT WAGONS
 15 and 17 North Waterloo St.
 Telephone 381-1. Grand Rapids.

Martin DeWright. J. Renihan, Counsel.
The Michigan Mercantile Company
 3 & 4 Tower Block, Grand Rapids.
 Correspondence solicited. Law and collections.
 Reference furnished upon application.

The Michigan Trust Co., Grand Rapids, Mich.
 Acts as Executor, Administrator
 Guardian, Trustee.
 Send for copy of our pamphlet "Laws of the State of Michigan on Descent and Distribution of Property."

Michigan Fire and Marine INSURANCE CO.
 Organized 1881. Detroit, Mich.

Commercial Reports and Collections....
 For the Commercial Standing of individuals, or to have your claims collected, call Telephone 166 or 1030.
COMMERCIAL CREDIT CO., Limited.
 Widdiecomb Bldg., Grand Rapids, Mich.

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

State Bank of Michigan
 Offers exceptional facilities to its customers, and is prepared to extend any favors consistent with sound banking.
 DANIEL MCCOY, President.
 CHAS. F. PIKE, Cashier.

The.....
PREFERRED BANKERS LIFE ASSURANCE COMPANY
of MICHIGAN
 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.
 Home office, LANSING, Michigan.

Save Trouble
 Save Losses
 Save Dollars
TRADESMAN COUPONS

FEEDING THE BODY.

The most important branch of human hygiene has been most neglected. This is the study of the nourishment of the human being and what are the best sorts of food for various individuals.

The agricultural chemists have paid much attention to the study of the food of animals, and they have determined what combination is best for cows destined for dairy purpose, and what is proper for cattle intended to be fattened for beef. It is also known what is the best forage for horses, which are required daily to perform regular and laborious service, and what should be used for race horses which are expected to develop a high degree of activity and swiftness of motion rather than capacity for long endurance.

Although such a system applied to the feeding of animals has proved extremely valuable, it has received comparatively little or no consideration from the physicians who deal exclusively with human patients. It is true there are not wanting treatises on dietetics, and chemists have examined various standard articles of food; but, with all this, very little certain knowledge can be gained except by the systematic study of the effects of particular sorts of food upon great numbers of individuals.

This cannot be done in private families where people are able to eat according to their inclination or their means, when, as is too often the case, they indulge in courses of diet which are injurious and aid to break down the health. But systematic experiments can be properly conducted in hospitals, in prisons, in boarding schools where the pupils are kept under strict rules and in various public institutions.

The human body is a wonderful chemical, mechanical and electrical laboratory, which is charged with the manifold duty of providing tissue and other material for renewing all the parts of the body and for maintaining in operation all its manifold functions. Very nearly all the elementary substances known to chemists enter into the composition of the human body, and probably each has its use there, although this is not certainly known, as some may be accidentally present.

A body is said to be healthful when all its functional operations proceed with due regularity and material for maintenance is provided as needed. But sometimes the laboratory which provides this material becomes deranged or disordered. It supplies too much or too little of some needed material, and the result is a condition which is termed sickness.

Sometimes there is an excessive or ill-timed production of the yellow fluid which is commonly known as bile. Sometimes there is an undue supplying of fibrine or fibrous matter which cannot be profitably used or readily got rid of, and it finds lodgment somewhere and creates dangerous tumors. The excessive forming of albumen, or its diversion from other purpose of use, is one of the attendant circumstances, if not the cause, of the serious disorder known

as "Bright's disease." These are a few of the examples of a disordered operation of the laboratory which renews and maintains the body, and the question may well arise whether or not some of these disorders are caused by the inappropriateness or other unfitness of the food supplied.

The medical man seldom sees a case of sickness until it becomes serious, and he has no opportunity to do more than speculate upon the cause of the disease. The circumstances of its causation are often so remote as to be out of his reach, and the necessity for combating the disease is so urgent as to occupy all the time he can give to it. These facts seem to emphasize the necessity for a thorough and systematic study of the operations of various articles of food upon the human body.

The wonderful laboratory of nutrition embraces machinery for pulverizing or crushing the food and for the mixing with it of a natural yeast or ferment which rapidly assists its decomposition into all the material into which it can be separated. Then are selected from the whole such articles and such proportions of each article as may be necessary, and the remainder is rejected. But suppose something which is necessary has not been supplied; what then? Suppose this article has been continuously lacking; might not the consequences become serious? Might not Nature attempt to supplement the lack with something else less suited to the purpose or not suited to it at all?

Nature's chief remedies are food and rest and an active effort to get rid of any poisonous or injurious substance that gets into the body. Some sorts of food supply bone, others muscle, others nerve substance, others fat and the material of heat. Not every human constitution is alike. There are many differences, requiring different treatment in nourishing the body. Would it not be well to know a great deal about this matter? If a knowledge of medicine is important enough to demand a lifetime study by vast numbers of able men, is not the science of nourishment and dietetics of enormously more importance?

How to Succeed in the Millinery Business.

The milliner who has established in business and wishes to attain success must, like every business man or woman of to-day, be wide-awake and ever on the lookout and observing.

She must also have a goodly amount of patience and perseverance. Yes, patience. Who would have better occasion to cultivate that virtue than a poor milliner? A gentleman once remarked to writer, having witnessed the process of a sale made by her: "If anybody has the opportunity to make practical preparations to be an angel in heaven, you have."

But never mind if it does seem discouraging at times. There are bright sides, too. We must never grow weary. No matter how hard the task, how trying the customer (which, by the way, being women, they all are more or less),

keep up good cheer. The bright milliner must also forever have an eye on the caprices and notions of Fashion, that fickle dame by whose rule supreme we are all governed, and to whose notions we are subject.

How often we have found to our dismay and probable loss, when just having put in a lot of goods that seemed just the thing for the season, that we made a mistake. "There is something new just out." And we thought we had the latest!

We can, therefore, never practice too much care in buying, especially so in anything outside of staples. Neither be slow in getting in the latest novelties.

You must be ever ready to present something really new; if you can make it a creation of your own, all the better.

Display whatever you have, no matter how small the stock, in an attractive, fascinating way; and give especial attention to your windows.

Never fear that you may lose anything in that direction because what you expose thus suffers from light and air. It will all come back to you, though in another form, later—even if you must sell the lot that was in the window a little cheaper.

But by all means avoid crowding your windows. By having too much in them you fail to reach the desired result. It looks cheap and tends to give passers-by the idea that you handle only a cheap grade of goods.

Whatever you do, be honest with your customers. Tell them exactly what they are getting for their money. Never tell them, even if you could make a more profitable sale at the time being, that they are getting silk velvet when you know it is velveteen; nor tell them a hat is becoming when it is evidently not, just because they do not know any better. Some one will surely tell them of their mistake in buying, and you have lost a customer. Let your word always be reliable and greet and treat your customers so they feel at home and perfectly at ease with you. You will be delighted to see how willingly they "come again" and how readily your advice and suggestions are accepted.

Have you ever noticed the difference in a hat nicely finished and one that is not? The one looks like the representative of a respectable, flourishing business—the other, well, it does not. Yes, we ought to pay particular attention to that, and take pride in having our hats the perfection of workmanship inside, and a creation of artistic beauty on the outside. No hat ought to be allowed to go out of our hands without our advertisement neatly displayed on a nice little crown tip, now so much in use. They are inexpensive and add considerably to make the finish just right. Indeed, a hat without one would suggest that the establishment it came from is not quite "up to date."

It will be well to keep in touch with business in general and to be informed of what others are doing. It is easy to do so by reading, not only magazines of fashion and millinery, but some journal devoted to business interests, something that offers new ideas, new suggestions in conducting business. You may always find something that would be applicable to your own.

MISS N. S. MERTON.

Bicycles

Use of Wood in Rims and Handle Bars.

Two years ago, when wooden rims first came into something like general use, they were regarded with doubt by many people, who feared that they would not prove as strong as steel, and that year a considerable number of steel rims were used. But the wooden rim soon swept the field, and to-day a new wheel with a steel rim is rare indeed. Wood has been found more elastic than steel, and, though a wooden rim will split from the force of a violent collision, repeated trials have shown that it will spring back unharmed from the effects of an impact that would cause serious injury to steel and make the resources of a repair shop needful. Wooden rims are made in different ways—some of a single piece bent into a circle, others being laminated, or "built up" of layers of wood—but there is nothing more improbable than that a return to the use of steel rims will ever occur. Last year the use of wooden guards over the rear wheels and chains of women's bicycles was adopted, and their gracefulness and pretty effect at once won for them a high degree of favor. Now they are to be seen on almost all the wheels made for the gentler sex, being in some cases enamelled in white or some color. One or two of the manufacturers cling to the use of steel for this purpose, and one that adopted aluminum last year adheres to it this year; but wood seems bound to be used as generally for this purpose as for rims. This year the wooden handle-bar has made its appearance, and it is a question whether the experience of the wood rim is to be repeated. Handle-bars of wood have been little used thus far, but the season is young yet. No one who has seen them can deny their graceful and comely appearance. Hickory wood is used, and by a process of steaming it can readily be bent into any shape. These handles seem to be as light as steel, and as they are more elastic it is said that the vibration of the wheel is less felt by the hands and arms. Probably it is too early to make any positive statement on that point. The wooden handle-bar can be made adjustable as well as the steel one. It certainly will not rust, and it would be a simple thing to give it a coat of shellac now and then. A good many people will watch with interest to note whether wood becomes as universally used for handle-bars as for the rims of wheels.

New Industries Resulting from the Use of the Bicycle.

From the Chicago Dry Goods Reporter.

So closely are the commercial interests of the world allied with the occupations and pastimes of the people that one may judge very correctly of what the world is doing by observing what is on sale in the dry goods stores. Every occupation creates a demand for certain apparel. That the world reflects its pastimes and sports no less than its labor is most clearly illustrated by the new industries that have sprung into existence since the advent of the bicycle.

Casual observation will to-day disclose dozens of articles on the market the origin of which is due directly to the bicycle fad, and in many of the lines of goods the demand for which did not originate with bicycling sales have been so materially increased as to place them, too, under the general head of special bicycle articles.

The sale of bicycle suits alone is no small item in the trade. Hardly a cloak and suit manufacturer in the country but is showing a line of ladies' bicycle suits and in the same proportion are the manufacturers of men's wear making special garments for the wheel.

All riders are realizing more and more that a becoming costume is a necessity not to be overlooked by those who would mount the iron steeds with grace. The fashioning of such a costume is beyond the average dressmaker or tailor and the home-made article is a sad travesty on the original conception. In consequence the manufacturer of ready-made suits has virtually no competition save from custom-makers, whose prices are far too high to catch the trade of the masses.

Besides the large industry of suit-making a strong demand for an entirely new class of hosiery has been created. Bicycle hose of various kinds are now a necessary part of all well-assorted hosiery stocks. Woolen sweaters for both men and women, while not especially designed for bicyclists, have been adopted by them and thus a large and profitable business in these articles has grown from one of small importance, the sales on sweaters outside of those bought for bicycling being of small consequence compared with the numbers sold for that purpose. In addition to the hosiery and the sweaters the knit goods industry has profited by the increased demand for ladies' tights, for knitted caps of various kinds and belts and gloves.

The boot and shoe manufacturer, if he is up-to-date, must include in his lines footgear for cycling. The market now affords bicycle boots, shoes of high and low cut, sandals and even cycling slippers.

The sales of ladies' shirtwaists have been immeasurably increased by this sport, and negligee shirts for men, popularized by the bicycle rider, have become the every-day summer attire for business as well.

Millinery departments come in for their share of patronage, as unlimited varieties of hats and caps have been designed to meet the requirements of the bicyclists. Hatmakers for men do not fail to include in their list of novelties each season something pleasing for this class of customers.

In addition to these articles of dress, which may be classed under the head of necessities, there are the various accessories, as veils, gloves, gaiters, leggings, belts, pocketbooks, chatelaines, portable satchels and bags, lunch baskets, drinking cups, storm capes, etc., each and every one of which possesses some feature by which it shall appeal to the bicyclist.

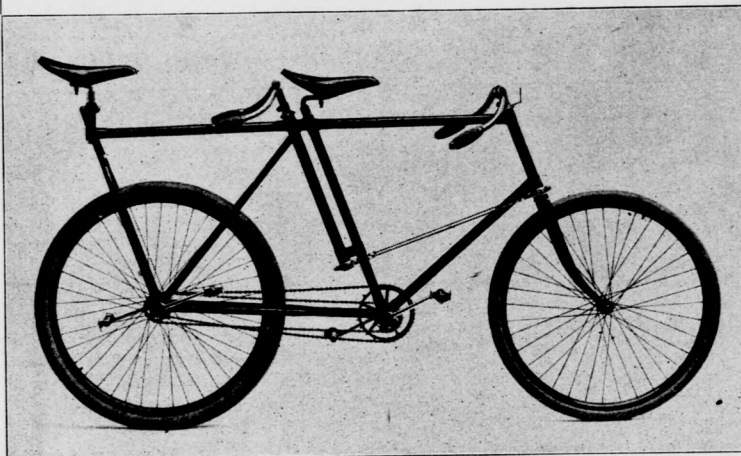
Thus every manufacturer who is not making the wheel is attempting to get in line by making some part of the bicyclist costume. So important an item has the bicycle become in the program of the world's doings that a new order of dress and accessories has been evolved.

It will be of interest to people going abroad and taking their wheels with them to know that the steamship lines charge \$2.50 for the transportation of a wheel, and that it is necessary to have it crated, as bicycles are sent down into the hold along with other bulky baggage. The crating will cost \$1, and will be done at any bicycle repair shop. The same crate can be used on the return trip, but of course there will be a small charge for storing it on the other side during the trip. The simplest way is to ride your wheel to the repair shop where the crating is to be done and have it taken from there directly to the steamship, and on the return trip to send the bicycle again to the repair shop, where the crate will be removed and the machine put in proper shape for immediate use.

Detroit Rubber Stamp Co.

99 Griswold St., Detroit.

THE TALLY-HO TANDEM



Made by the only exclusive Tandem Manufacturer in the World.

TANDEM TRUTHS.

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

THE TALLY-HO TANDEM CO.

TOLEDO, O.

Monarch

King of Bicycles

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

FOUR STYLES

\$80.

and

\$100.



FOUR STYLES.

\$80.

and

\$100.

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

Monarch Cycle Mfg. Co.,

Lake, Halsted and Fulton Sts.,

CHICAGO.

GEO. HILSENDEGEN, Agent for Michigan,

310 Woodward Ave., Detroit.

ADAMS & HART, Agents,

Grand Rapids.

ART OF SELLING.

Hints on the Essential Qualifications of Salesmen.

It is not every man who can make a good salesperson. It requires a certain knack which is innate and cannot be acquired. First of all, one must like the vocation if he intends following it. Without this you will lose a great deal of time, valuable both to yourself and your employer. Some take positions in shops through inclination, others through force of circumstances. But when one enjoys a position back of a counter he can always make a success of it.

"Patience, perseverance and ambition" must be the watchwords of every salesperson. These are indispensable qualifications.

Patience to an unlimited extent is absolutely necessary, for without patience no clerk will make a successful salesman.

Perseverance is another attribute much needed in the make-up of a good salesman. But this is often overdone by clerks making the error of supposing that a constant digging at a customer effects the sale.

As to ambition, I would not give much for the future of any young man who could be satisfied always with the position he holds, however good it be.

He neither benefits himself nor his employers. This is the greatest mistake a salesman makes. The moment he feels he has attained his aspirations, that moment he has exhausted his usefulness to his house.

He should strive to gather the knowledge and workings of all stocks, though he be confined to one department. He should strive, first of all, to work through the different grades until he is at the head of his special line. He should learn to obey, not because he must, but because he ought to. One who cannot obey cannot command. He will be unfit even to assume the charge of his stock, should opportunities ever give him the chance. He must act, in carrying out his instructions, with the expectation that some day he will have a place of business of his own and he must learn to run it successfully.

Bear in mind that seven-eighths of the employers of to-day started in life at the foot of the ladder and only attained what they now have through harder work than is needed of you. Be ever mindful of your employer's interests. If you are faithful in your duties to your employer, reward will surely follow. Sometimes it may be slow in coming, but it will certainly come.

It will always be necessary for some one to be given complete charge of the large establishments which exist to-day and will exist in the future. Why not you? It is worth trying for and if you combine the requisites mentioned, your chances are as good as the best.

The Question of Baggage.

When men go a-touring on wheels it is not a difficult thing for them to carry sufficient luggage to last for two or three days, or even longer, and, by shipping a valise from one point to another at which they will arrive three or four days later, they can make their journey without discomfort. The same thing is true when a man and his wife go on an extended trip together.

But in the case of two or three women who propose to go on a tour without a male escort the problem is considerably more difficult, at least if they ride drop-frame bicycles. On a diamond-frame wheel a bag made to fit in the

diamond—the bag can be bought at any supply store for \$2 or \$3—if carefully packed, will hold a good many things, but on a drop-frame there is no possibility of carrying such a portmanteau. A woman, then, is limited to such luggage as she can attach to the handle-bar of her machine, which, obviously, is not very much. Is there not room here for the inventive faculties of some genius to have play? Cannot a portmanteau be devised for women's wheels that can be carried comfortably and that will not present an ungainly appearance? There will be a growing demand for it as the interest in wheeling tours increases.

Bank Notes.

Caiphas Dill has just paid the City Bank of Dowagiac over \$700, as the result of a lawsuit that has been in the courts over thirteen years. The bank sued Dill originally for \$50 due on a note. The case has been tried once in the justice court, three times in the circuit and reviewed twice by the Supreme Court. The original note, with interest, has increased to \$100, and Mr. Dill had to pay all the costs, \$600 more, for the pleasures of litigation.

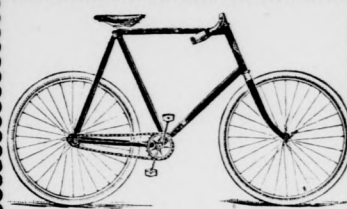
The Winnipeg Bankers' Association has decided that in future the members will make a monthly charge for operating the accounts of customers who only keep small balances at their credit, issue numerous checks, and whose accounts are otherwise unprofitable. The theory is that "a banker must, of course, be the best judge as to the profitability, or otherwise, of an account, and if nothing is being made he is entitled, like any other trustee, to payment for the risk, expense and trouble he is at in taking care of one's money."

W. S. Witham, of Atlanta, is probably interested in more banks as a director than any other man in the country. He has organized a chain of twenty-one banks in Georgia and is President of about a dozen of them. None have paid less than 8 per cent. in dividends within a year after opening business, besides putting aside a surplus, while one, the bank of Senoia, has paid 16 per cent. Several average 10 per cent. annually. Within the last year he opened eight new banks. The capital represented by the twenty-one Georgia banks above mentioned is nearly \$500,000.

A bill has been introduced in the Iowa Legislature providing that any person, firm or corporation engaged in the business of transferring money from one place to another by checks, drafts, orders, etc.—without the actual transference of the currency—shall be subjected to the banking laws of the State, and shall be required to maintain, in every county where this business is carried on, a deposit of at least \$5,000, which shall be subject to taxation. Ohio bankers are preparing to introduce a similar bill. The express companies announce that if the bill passes in Iowa all money order business will be discontinued.

Seems Practicable.

It would seem as though the carrying of a line of hosiery in connection with shoes ought to be in general use. Indeed, the wonder is that they are not more often combined than is the case at present. The two being so intimately connected, it would seem a natural thing to purchase both articles of footwear at one place, thereby effecting a saving of time. Although these are not usually carried by the same house, the novelty of it would soon wear off and it would be quite as customary to purchase hosiery at the same store shoes are bought as was formerly the reverse order of things.



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 \$40 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.

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.

LYNCH.....
BAKING POWDER

A strictly Pure Phosphate Powder, guaranteed to meet the requirements of the Pure Food Laws. See quotations in Grocery Price Current.

Daniel Lynch,

Sole Manufacturer,

Grand Rapids, Mich.

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.

WALTER BAKER & CO., LIMITED.

The Largest Manufacturers

PURE, HIGH GRADE

COCOAS AND
CHOCOLATES

on this continent,
have received

HIGHEST AWARDS

from the great

Industrial and Food

EXPOSITIONS

IN

Europe and America.

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

SOLD BY GROCERS EVERYWHERE.

Walter Baker & Co. Ltd. Dorchester, Mass.

Around the State

Movements of Merchants.

Deckerville—Geo. F. Boice has sold his furniture business to C. K. Bishop.

Hancock—Richard Erickson succeeds Erickson & Nyland in the bakery business.

Hastings—Geo. Landis succeeds F. G. Beamer & Co. in the grocery business.

Bessemer—The Bessemer Supply Co. succeeds R. J. Bawden, Jr., in general trade.

Vriesland—Christian Den Herder succeeds Den Herder & Tanis in general trade.

Middleville—Dr. Nelson Abbott succeeds A. Hanlon & Son in the drug business.

Traverse City—Courville Bros. & Co. succeed Courville Bros. in the grocery business.

Bellevue—Alvah Daugherty succeeds J. L. Hoyt in the bakery and restaurant business.

Wacousta—M. P. Beach, general dealer at this place, has removed to Mulliken.

Kalamazoo—A. E. Knight has removed his jewelry stock from Nashville to this place.

Springport—Doak & Orrison have purchased the dry goods stock of Caster, Bement & Co.

Grand Ledge—E. J. Pratt & Co. succeed B. S. Pratt & Son in the book and jewelry business.

Kalamazoo—Ely & Morley—not Fly & Morley—succeed Hugh Beggs in the grocery business.

Mt. Pleasant—Oscar T. Girardin has removed his grocery and boot and shoe stock to Brinton.

Manistee—John A. Johnson, Jr., has opened a flour and feed and seed store at 416 River street.

Jackson—The Warner Hardware Co. has purchased the hardware stock of Herrick & Comstock.

Caledonia—Hale & Shisler, meat dealers, have dissolved, M. R. Shisler continuing the business.

Manistee—L. Franck continues the general store business formerly conducted by Franck & Wesson.

Marine City—McElroy, Lang & Newton succeed McElroy, Lang & Letich in the drug and book business.

Kalamazoo—J. G. Philips has purchased the grocery stock of J. H. Rannau and will continue the business.

Detroit—The style of the Hodgson & Howard Co., hardware dealers, has been changed to Hodgson, Howard & Marks.

Jasper—DeLano & Van Dusen have sold their dry goods and grocery stock to Burt & DeLand, who take possession April 1.

South Frankfort—William Thomas & Co., grocers and furniture dealers, have dissolved, Wm. R. Thomas succeeding.

Munising—Bissell & Stebbins, the new hardware firm, are now in good shape for business. They want catalogues, etc.

Shelby—Geo. Eddy will not open a drug store in Shelby, as was expected, having sold his stock of drugs to Dr. Chamberlain, of Ferry.

Shelby—J. A. Harrison has sold his agricultural implements and wagon and carriage business to John C. Munson, who has formed a partnership with N. W. Barker and the two will consolidate under the firm name of Barker & Munson.

Sault Ste. Marie—It is reported that the Ferguson Hardware Co., which recently sold its stock here, contemplates locating at Menominee.

Albion—Fred Culver has purchased his brother Frank's interest in the grocery firm of Culver & Espie and will manage the business in the future.

Traverse City—Allor Bros. have sold their meat market on East Front street to M. Coin and J. D. Mook, who will continue the business at the same location.

Hart—Frank Cleveland, of Muskegon, has purchased the Sanford & Waller dry goods and grocery stock. Mr. Cleveland will move his family here at once.

Yale—T. H. Parkinson succeeds the former general firm of Cavanaugh & Parkinson, instead of W. A. Cavanaugh, as stated in the Tradesman of last week.

Marquette—The Emmons Bros. Hardware Co. will move to Ishpeming. This offsets the action of Jochin Hardware Co., of Ishpeming, in opening a branch at Marquette.

Albion—The Richter Co., which has been running a grocery store on South Superior street for some time, has decided to open a dry goods store in the Warner building.

Marshall—The R. Butler grocery stock, which was taken on foreclosure by the First National Bank, was sold at public sale March 21 to John Powell. The consideration was \$1,200.

Big Rapids—Kimberly & Walker, who have been conducting a grocery in this city the past four months, have concluded the field is too limited for them and will next month move their stock to Niles.

Brinton—G. H. Middlesworth will shortly remove his general stock to Weidman. The building thus vacated, the "old red store," will be occupied by Oscar Gerardin with a new stock of general merchandise.

Fremont—K. E. Vander Linde recently lost his household effects through the destruction of his residence by fire. The loss was a serious one, as it included the family clothing, as well as the furniture and household utensils.

Wayland—W. B. Hooker has purchased the interest of his partner, E. E. Whitmore in the hardware stock of Hooker & Whitmore and will hereafter conduct the business at the old stand. Mr. Whitmore will remain with Mr. Hooker.

Sault Ste. Marie—W. F. Mitchell is now installed as manager for P. M. Church & Co. Mr. Mitchell is an old hardware man, having been connected with White, Packard & Co., Marquette, for several years until they consolidated with the Manhard-Jopling Co., Ltd., three years ago.

Detroit—The trial of the case of the Government against George W. Perry, of North Branch, charged with using the mails to defraud, which was concluded in the United States District Court here Monday, attracted much attention, on account of the unusual features involved. Perry was in the hardware business in North Branch a year or two ago. He was given a fair rating in Dun's and Bradstreet's reports. Nearly a year ago he failed in business, but Dun's reports continued to give him a fair rating. The Government claims that Perry took advantage of this continued rating and, using his old bill-heads, solicited business from several large bicycle concerns in Chicago, Boston, New York, Buffalo and other cities. In

these letters, it is asserted, he referred to his financial rating in Dun's commercial reports. The firms he wrote to made no personal investigation of Perry's financial responsibility but sent him a quantity of bicycles, for which he failed to pay. Later some of the firms became suspicious and looked up Perry's assets. They found that he was financially irresponsible and brought the matter to the attention of the federal authorities, who caused his arrest on the ground that, knowing he was insolvent, Perry ordered the bicycles and carriages for the purposes of defrauding the firms with whom he dealt. Mr. Perry denied having any such intention. He claimed that he used some of the money collected from the sale of the bicycles to buy food and medicine with for his sick wife and himself. District Attorney Lyon and Assistant District Attorney Wilkins sought to prevent the introduction of such testimony, on the ground that it was extraneous to the question at issue, but the court admitted it because he said it had a bearing on the question of intent. The jury brought in a verdict of acquittal after deliberating three-quarters of an hour.

Escanaba—Some time ago a new telephone company was started at Escanaba, and as the rates were about half those of the Bell corporation, and the citizens were tired of the service the latter was giving, everyone threw out the old phones and subscribed to the new company. Now, the Bell, after several months, is trying to re-establish an exchange, but the people are satisfied with their present service, and it is not probable that many of them will be allured by the exceedingly low rates offered by the Bell company.

Dowagiac—The grocery store of Baits & Ritter was wrecked Sunday afternoon by an explosion of gunpowder. It seems that a fire had started close by a chimney, near which stood a 25-pound can of powder, which soon ignited and exploded with terrific force. The building was badly shattered, portions of the front being blown a distance of 100 feet, and several pedestrians narrowly escaped serious injury, if not instant death. The store buildings on either side were materially injured and window glass across the street was broken. The loss on the grocery stock is nearly total, the counters and fixtures, as well as stock, being destroyed. The total loss is estimated at about \$1,000.

Manufacturing Matters.

Climax—Eli Wise has sold his milling business to Evans & Devitt.

Morgan—C. J. Munton succeeds C. J. Munton & Co. in the elevator business.

Detroit—Peck & Van Liew succeed Van Liew & Co. in the manufacture of baking powder.

Jasper—DeLano & Van Dusen have rented the Low & Maybee roller mill and sawmill for six months.

Holland—The Scott & Luggers Lumber Co. succeeds A. P. (Mrs. B. L.) Scott in the lumber business at this place. This company is also proprietor of the Phoenix Planing Mill Co.

Marquette—All is activity around the harbor, preparing for the early opening of navigation. The D., S. S. & A. Railway is repairing the ore docks as well as ore cars and will be ready to haul ore from the range in thirty days.

Alma—The firm of Tinker & Lancashire, manufacturers of sash, doors, blinds and building material, has been dissolved. A new firm has been formed

to continue the business, composed of S. W. Tinker and Edward Hannah.

Detroit—The Hawkins Steel Co., Limited, has been incorporated with a capital stock of \$100,000, held by Frederick W. Hawkins, 600 shares; Charles P. Larned, Lester E. Larned, Bertram C. Whitney and Robert N. Atkinson, 100 shares each.

Marquette—The snow is nearly all gone in the towns in the Lake Superior country. Camps are breaking up. The weather is fine and everything points to an early spring. Lumbermen have had an ideal winter and are happy except in the prices of lumber.

Alpena—The Gilchrist sawmill started last Thursday with a day force, and this week a night force is put on and the mill operated day and night. The mill is cutting hardwood—maple, birch and oak. Much of this lumber will be shipped in the rough to Cleveland.

Grand Haven—A. DeKubber, formerly with the Widdicomb Furniture Co., and later manager of the Valley Furniture Co. here, has purchased an interest in the Grand Haven Furniture Co. and will act as superintendent. He has already taken charge of the factory.

Lake Linden—The new stack of the Calumet & Hecla stamp mill is an immense affair. It is 255 feet high and 16 feet in diameter, built of heavy boiler iron. The inside is bricked and, when completed, the Lake Linden brass band of sixteen pieces gave an open air concert from the top of the stack.

Detroit—The Michigan Carbonide Co. and the Michigan Acetylene Gas Co., distinct corporations, have been formed with a capital stock in each case of \$7,500. The stockholders in both concerns are E. Y. Church, A. S. Smythe, George F. Wilson, T. W. Luce, C. E. Judson, F. B. Luce and J. W. Van Cleve.

Manistee—The friends of R. G. Peters have been more than gratified at the showing made by the estate the past year. A clear balance in the treasury of over \$200,000, with \$225,000 paid in dividends during the year, makes assurance doubly sure that before the end of 1896 every creditor will be paid dollar for dollar.

Marquette—Woodsmen are beginning to come out of camp along the D., S. S. & A. Railway. The trains are loaded every day—and so are the men. Plenty of men who have worked all winter will spend their earnings in a week and hang around until time to "go on the drive," then come in and spend what they earn there.

Houghton—Chicago parties are about to open the old Huron copper mine. This mine was a prominent one thirty years ago, but since the development of the Calumet & Hecla to the enormous extent that it has lately attained, the Huron had to suspend. There is plenty of copper there, and it needs only modern methods of mining to place it on a paying basis. The stamp mill will be located on Portage Lake, below the club house near Chassel.

Munising—The first whistle to blow at Munising was that of the Burtis sawmill. The mills of the Southerland-Innes Co. will soon be completed and will be ready for work by April 15. Burtis is busy at work on a new lumber dock; so is the Munising Railway Co. on a new merchandise dock, so when navigation opens there will be docks ready for boats to tie to. The Hunsleys, of the Soo, will put on the staunch steamer City of Grand Rapids to ply between the Soo and Marquette, stopping at all way ports.

Smoke the Dodge Club Cigar.

Grand Rapids Gossip

Alfred Schantz and Joseph Lemke, under the style of Schantz & Lemke, succeed A. Herrick in the flour and feed business at 210 East Bridge street.

The Wolverine Spice Co. is putting a new self-raising flour preparation on the market, called Biscuitine. Jos. Triel is introducing the goods to the attention of the city trade.

Geo. W. Turner, formerly connected with the W. T. Lamoreaux Co., but for the past two years book-keeper for Thos. E. Wykes & Co., has taken the position of office manager for Beach, Cook & Co.

B. H. King & Co., grocers at the corner of Fifth avenue and South Union streets, are succeeded by Wm. and Abraham Dobbelaar, who will continue the business at the same location under the style of Dobbelaar Bros.

Rev. W. A. Frye, the sensational Traverse City preacher whose residence was recently bedaubed with red paint, will be recalled by Grand Rapids people as the same man who took a prominent part in the street car strike here, several years ago, addressing the mob from an improvised platform in Campau Square and inciting the strikers to acts of violence. His incendiary utterances bore bitter fruit and more than one poor dupe had occasion to curse his luck for acting on the advice of the hot-headed preacher.

The attorney of a local manufacturer has written Food Commissioner Storrs, demanding a retraction of the analysis published in a recent issue of the Bulletin. The case is similar to that of Postum Cereal, in that the Commissioner exceeded the law in his anxiety to convince the consumer that he is paying too much for his food products. Unless an abject apology and an official retraction are forthcoming, it is understood that the Commissioner will be arrested on a capias on a charge of criminal libel.

Rumors are rife relative to further changes at the Grand Rapids Seating Co., consequent upon the election of S. Frost to the position of President. During the past week the book-keeper and stenographer have retired and Superintendent Crosby is reported to have handed in his resignation. This will leave the company without assistance of any particular experience in the manufacture of school furniture, and those familiar with the condition of things predict that S. W. Peregrine is quite likely to be recalled by President Frost to resume the management of the mechanical portion of the business.

Uncle John C. Christenson returned home last Thursday after a trip of ten weeks' duration through the chief cities and points of interest in the South. His first stopping place was Chattanooga, whence he proceeded to Jacksonville, Palm Beach, Tampa, Savannah, Charleston, Norfolk, Newport News and Washington, where he hobnobbed with Senator Burrows, Congressman Smith and other notables and grasped the hand of the Chief Executive. Mr. Christenson was accompanied by his wife, and as this is the first time he has been out of town for any length of time since he returned from the army, thirty-one years ago, he takes pleasure in referring to the jaunt as his "wedding trip."

The Musselman Grocer Co. is happy over the outcome of its suit against Sanford & Waller, of Hart. The firm sold its dry goods stock to one man and its grocery stock to another, leaving its creditors out in the cold. Acting on the assumption that the transfers were fraudulent, the Musselman Grocer Co. attached both stocks and, rather than stand trial, Sanford & Waller have settled the matter by turning the goods over to the Musselman Grocer Co., which has resold them to Frank Cleveland, formerly engaged in the grocery business at North Muskegon. The outcome of the litigation should serve as a warning to merchants that they cannot transfer their assets with a clear title when they are owing large amounts to their creditors.

The retirement of Fred H. Ball from the wholesale grocery house of the Ball-Barnhart-Putman Co. has given the penny-a-liners of the daily press an opportunity to indulge their penchant for sensationalism at the expense of other people's reputations, without regard to the truth of their utterances or the sting of their inferences. Mr. Ball found himself at variance with the President of the corporation and retired from the business, and his father is, naturally, greatly disappointed over the change, in view of the excellent training he has given his son to fit him for a position of responsibility. While the friends of Mr. O. A. Ball among the wholesale and retail trade—and they are legion—will deplore the increased responsibility thrown upon him at a time in life when men feel like laying down instead of taking on additional burdens, they realize that he is equal to the emergency and that the institution which he has given nearly twenty years of faithful service will never suffer so long as his hand remains at the helm.

The Grocery Market.

Provisions—Where there had been an exhibition of steadiness on the part of operators, who had supposed that bottom prices had been reached, it has given way to want of confidence and general depression. Contributing to this has been the dull condition of business abroad, where consumers figure upon supplies close to actual wants while investing on low prices. Competition of foreign meats has something to do with weak values in this country. Besides, all Europe is holding liberal stocks and will buy only as seeming bargains appear. In connection with this, to influence the lower range of prices prevailing, are the much larger receipts of hogs, exceeding those of last year, turning out especially more important quantities of lard.

Tea—The demand shows no perceptible improvement, the long period of depression which the general grocery trade has gone through having made buyers of tea, as well as of other staple articles, very conservative.

Currants—There is little doing in currants. Buyers are disinclined to take hold with any spirit, and the orders placed are individually small, and just sufficient to supply pressing wants.

Rice—The general conditions of the rice market are unchanged. The demand is still fairly good, and, on the whole, the business is satisfactory to holders. The larger mills, which were recently closed down temporarily, are again running, but there is no perceptible increase in stocks of cleaned goods in first hands. This would seem to indicate that the demand is about equal

to the supply. There is no material change anticipated in the near future, and it seems safe to predict a steady market for some time to come. Japan sorts come in for a liberal share of the business, and orders are being booked at full rates.

Canned Goods—The market continues very dull and buyers are taking goods only as imperative needs demand. There have been no important changes in values during the interval, but there is no disguising the fact that there are quite a number of articles on the list that are weak. In the way of future business some Maine and Eastern corn has been offered at about the opening price of last year, but we can hear of no transactions. In vegetables no changes of moment have occurred; tomatoes still remain weak; a slightly better feeling is shown in peas, owing to the fact that cheap varieties have been pretty well cleaned up. Asparagus is almost out of the market.

Oranges—Seedlings are being rapidly cleaned up, and prices on both Navels and Seedlings have advanced from 25@50c per box during the past ten days. Seventy-five per cent. of the fruit now coming forward from California runs to 126s and larger sizes, which causes the few 176s and 300s to be held at a premium. Foreign oranges will soon come in for more favorable recognition, to the satisfaction of brokers and importers.

Bananas—There is some very good fruit in local market this week and dealers report an increasing demand. Prices are reasonable, and it will soon be safe to forward by freight, as the cold weather is nearly over with. The prospects are good for a lively spring trade.

Lemons—Extremely low prices have, at last, started a brisk demand, which, probably, is speculative to a certain degree. It has had a tendency, however, to advance prices at the auctions, and we think one would be perfectly safe in taking in a fairly good supply at current prices. There are several large cargoes to be sold during the present week, and a majority of the wholesale fruit dealers will, probably, wire their brokers to purchase liberally. It would seem that a good profit would be the result, as with warm weather are sure to come a steady demand and higher prices.

Oysters—The regular season among local jobbers will close this week. Taken as a whole, it has not been a success and the surplus of profits is not large enough to prove very gratifying.

Dates—Are much firmer and have advanced ½c per pound.

Figs—Remain unchanged and prices are lower than they have been at this time of the year for a number of seasons past.

The February issue of the Bulletin of the Dairy and Food Commission is a decided improvement over its predecessors in that it contains about half as many pages and less than half as many analyses as previous issues. It is noticeable that the braggadocio spirit which has been manifested heretofore in these publications has almost entirely disappeared, owing, probably, to the fact that the Commissioner finds he is not half as big a man as he thought he was and that the people propose to hold him responsible for the mistakes he has made as the result of ignorance and bull-headedness.

Some merchants are too full of conceit to leave any room for tact.

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—The market this week is lower in consequence of large arrivals and no improvement to demand. There have been no particular features to the market for domestic varieties.

Butter—Fancy roll is a little weaker, the price having declined to 15@16c. Fair to choice dairy commands 13@14c.

Beets—25c per bu.

Cabbage—50@60c per doz. for home grown. Florida stock is now in market, commanding \$4 per crate of about 3 dozen heads.

Carrots—Southern grown, 50c per doz.

Celery—13c per doz. bunches.

Cider—15@18c per gal.; Crabapple, 20c.

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

Eggs—The market is a little stronger than it was the latter part of last week, when quotations went down to 9@9½c. Dealers now hold the price firm at 10c, with no indication of lower prices this week.

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

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

Lettuce—12½c per lb.

Onions—Home grown are in fair demand and ample supply, commanding 40@50c per bu. Bermudas command \$3 per crate.

Pop Corn—Rice, 3c per lb.

Potatoes—No change to note from last week.

Radishes—30c per doz. bunches.

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 \$1.50 per bbl. and \$1.60 per bu.

The Grain Market.

The past week was a repetition of the previous one as regards dulness in the wheat market. Prices closed the same as they opened one week ago. The large receipts in the Northwest do not let up and the exports from the Atlantic Coast were rather light, being only 1,500,000 bushels during the week, while the winter wheat receipts are merely nominal. The reason is there is not much back in first hands, and this fact probably accounts for the steadiness in prices. The weather, likewise, is not favorable for the growing crop. We need a good warm rain and fewer frosts, and this we may expect, as we are nearing the close of March. The visible decreased 785,000 bushels during the week, which is rather more than was anticipated. Had our exports been of the usual size the decrease would have been double. At present everything points to large exports as soon as navigation opens, which some think will be in ten days or two weeks, if the present weather continues.

Coarse grain is in about the same position as wheat. Dulness seems to be the order of the day and all that can be said is that prices of either have varied hardly ¼c during the week.

The receipts were: wheat, 27 cars; corn, 8 cars, and 6 cars of oats. This is somewhat below the usual amount, but I notice that Detroit received only 22 cars during the corresponding time. This goes to show there is but little wheat left in Michigan for milling purposes.

C. G. A. VOIGT.

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

Michigan Press Excursion to Mexico.

It was a very merry party that left Chicago Saturday, February 15, with the Michigan Press Association on its trip to Mardi Gras and Mexico. Fifty-three people filled the two Pullman hotel cars, the "Celtic" and the "President," in which they lived for the next twenty-four days. The route lay over the Illinois Central to New Orleans, which was reached the following evening.

Through the courtesy of Mayor Fitzpatrick and of Mr. Bursegeay, Secretary of the Mardi Gras for many years, arrangements had been made which enabled the Michigan people to see all the processions from a point of vantage. The crowd in the city was not as large, it was said, as in former years, but the parade eclipsed all former efforts in novelty and brilliancy. On Monday afternoon, Rex was escorted through the streets by a military guard culled from the best troops of the State. The Mystic Krewe of Proteus gave a magnificent illustration of "Dumb Society" in the parade on Monday evening. On Tuesday Rex appeared again, attended by a pageant having for its subject "The Constellations," and on Tuesday evening Comus fairly outdid all the others in representations of the "Seasons." The festival of Mardi Gras at New Orleans must be seen to be appreciated.

Every spare moment was utilized by the Michigan visitors in seeing the sights of the Crescent City. The weather was delightful, roses were in bloom, wraps during the day a superfluity.

On Wednesday morning the M. P. A. resumed its journey, traveling over the Southern Pacific through the garden of Louisiana, the far-famed Teche country—the "Evangeline" country. Many sugar plantations and sugar mills were noticed, each making a little village of its own. Cotton and rice fields are giving way to cabbage and radish farms, and truck gardening is fast becoming a leading industry. Water is plenty and the soil will produce everything that grows. A great future is in store for the country.

At San Antonio, Texas, reached Thursday morning, the party stopped for the day, and were entertained by the Business Men's Club. San Antonio is a beautiful city of 65,000 inhabitants, and is surrounded by hills which are fast becoming fashionable suburbs. It has an extensive electric railway system of over 60 miles, and its public buildings—notably the government and county buildings, and the city hall—are modern and handsome. It does the most extensive jobbing business in Texas, being the distributing point for the Western portion of the State and extending into Mexico. Fort Sam Houston, situated there, is the headquarters for the U. S. army of the Southwest. About 3,000 men (including clerks) have headquarters at the Fort, and Uncle Sam distributes something over \$1,000,000 annually from that point. The climate is delightful, and "lungers" find life there very pleasant. Flowers bloom every day in the year, and as the city is only 130 miles from the Gulf supply of vegetables and tropical fruits, the epicure can always find something to suit his palate. Hotel accommodations are said to be insufficient to supply the demand, and some enterprising Northerner could make a fortune by putting up a large first-class house.

Resuming travel Thursday night, no stops were made until the City of Mexico was reached Saturday night. The route lay over the Mexican International to Torreon (a typical Mexican town), thence over the Mexican Central to the City itself. At Agnas Calientes the party was joined by Mr. Reau Campbell, of Chicago, whose extensive knowledge of the country makes his Mexican excursions so profitable and enjoyable.

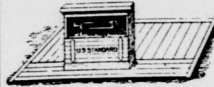
Some one says that on entering Mexico one may set his watch back 43 minutes—his calendar 300 years. Every sight is a strange one. Every mile is of interest. Views from the car windows make one think of pictures of the Holy Land, for there are the low flat-roofed houses of the natives, the flocks of sheep and goats on the hillsides, the

swarthy skinned natives in their white cotton garments. One cannot gather, even from most extensive reading, the kind of people and life he will see. Guide books tell of the wonderful scenery—and it is all there—but they scarcely hint of the curious sights, the strange people. Arts and industries are carried on with only the rudest of implements. Many plows used are crooked sticks. Wagons are clumsy boxes set on wheels made of solid pieces of wood. About a well may be seen women waiting their turn with water jars on head or shoulder, just as they waited at the well in Samaria, so long ago. Men wear the white cotton garments of the Far East and rude leather sandals on their naked feet. Over their shoulders they throw, in knightly fashion, their zerapes—blankets of the most brilliant colors imaginable. Women wear loose white cotton chemises, skirts of some brilliant color, and gray or brown reboses wrapped about head and shoulders. They are a remarkably clever people, considering how little they have to do with. And they are a remarkably happy people, considering their extreme poverty and the oppression of their Spanish conquerors. They are genuinely polite and very hospitable. A visitor is always welcomed heartily to their homes—whether it be a rich one or a poor one. The poor man's house is a mud or straw hut scarcely high enough for one to stand erect in. It has an earthen floor on which may be laid one or two mats made by the native himself from a kind of reed. In the corner is swung a hammock made of a mat and suspended by grass ropes. There the native babies are stowed away while the mother gets the meal. It is a very simple operation. Corn is soaked over night. Then a handful is put on a low inclined stone table and the woman rolls it with a stone roller. When it becomes meal she mixes it with water, pepper—plenty of pepper—and salt, spreads it out thin and it is ready to cook. Her cook stove consists of a small charcoal burner on which rests a saucer-shaped iron vessel. Into the boiling grease in this iron vessel she throws her thin cake, turns it over with her fingers several times—and the meal is ready. These cakes are called tortillas and constitute, with frejoles, the great bulk of the food of the native. The national drink is pulque, an intoxicant made from the juice of the maguey, a species of the century plant. It is sold for one to two cents per glass.

There is immense wealth among the Spanish inhabitants of Mexico and their homes are very beautiful. The outside may be very unpretentious, but the visitor who can find a way to get through the strongly barred outside door is delighted with his surroundings. He finds himself in a beautiful court, open to the sky, filled with blooming plants and flowers, adorned with rare statuary and ornamented with all that wealth can buy. The rooms opening from this court are furnished as handsomely as any in the world. And it is a very gracious senor or a very beautiful senora who assures him in pretty broken English that he is very welcome and that the house and all its belongings are his during his sojourn.

The Mexican customs are strange. Street car conductors blow horns at the intersection of streets. Armed and mounted police are everywhere. As night falls, the policeman wraps himself in his big double Spanish cloak, lights a lantern and places it in the middle of the street, then stations himself against the wall of some convenient building. Should his help or interference be needed, it is not necessary to hunt him up. All one has to do is to go out and pick up his lantern—he will put in an appearance the next moment.

There may be more interesting cities in the world than the City of Mexico, but it is doubtful. It has well been called the "Rome of America!" Everything that can be seen in any part of the country may be seen there. It has all the Mexican features, the cathedrals, the plazas, the Belems (prisons), the markets, the portales (columned



Scales!

Buy direct and save middlemen's profit. Write for prices and description before purchasing elsewhere. Scales tested and repaired. Satisfaction guaranteed.

GRAND RAPIDS SCALE WORKS,
39 & 41 S. Front St., Grand Rapids.

The Bradstreet Mercantile Agency

THE BRADSTREET COMPANY
Proprietors.

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

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

CHARLES F. CLARK, Pres.

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

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,

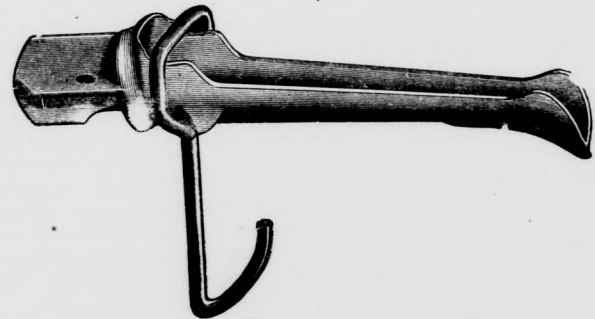
Manufacturers and Jobbers of

Pieced and Stamped Tinware.

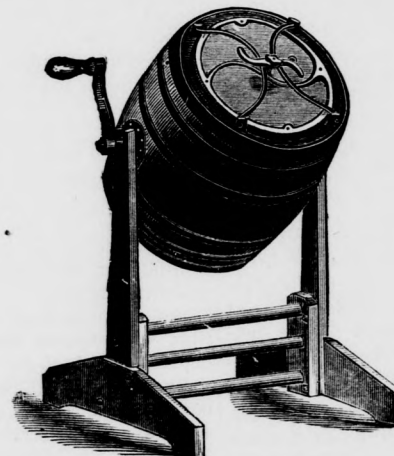
Dealers in Rags, Rubbers and Old Metal.

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.

archways), the panteons (cemeteries), shrines by the wayside, stone aqueducts which supply the city with water from the mountains, even "trees under which Cortez wept!" A Mexican town is poor indeed which cannot boast of at least one of these trees.

An immense amount of business is done in the great City. Nearly all jobbing in dry goods, clothing and hardware is controlled by foreigners. The wholesale grocery trade is in the hands of the natives and Spaniards. Very little trade is done with the United States, due principally to the fact that France, England, and Germany extend nine to twelve months' credit. Banking facilities are admirable, and when it is taken into consideration that Mexican money is equal to about half of United States money (the exchange varying between 180 and 185), the rate of interest charged, 10 to 15 per cent., is not at all exorbitant. Very little money is loaned on real estate security, on account of the difficulty in furnishing a good title. Unproductive and uninhabited real estate is not taxed, but there is very little of the latter.

Great wealth is locked up in the mountains of Mexico, where almost every mineral, from gold to lead, can be found. In many cases rich finds are owned by men too poor to work them. The rich men are simply waiting to starve these fellows out. "History repeats itself!" Near Guanajuato and Zacatecas are the rich silver mines, and immense reduction works are in full operation at these places. Coming into these cities from all directions may be seen thousands of donkeys and peons laden with bags containing the silver ore. They are accompanied by a mounted guard and mounted soldiers are stationed all along the route, for it is not an unfrequent occurrence for the trains to be waylaid and robbed of the treasure. A wooden cross marks the spot where the poor peon gives up his life, and that is all!

The climate, on the whole, is delightful. Because it is in the Far South, because it lies almost wholly within the tropics and near the equator, Mexico is supposed to be a warm country; the contrary is the case. The climate is claimed to be the most equable in the world; and the only difference between summer and winter is that in the summer it rains almost every day, while in winter there is scarcely a shower during the entire season. It is the extremely high altitude of nearly all the cities and towns of Mexico, except those near the coast, that gives them the delightful and healthful climate they possess. The rays of the tropic sun are tempered by cooling breezes blowing over snow-topped mountains.

Every kind of fruit, flower and vegetable flourishes in Mexico. Strawberries may be picked every day of the year at Irapuato. Oranges raised in Mexico are as good as any in the world. Almost every plaza in the Republic shows the orange in bud, flower and fruit on the same tree. Immense quantities of fruits and vegetables are consumed in the cities, and it is one of the sights of the country to see the men, women and donkeys coming to town with the vegetables piled upon their backs. A toll is required of these vegetable venders when they reach the city gates. Sugar cane, corn and grain are raised by the thousands of acres. Four crops of corn may be raised on the same piece of ground each year.

In the lower altitudes there are immense banana orchards, and the coconut palm flourishes. A coming industry is that of coffee raising. Already the most of the land suitable for coffee culture has been bought up, and capitalists are ready to boom the industry. It is claimed that the Oaxaca coffee has no superior, but is equal to the best Java or Mocha, and much better than the Venezuelan and Brazilian coffees in flavor. There is a good deal of lottery in buying coffee lands. A man may buy land in a good coffee district and adjoining a plantation where first-class coffee is already growing, and yet his land may not grow coffee profitably. The exact qualities of soil and location

necessary to the successful growth of good coffee are not yet accurately determined. Plants begin to bear when they are three years old. There is but one crop a year, and each tree yields from two to seven pounds. The life of the plants is of variable duration. In favorable localities they last as long as an apple orchard; in others, about the same as a peach orchard—from ten to twelve years.

The question is often asked American residents of Mexico, "Would you advise a young man to come here to go into business?" Invariably the answer was, "Yes, provided he has the means to allow him to do nothing for a year or two. During that time, let him study Mexican business methods, and then, if he wants to go in for himself, there is no reason why he should not become a rich man in much less time than it would take him in the United States."

While in Mexico the Michigan editors owned the country. President Diaz tendered them a reception—a most unusual honor. The different railroads were especially courteous, and placed engines and private cars at the disposal of the Association. The Mexican Southern tendered special cars, and took some of the party to Oaxaca, the most southerly town in North America reached by railroad. This road has a splendid passenger equipment, and runs through a country wildly picturesque where primitive Mexico may be seen as nowhere else. The Mexican International Railroad took the party down to Vera Cruz, a distance of 265 miles from the capital. The road cost \$130,000,000 and is one of the most difficult feats of engineering in the world. The scenery is magnificent. At one point an elevation of over 9,000 feet is reached, and in dropping from that to the level of Vera Cruz, the traveler sees the vegetation of all the zones.

One has but to visit Mexico to see a whole world in itself. There is every variety of climate. Extreme poverty and extreme wealth jostle each other in the street. All degrees of civilization may be met with in an hour's walk in any of the great cities. It is a land of marvelously beautiful ruins, of handsome modern buildings. A great statesman is at its head. There is everything to study, to interest, to bewilder. "Endowed to profusion with every gift that men can desire or envy," it is destined to take its place among the great nations of the world. I. N. C.

The Hardware Market.

General trade remains about stationary. There is no special revival in the majority of lines. Orders for spring goods are coming in quite freely, but there is no disposition to buy beyond immediate requirements. Prices in general remain stationary, manufacturers not being willing to reduce prices in order to increase sales. With the retail trade the question of a cut price has but little effect, as they deem it the wisest way to restrict their purchases as far as possible.

Wire Nails—The advance made March 1 is firmly held and there is no report of any one's cutting prices. The rumor of another advance of 10c a keg is still in the air, but the writer hardly believes it will take place. We would not advise overbuying at the present time, although it is believed that present prices will be maintained until June 1.

Barbed Wire—As the present price is as low as a year ago, it is quite probable that no lower figures will be made for this spring's business.

Carriage Bolts—The manufacturers of this line of goods had several consultations and an advance of from 10 to 20 per cent. has been determined upon. The advance has not been, as yet, adopted by the jobbers, but before another week rolls by it will, no doubt, be in full force.

Miscellaneous—Orders for fall wants in sheet iron, axes and crosscut saws are being solicited and many are placing them. Prices are as low as a year ago and in some goods are a trifle less.

Hardware Price Current.

AUGURS AND BITS	
Snell's.....	70
Jennings', genuine.....	25&10
Jennings', imitation.....	60&10
AXES	
First Quality, S. B. Bronze.....	5 50
First Quality, D. B. Bronze.....	9 50
First Quality, S. B. S. Steel.....	6 25
First Quality, D. B. Steel.....	10 25
BARROWS	
Railroad.....	\$12 00 14 00
Garden.....	net 30 00
BOLTS	
Stove.....	60
Carriage new list.....	65
Plow.....	40&10
BUCKETS	
Well, plain.....	\$ 3 25
BUTTS, CAST	
Cast Loose Pin, figured.....	70
Wrought Narrow.....	75&10
BLOCKS	
Ordinary Tackle.....	70
CROW BARS	
Cast Steel.....	per lb 4
CAPS	
Ely's 1-10.....	per m 65
Hick's C. F.....	per m 55
G. D.....	per m 35
Musket.....	per m 60
CARTRIDGES	
Rim Fire.....	50& 5
Central Fire.....	25& 5
CHISELS	
Socket Firmer.....	80
Socket Framing.....	80
Socket Corner.....	80
Socket Slicks.....	80
DRILLS	
Morse's Bit Stocks.....	60
Taper and Straight Shank.....	50& 5
Morse's Taper Shank.....	50& 5
ELBOWS	
Com. 4 piece, 6 in.....	doz. net 60
Corrugated.....	dis 50
Adjustable.....	dis 40&10
EXPANSIVE BITS	
Clark's small, \$18; large, \$26.....	50&10
Ives', 1, \$18; 2, \$24; 3, \$30.....	25
FILES—New List	
New American.....	70&10
Nicholson's.....	70
Heller's Horse Rasps.....	60&10
GALVANIZED IRON	
Nos. 16 to 20; 22 and 24; 25 and 26; 27.....	28
List 12 13 14 15 16.....	17
Discount, 70-10.....	
GAUGES	
Stanley Rule and Level Co.'s.....	60&16
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 and 6.....	75
7 and 6.....	75
4.....	90
3.....	1 20
2.....	1 60
Fine 3.....	1 60
Case 10.....	65
Case 8.....	75
Case 6.....	90
Finish 10.....	90
Finish 8.....	10
Finish 6.....	70
Clinch 10.....	80
Clinch 8.....	90
Clinch 6.....	90
Barrel 3/4.....	1 75
PLANES	
Ohio Tool Co.'s, fa. cy.....	@50
Sciota Bench.....	60&10
Sandusky Tool Co.'s, fa. cy.....	@50
Bench, first quality.....	@50
Stanley Rule and Level Co.'s wood.....	60
PANS	
Fry, Acme.....	60&10
Common, polished.....	70& 5
RIVETS	
Iron and Tinned.....	60
Copper Rivets and Burs.....	50&10
PATENT PLANISHED IRON	
"A" Wood's patent planished, Nos. 24 to 27 10 20	
"B" Wood's patent planished, Nos. 25 to 27 9 20	
Broken packages 1/2c per pound extra.	
HAMMERS	
Maydole & Co.'s, new list.....	dis 33 1/2
Kip's.....	dis 25
Yerkes & Plumb's.....	dis 40&10
Mason's Solid Cast Steel.....	30c list 70
Blacksmith's Solid Cast Steel Hand 30c list 40&10	

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

HOLLOW WARE
Pots..... 60&10
Kettles..... 60&10
Spiders..... 60&10

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

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

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

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

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

SHEET IRON
com. smooth. com.
Nos. 10 to 14..... \$3 30 \$2 40
Nos. 15 to 17..... 3 30 2 40
Nos. 18 to 21..... 3 45 2 60
Nos. 22 to 24..... 3 55 2 70
Nos. 25 to 26..... 3 70 2 80
No. 27..... 3 80 2 90
All sheets No. 18 and lighter; over 30 inches wide not less than 2-10 extra.

SAND PAPER
List acct. 19, '89..... dis 50

SASH WEIGHTS
Solid Eyes..... per ton 20 00

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..... 50
Barbed Fence, galvanized..... 2 25
Barbed Fence, painted..... 1 90

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

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

MISCELLANEOUS
Bird Cages..... 50
Pumps, Clistern..... 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 15
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 10
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, All way 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..... 9

RUBBER STAMPS
SEALS AND STENCILS
WILL J. WEILER MUSKOGON MICH.

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.

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



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.

ADVERTISING RATES ON APPLICATION.

Communications invited from practical business men. Correspondents must give their full names and addresses, not necessarily for publication, but as a guarantee of good faith. Subscribers may have the mailing address of their papers changed as often as desired. No paper discontinued, except at the option of the proprietor, until all arrears are paid. Sample copies sent free to any address.

Entered at the Grand Rapids Post Office as Second-Class mail matter.

When writing to any of our Advertisers, please say that you saw the advertisement in the Michigan Tradesman.

E. A. STOWE, EDITOR.

WEDNESDAY, - - - MARCH 25, 1896.

NO TIME TO SHIRK DUTY.

There are times when citizens are called on to pay by public service for the general good the price of citizenship, and, when such a call is made, the citizen called on has no right to plead any ordinary excuse to escape doing his duty. Only an extraordinary excuse can be accepted.

When the able-bodied men of a country are called out for the public defense, whether it be in a war for invasion or a purely defensive campaign, no personal pretext for evading the service can be allowed. Only considerations of public policy will be available to keep any man at home. When a citizen who is believed by his fellows to be well qualified for some important public service—such, for instance, as a most responsible public office—is earnestly urged to respond to the popular demand, he scarcely has the right to refuse it, even if it should cost him considerable sacrifice to comply with the requirement.

The reason why bad men get into public office is that too often the refusal of good men to accept such places makes it possible, and in such case the good citizen permits the city or the state to suffer, because he is unwilling to make some sacrifice for the public welfare. If the machinery of a government gets into the hands of selfish and unscrupulous men because good men are unwilling to perform a public duty, are these good men good citizens? Are they not seriously at fault in a matter of important duty?

The Tradesman does not believe that the fate of a state or city ever rests on any one man. There are, doubtless, always left men as able and as good as those who are taken away; but it sometimes happens that, when the people fix their confidence on some man, and want him for a leader, they suffer a distinct loss at the time if he should fail to serve them, and, as confidence is of slow growth, time is required for another man to gain it.

All this comes to the fact that citizens are going to be called on to serve the people of this city in the next municipal administration, and, doubtless, compliance by some of them will cost more or less of personal sacrifice; but, if so, the sacrifice should be accepted and the confidence manifested by their fellow-citizens meet a ready response of willingness to perform the duties required.

The true theory of conferring public trusts by the people is that the office

should seek the man, and not the man the office. Then, when a citizen is called on to stand as a representative of the people's sovereignty, and for the protection of the people's rights and interests, he must step to the front and shoulder the burden of duty imposed upon him. It is for that he is a citizen; it is for that he is honored with a public confidence, and he must pay for it all with due service.

STRIKING AND WORKING.

There has been a great deal of discussion of late years in regard to the effect of woman's work on the labor question. It has been held by some that, as women do good work for less money than men, it has cheapened the wages paid for many kinds of labor and thus done harm. Others, who were more hopeful, have seen in the advent of women in the working world a kind of millennium when the manners of the drawing-room would be transplanted to the business office and shop, and all transactions would be hallowed by the refining influence of lovely woman. In the meantime, women who had to work have gone along pounding on typewriters and standing behind business desks, and business seems to be conducted on the same old plan. A queer light on the influence of women on the labor question, however, was thrown by two lady delegates at a meeting of working girls in New York last week. These agitresses or organizers, who are ardent advocates of strikes, reproached the girls with their lukewarmness, and declared that the reason it was so hard to get women workers to strike was because they did not consider it polite and lady-like to strike. The history of strikes in the past few years should suggest, also, that it is frequently uncomfortable and ungentlemanly to throw up a job and go out on a strike, especially on the advice of a walking delegate who does not work.

People who are careful to keep well within the law have their work laid out for them now. Decisions have been rendered covering so many points that there is scarcely anything a man can do without laying himself liable to prosecution. A recent case in point is that of a man who was an employee of a manufacturer of sticky fly paper. The employee left, and the manufacturers have gotten out an injunction forbidding the man to tell how sticky fly paper is made. This is a very important precedent, and it will be interesting to see how it can be worked socially. Suppose a woman confides to a friend things better left untold, or a man over his cups becomes too communicative, can they get out an injunction forbidding the party of the first part, so to speak, from telling what he has been told? Perhaps it is the first official recognition of how hard it is not to tell other people's secrets, and the law intends coming to the aid of the too garrulous and furnishing them with a kind of padlock on their lips. Certainly a good secret-keeper is badly needed.

There seems to be some hope on the part of its friends that the general bankruptcy bill will come to action during this Congress. It is receiving consideration in the committee and if those favoring national regulation of bankruptcy will bring their influence to bear on the members, it is possible that something in that line may be realized. There are few business men who fail to realize the desirability of such action.

CHICAGO CLOTHING STRIKES.

It transpires that the "sympathy strike" of the garment workers in behalf of the locked-out cutters was actuated by other motives than pure sympathy, as was claimed when it occurred. The condition of the clothing trades in Chicago has long been deplorable, and, furthermore, the unprecedented dullness of the present season has caused great suffering and destitution among all classes except the well-paid cutters. The great masses of men, women and children work for a pittance ranging from a fraction of a dollar to three or four dollars per week. Their work is not continuous, and this season was so far behind in opening that great numbers were on the verge of starvation, having consumed all the means and credit at their command.

The only well-paid workmen in the clothing trades are the cutters. While their humbler associates were starving on account of beggarly wages and irregular employment, these "aristocrats of labor," as they are termed by the Chicago press, were in receipt of \$24 to \$30 per week. Through the power of organization these had succeeded in obtaining an undue proportion of the proceeds of the industry, at the expense of the lower classes of workmen. In their aristocratic presumption they, as is the case with most unions, were not content to let well enough alone but must needs take the management of the industry into their own hands, by the usual regulations as to hours, who might be permitted to work and the limitation of amount of work to be done in a day by any single workman to a uniform standard for all. This arrogation and exercise of authority were the causes of the lock-out.

Occurring, as it did, at the opening of the belated season, the distress of the masses was greatly increased. In their desperation a strike for better conditions and increased wages has been undertaken. This strike is more the result of the increased suffering caused by the lock-out than in sympathy with it; and there is the manifestation of a disposition on the part of many of the employers to concede the demands as far as possible.

Through the confounding of the two the cutters have been receiving the sympathy of the public intended for the custom workers and sweat shop sufferers. These are entitled to the widest sympathy and to all possible help from philanthropists working for the uplifting of the oppressed. But the lock-out is an entirely different matter, and, while it profits by the sympathy provoked by the strike, it is in no small degree contributory to the present distressful condition.

THE POSITION OF SUGAR.

When the present sugar year opened, there was an excess in the visible supply over the same period in the previous season of fully 800,000 tons. This excess has rapidly dwindled until it is now reduced to barely 22,000 tons, and within another week the figures will actually show a deficit compared with last year in the matter of supplies. To what an extent this deficit is likely to go may well be imagined by reflecting that the Cuban crop will this year fall short at least 800,000 tons. The decrease in the visible supply so far recorded has been due entirely to the shortage in the beet sugar crop of Europe during the past season; but from now on the deficit in the Cuban crop will show.

All the accounts received from Cuba show that the sugar grinding on the island is making but poor progress. But a few of the large central factories are at work, and even these are turning out a very much smaller quantity of sugar than last year. Good authorities believe that the total crop will not reach 200,000 tons, as compared with a crop of 1,000,000 tons last year. Notwithstanding the promises made by General Weyler that the plantations would be protected, the burning of fields and sugar-houses by the insurgents has continued without interruption. Europe is preparing to take advantage of Cuba's misfortune by greatly increasing the acreage planted in beets, and, to facilitate the growers and manufacturers in marketing their products, the export bounties on sugars are to be very generally increased. In this way continental Europe expects to get rid of whatever surplus of sugar may be produced.

TRADE CONDITIONS BAD.

The generally cold, stormy weather, with lack of any specially favorable trade factors, is given as the cause of the unfavorable situation this week. Where the weather and crop conditions are favorable as in some of the South-western States, merchants are buying quite freely.

In the iron trade the story of decline still continues. Combinations have prevented any decided change in quotations but prices are badly cut to secure business and the actual decline is considerable. Combinations on coke and ore tend to lessen the production of manufactured iron.

In the textile trades the unfavorable conditions are intensified. Speculation keeps up the price of cotton, while goods are declining. The reduced margin for profit and the slow demand are operating to close more of the mills. The conditions in wool trade are similar as to manufactured products, with the added complication that importations are a cause of embarrassment. Sales of wool are smaller than for any other week for years.

Wheat has continued a slow falling off and the other grains and staples have been in sympathy with it.

The general unfavorable conditions have operated to cause an increased number of failures, 300, being an increase of 18 over the preceding week. Bank clearings exceed those of preceding week slightly, but they were unusually small.

The same story of dullness comes from the stock and money markets. Trading has been almost entirely professional, the public holding aloof. Investments are slow and there seems to be a general waiting "for something to turn up."

A measure has been agreed upon in a House Committee providing for the reorganization of the Nicaragua Canal Company with a bond issue of \$100,000,000, of which \$7,000,000 is to be held by the company for money expended for the Nicaraguan franchise. The Nicaraguan government is to give \$4,000,000 and Costa Rica \$1,500,000. The entire amount of bonds is to be guaranteed by the United States, which may redeem them at its pleasure. The interest will be 3 per cent. The Government is to receive stock to the amount of the bonds. The Government is to name ten of the fifteen directors and the construction is to be under supervision of three engineers of the United States Army.

ANTI-AMERICANISM.

The term "anglomaniacs" has been applied to those harmless people who indulge an innocent adoration for everything English. They imitate the mannerisms of speech common to the London Cockneys; they copy the dress of the London dandies, and they admire with unspeakable toadyism and servility everything pertaining to British social rank.

This sort of thing, absurd and pitiful as it may seem, is entirely harmless and is a mere feeble excrescence on modern Americanism. But there seems to be growing up in some of the older States of the Union an anti-American interest that, in the course of time, may prove serious indeed. A mere fad or fashion of imitation is a thing of the moment, something that has come in a day and will disappear just as quickly. An interest re-enforced by considerations of pecuniary profit and peace at any cost of national pride, patriotism and American sentiment is something vastly more serious.

This sort of doctrine was made very manifest at the time the dispute over the Venezuela incident was at its height, and it would, doubtless, have grown into a desire for unconditional surrender to the British demands if the situation had not been suddenly modified by the hostile passage between England and Germany over the Transvaal incident. Fortunately for the peace-at-any-price faction, the Venezuela affair lost, for the moment, its serious phase, which it may or may not regain; but, in any case, it is well to look over the ground and see what are the views of the anti-American partisans in this country.

In the Forum Magazine for March there are two very noticeable articles bearing on this subject. One is from the pen of Edward Atkinson, the eminent Boston statistician and publicist. Mr. Atkinson, after showing with figures the damage that would result to the commerce and industries of the United States from a war with England, closes with the declaration that there can be no conceivable justification for a war with England, "except in absolute defense of our own territory, our own institutions and our own liberties." Mr. Atkinson thinks the Monroe doctrine too vague and indistinct to become a subject of dispute with any English speaking people, although he admits that it was efficacious in sending the French out of Mexico, and then it operated to the joint benefit of both England and the United States, and this fact apparently made its invoking excusable.

The other writer in the Forum is Prof. Sidney Sherwood, of Johns Hopkins University. Mr. Sherwood is for peace. He realizes that the United States cannot escape antagonisms, jealousies and serious competition in business, and will probably be forced to encounter conditions that may result in war. His remedy for every evil is to make a strong alliance with Great Britain and abandon all of Central and South America to that power.

He starts out with the idea that, under our form of government, there is no place for colonies. The United States does not want any more territory, and the Monroe doctrine is a standing cause of trouble. In the course of his article, Mr. Sherwood expresses somewhat peculiar sentiments for an American citizen, as follows:

If we really wish to promote good government and free institutions, no

better way can be devised than to push English influences. England, to-day, under the form of monarchy, is one of the most democratic countries in the world, and the masses of her people are thorough believers in self-government. Wherever her colonies are established, the principle of self-government is established. Wherever she occupies another country—as in Egypt—justice in the courts, good order in life and in business, and sound finance are secured. The English are a hard-headed people, capable of little sentimentality; but they do more for the best interests of the people they forcibly rule than these people can possibly do for themselves. As believers in democratic government we ought to welcome English influence throughout the world.

We would not be promoting true democracy in opposing the peaceful extension of English government in Spanish America. I, for one, would rather see English colonial government in Cuba than to see Cuba belong to the United States.

From this it will be seen that the way to get rid of a powerful rival is to become his subordinate; the way to escape from dangerous enemies is to come into subjection to them; the way to promote and propagate free institutions and a democratic-republican form of government, is to turn over the entire business of preaching human freedom to a monarchical nationality. It should not be necessary to comment on such pusillanimous opinions. They will be appraised at their proper value by the American people.

While peace and prosperity for nations ought to be the goal of the highest statesmanship, every nation which hopes to maintain such happy conditions must be able to protect itself against all aggressions and to vindicate its rights whenever assaulted, and, above all, patriotism and love of country must be fostered. England, which is the theme and subject of the highest admiration of the writers quoted, is the nation that has fought the greatest number of battles and has won the highest military prowess that are recorded in modern history. England is at the head of all the commercial countries, and its great power is the result, not of a long course of unbroken peace, but of almost incessant war, and this is the price that every nation must pay for greatness, prosperity and power.

What American can regard with any sort of satisfaction the proposition that this great republic, after conquering its independence of England, shall now voluntarily abandon all its conditions of the past, and all inspiration for the future, and return to servile subjection to British dominion?

Some hopeful speculators who have been counting unhatched chickens are about to start a poultry ranch near San Francisco which is to be the largest in the world. It is to reach its full capacity in three years, when it is to put on the market annually 2,000,000 eggs and 90,000 chickens for broiling. The plant will include two incubators, with a capacity of 2,000 eggs each, and no end of houses and pens, which will be contained in a forty-acre ranch. There will be 900 hens laying for the incubators and 10,000 laying for the market. The whole thing figures out a handsome profit, but people who have had experience with hens are doubtful of its success.

Reverses often act like a tonic. They instill into business experience the energy and sagacity which are their legitimate offspring.

2 C

Into the future would enable almost anyone to make advantageous deals, but dealing in futures is not our business. We are, however, making

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.

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

25-50 PACKAGES FREE
WITH EACH CASE.

I. M. Clark Grocery Co.

GRAND RAPIDS.

Getting the People

LIBERAL SPACE.

Large Spaces Pay Better, Proportionately, than Half as Large.

Written for the TRADESMAN. Copyrighted, 1-95.

The way you say a thing is as important as what you say.

You'll waste your milk if you try to put a gallon into a quart measure.

You'll waste the good of advertising if you over-fill your space or don't use space enough.

If advertising is any good—and all good business men say it is—the good of it is in a good deal of it.

Half the business-paper advertisements occupy half enough space.

Folks are not obliged to read advertisements any more than they are to eat hash at a restaurant.

The successful hash-seller makes good hash, and serves it well.

The successful advertiser has something to say, says it well, and serves it well.

You must make people read your advertisements. That's your part of the business.

If you don't use space enough for folks to see that you're advertising, you might just as well not advertise.

I don't own any trade paper. It doesn't make any difference to me whether you use much space or little space. I am only telling you what experience has proven to be the correct method of publicity.

When advertising pays, it is made to pay.

Nothing will do anything unless made to do it.

Your name and address, with what you do for a living, in the trade paper, may bring some return, but there is no particular reason why it should.

The law of averages is safer to follow than the rule of exceptions.

What you think individually may not be right.

What the majority think stands some chance of being correct.

The fact that nearly all successful advertisers use plenty of space indicates that plenty of space pays proportionately better than not enough space.

You have something to sell, it is your desire that somebody takes it away from you at your price. That's what you're in business for.

It's pretty hard to sell a dollar's worth of goods by using a cent's worth of telling space.

I am of the opinion that nearly every advertiser of small space will make his advertising pay more than twice as well by doubling his space.

Experience says so, and experience doesn't lie.

If folks don't see your advertisement, what's your advertisement good for?

How do you expect them to see it, if it's so small you have to hunt for it yourself?

Treat your advertising space as you do the sign on your building. Have it large enough for folks to know you're here.

Perhaps it will not pay you to use a full page, although the full page advertisers are the most prosperous.

I don't think less than a quarter of a page is worth more than quarter as much proportionately.

Of course, the advertising solicitor wants you to increase your space. He wouldn't be much of a solicitor if he didn't. Because it pays him to have

you increase your space is no reason why it shouldn't pay you.

Too much of a good thing isn't profitable, that is, if too much of a good thing is possible, but there's no business sense of having too little of a good thing.

When you economize, it isn't good business to tell everybody about it.

Appearance of success means success.

When you cut your advertising space, you tell outsiders that something is the matter with the inside of our business.

Liberal advertising space is a sign of prosperity.

NATH'L C. FOWLER, JR.,
Doctor of Publicity.

Doctoring Vegetables.

An effort is being made to educate public opinion in favor of a diet of sulphur radishes, quinine potatoes, magnesia turnips, iron squashes, etc. Dr. Xavier Nerpen, who settled in Boston recently from Belgium, is going forward with his alleged great discovery of feeding vegetable plants with drugs, so that they can be administered to the human system in a digested form. His argument is that our chemicals are, almost without exception, in too crude a state for direct assimilation by the body. Substances such as sulphur, manganese and mercury, beneficial as they may be theoretically, he contends, should still be made to undergo some change before they can enter the body without deleterious effect. Chemistry, the doctor asserts, will never solve the question; but nature, he maintains, has already solved it. The principle he embodies in these words: "The mineral must first be digested by the vegetable before it can enter the human body without danger. It is the succession in which the earth itself was created; from the mineral the vegetable, and from the vegetable the animal kingdom sprang into life." Acting on this plan, the doctor seeks to introduce his minerals into vegetables, aided by the gentle assimilation of nature. In this way, he alleges, the mineral will partake of the gentler influences of the vegetable, and, retaining its unimpaired force, its evil propensities will be mitigated.

From the doctor's room there leads a little stairway to the roof. Here upon the roof he has a row of boxes that forms his vegetable garden. He has a number of specimens of the strangest vegetables that nature has ever attempted to raise.

The doctor was kind enough to exhume a large white radish. Whether it was the influence of the doctor's words upon the imagination or not remains uncertain, but it certainly seemed as if the radish were impregnated with a slight sulphurous flavor. The taint was by no means unpleasant, and the doctor asserted that, when his system of impregnating his vegetables had become more perfect, nothing would be found to cleanse the system in the spring like his sulphur radishes. He also unearthed a potato which he said he would soon be able to recommend as a great flesh producer, and as possessing the properties of curing afflictions of a nervous nature. The natural starch of the potato, said he, was now slowly digesting a mixture of iron and magnesia.

Japan's industrial awakening, about which some manufacturers in this country appear to be alarmed, is responsible for the closing up of an old-established industry at Milford, Ct. For a considerable period a big straw matting manufactory was in operation in that place. A short time ago it was determined to remove the entire plant and business to Kobe, Japan, where labor and raw material are to be obtained at an enormous discount from the rates prevailing in Connecticut. Last week the final step in the removal was taken, and the Milford industry was closed out. The matting syndicate will, of course, sell its product in the American markets as heretofore.

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. Half Bbls. and 1bbls.
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

PURE FOOD LAWS.

Written for the TRADESMAN.

While this country has undertaken to lead the advance in legislative regulation and protection of the citizen, there has always been one direction in which it has been very conservative, and it has devolved upon other countries, usually considered less progressive, to set the pace. In the consideration of any measures for the securing of personal liberty, the autonomy of the individual, the tendency has been to secure a degree of liberty, or license, which allows encroachment on the welfare of others, thus defeating the proper object of the attainment of real liberty. This failure has been the result of an undue regard for the abstract theory of personal freedom and a tendency to avoid that in law making which savors in the least of paternalism.

This tendency has operated to keep the country behind its proper place in many ways. Thus it is only in recent years that many of the states have enacted and enforced laws for compulsory education. The same principle is a factor in the regulation of the sale of intoxicants. There is sufficient readiness to enact and enforce laws for protection against manifest transgressions either of violence or fraud; but, in questions where the encroachment on the rights of others can be veiled or defended on the plea of personal liberty, legislation is altogether too reluctant. Thus it is that the matter of protection from fraud and injury in the sale of adulterations is a live question, when, to be in consonance with our enlightenment in other directions, it should have been settled and the proper mode of regulation demonstrated long ago.

The recent developments attending the attempted enforcement of the pure food laws in this State and others have been such as to sufficiently demonstrate the need of legislative recognition of the subject. At the same time it has developed complications and difficulties in the effective enforcement of such laws under the political methods obtaining in our state governments, which make it a question of serious concern.

The lack of legal restrictions has permitted a degree of food adulteration, as shown by recent investigations, that is startling in its prevalence. There is a sufficiently large minority engaged in the manufacture and sale of food products, whose lack of principle and desire for temporary profit, regardless of permanent business reputation and future returns, impel its members to schemes of adulteration and fraud, to work serious injury to other producers, as well as to consumers. The competition of such has served to greatly enlarge the ranks of fraudulent dealers, or at least has been the means of debasing the standard of morality of many. It is only necessary to refer to the methods of constructing deceptive fruit boxes to illustrate this proposition. The lamentable prevalence of such frauds and food sophistication is sufficiently well known. Every dealer of repute endorses the movement to stop the tide of dishonesty in food adulteration and to prevent the demoralization consequent upon such methods.

In the matter of state supervision of food production, Germany takes the lead among the great nations. This is probably owing to the fact that the Germans are the most ready to submit to paternalism in governmental methods and that, as a consequence, they are further advanced in technical educa-

tion; and the material for the intelligent enforcement of supervision is always available. In this country there are a few eminent chemists; but the services of these, under our political methods, cannot be secured in the cause of pure food. Germany has an army of educated chemists, educated by the State or municipalities, whose ambition is to obtain a place in this kind of work. To secure and hold such places their analyses must be sufficiently reliable and exact to carry authority. This country, on the other hand, is the paradise of charlatans and quacks. The "chemists" who succeed in securing appointments under our political commissioners must have, as the first qualification, a political "pull"—knowledge of chemistry is of secondary importance. In Germany a food inspector must be a man of judgment and sufficient technical knowledge to do his work so as to command respect. In this country the political appointees are subjected to embarrassing tricks and become the laughing stock of the trade. There is also in Germany a value attaching to official position and reputation and there are restrictions placed upon conduct which prevent one from accepting such bribes for conniving at the rascality and fraud of venal manufacturers as have recently disgraced some of our sister states.

The question as to how the problem of state supervision will finally be solved in this country is a difficult one. The attempts that have been made, in the political appointments of commissioners and other officials, have generally resulted in ridiculous failure. The provisions of the laws are generally good; the failure lies in the methods of appointments and in the enforcement of the laws. It would seem as though there might be provision made that would secure the appointment of competent men by the appropriation of remuneration and by civil service regulation that will exclude the incompetent. It is clear that the securing of effective supervision must be a gradual work. Political contingencies will cause many failures in each state before success is achieved. Now that the need and benefit are realized, the movement will not be permitted to stop and the great political remedy, education, will eventually effect a cure.

W. N. FULLER.

The Coin Too Large.

"Every man has his price," sententiously announced the philosopher of the all-night drug store where the street railroad franchise was being discussed.

"Well," said the wit of the establishment, "I wish somebody would discover my price and offer it to me."

"My boy," solemnly remarked the perfumery drummer, who had not spoken before that evening, "there is no smaller coin made than a cent."

And for several seconds there was no sound heard save the drip, drip, drip, of the faucet into the sink in the corner.

Mexico has an ingenious plan for facilitating verdicts in jury trials. Two supernumerary jurors are drawn to sit near the jury box and listen to the evidence and arguments. If any of the regular jury falls ill or is otherwise disqualified from going on, one of the "supes" takes his place. In this way they avoid what is often seen in American courts—a long trial rendered useless when it is nearly finished by the sudden illness or death of one juror.

BADGES

Detroit
Rubber Stamp
Company

99 Griswold St., Detroit.

A BIG MAN=U

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

\$\$\$
Saved

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

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

VALLEY CITY MILLING CO.,

Sole makers of the famous Lily White Flour.

Grand Rapids, Mich.

Every sack of Ceresota Flour used for BREAD MAKING creates a demand for more. Convince yourself by a trial in your own family.

Ceresota

OLNEY & JUDSON
GROCER CO.,

GRAND RAPIDS.

JOE'S SUCCESS.

How Tact and Patience Win in the Retail Business.

Whatever qualities may be necessary to be a good retail salesman, tact and patience are certainly of great importance. Having business at an uptown outfitter's recently, I was talking to one of the clerks, when a well-dressed lady walked in, and, addressing the salesman, inquired:

"Do you keep gentlemen's collars?—of course, I know you do; my husband has been getting them here. Will you please show me some?"

"Certainly, madam; what style does your husband wear?" asked the clerk. "Style? Well, really, I hardly know," was the answer; "have you more than one style?"

"Oh, my, yes," said the clerk with a smile; "we have them with turn-over points, and points slightly bent back, such as I have on, and another shape perfectly straight, which is used largely for full dress, and there are turnover collars."

"Dear me!" said the perplexed lady; "and are they all fashionable?"

"Yes, madam, they are all in style, and it is simply a question of taste," was the answer. The lady hesitated for a few moments, then said:

"Please let me look at some; perhaps I can tell when I see them."

"Certainly, with pleasure," was the response; "what size do you want?"

"Size?" looking up in astonishment, then gazing abstractedly through the window. "Size?" again she asked. "Really I cannot say for certain, but I think it must be all of fourteen, because I wear twelve, and I think his neck must be about two inches larger; don't you think that must be about right?"

The amused clerk quietly informed her that fourteen was a very small size for men to wear, that the average size was about fifteen or fifteen and a half, and that half an inch made much difference in the fit of a collar. "But I may perhaps be able to get at it in some other way," he added. "Does your husband have his shirts made here? If so, I can easily discover what size collar he wears."

"Oh, yes," was the eager answer, "he gets all his shirts made here, and they fit him perfectly. J. B. is my husband's name; do you know him?"

"Very well," responded the clerk, "I have often waited on him, and I think he wears a sixteen collar, but I'll see, if you will excuse me a minute."

He went to the shirt room, hunted up J. B.'s last shirt order and found not only the size collar, but, it happened, he had half a dozen collars sent home with his last shirts and the name of the collar was there recorded. He returned to his customer and, taking down a box of collars, took one out and, holding it up, said:

"There, madam, is the identical shape and size collar which Mr. B. had sent with his last shirts; the size is sixteen, just as I thought."

The lady took the collar, evidently pleased, and, examining it, said: "Yes, that is right; I remember the name now perfectly well." Then after a pause, "Would you mind showing me one or two other shapes? You know, I have always thought he looked a little old-fashioned in this collar; he seems to care so little for fashion, and I thought I would try and find a collar with more style to it than this one; what have you that you sell to your best dressed customers?"

One would never have known from Joe's manner that the thing was getting a little wearisome, as with alacrity he brought down half a dozen boxes of collars, all size sixteen, opened them and, one by one, handed a collar to his customer and patiently explained their different characteristics.

He pointed out the latest high turn-over collar, which he thought would be "very unbecoming to Mr. B." He held up a straight, three-inch collar, which he knew would be too high for him. He pointed out and explained to her why that high poke collar "would not at all suit" the gentleman, and so with all the others, except the one which Mr. B. had worn before, and which he declared to be "the most popular shape in the stock, and stylish on every well-dressed man who wore it."

The lady, very much interested, had closely followed all his remarks. She thought a moment, then looked up at him smiling and remarked:

"I think you are right; I think you know more about it than I do and I wish you would send up a dozen to my house."

She gathered up her gloves, pocket-book and several little parcels, apologized for the trouble she had given, and left the store. Is there any doubt that patience and tact in this case carried the day, and that Joe will retain Mr. B. for a customer?

"Well, Joe," said I, "you understand your business. A good many salesmen would simply have informed the lady that she would have to find out what you found out for her, and let her go out. Do you have many such cases?"

"Oh, yes, any number, but more particularly ladies; they seem to have an idea that other women's husbands are more stylishly dressed than their own, and just as soon as you convince them to the contrary, by showing them that other men wear the same styles, they are satisfied, and then they have more confidence than ever."

Then he told me of a gentleman whose wife, when he has bought a scarf, will always come in the next day and say: "My husband bought a scarf here yesterday which is so unbecoming to him that I won't let him wear it; will you please exchange it for another?"

"Certainly, madam. Have you it with you?"

"Yes, here it is."

"I take it, lay it aside and show her all kinds and colors. She then selects five or six, and requests that they be sent up to her house, with the one which she returned. I send them all up and the next day her husband brings them all back, except the one which he first selected, and which he is wearing. He smilingly remarks that, 'after all, my wife thought my selection the best, sorry to trouble you,' etc. This happens invariably with these parties."

"I have another customer, and he is a good one, too," continued Joe, "who, when he comes in, is apt to say, 'Well, I want some things to-day; have you time to wait on me?' He knows that he is particular and fastidious and wants my whole attention and time, but he is willing to pay for it by buying generally a good bill. Of course I answer, 'Yes, sir; I shall be pleased to wait on you.' Then he commences to look at, say, neckwear. I show him all that's new and fine, for he wants only the best. He tries on and ties every scarf that he takes a fancy to before he buys it, but generally he buys from six to a dozen."

We Guarantee

our Brand of Vinegar to be an ABSOLUTELY PURE APPLE JUICE VINEGAR. To any one who will analyze it and find any deleterious acids, or anything that is not produced from the apple, we will forfeit

ONE HUNDRED DOLLARS

We also guarantee it to be of not less than 40 grains strength.

ROBINSON CIDER & VINEGAR CO.,
BENTON HARBOR, MICH.

J. ROBINSON, Manager.

The Wholesale Grocers
all sell Candy made by us.

PUTNAM CANDY CO.

IMITATION

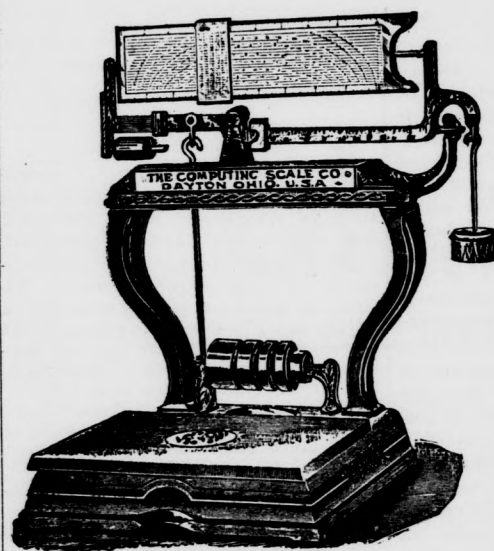
Is the sincerest flattery. There are numerous brands of "Sweets" and "Lines" on the market, all claimed to be "as good as Lard." The claim that these substitutes are "as good as Lard" is an admission that Lard is the standard. Every good housewife, baker or caterer prefers the pure article, and it is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

Hammond, Standish & Co.,
DETROIT, MICH.

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

COMPUTING SCALES

More than 19,000 in use



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

\$30.00

which includes Seamless Brass
Scissors.

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: 3%, 4%, 5%,
6%, 7%, 8%, 9%, 12% 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.

"He will often try on half hose, when they are fancy, to see how they look on his foot; although we do not as a rule allow this, we make an exception with him, because he invariably buys what he tries on, and he buys usually from one to two dozen pairs. When he first came in he was looked upon by the rest of the boys as a bore, but I discovered that he was willing to spend money if he could get suited, and so I humored him, and I am now the only man that can wait on him.

"There is a great difference in people," continued Joe. "Some men know just what they want and, if we have it, the easiest way to sell them is to show it to them at once, and after they have selected, try to introduce whatever there may be new. Other men do not know what they want; they have no definite ideas as to what colors, shapes and styles they require. Such men are not easily handled and it requires patience and tact to suit their minds, as well as their bodies; but this class will, as a rule, go to that salesman who has taken some trouble to please them."

Just then, a fine-looking, elderly gentleman came up, remarking to Joe: "I must have some more underwear the same as I got from you a couple of weeks ago;" and Joe, excusing himself to me, and with a twinkle in his eye, as though he had a good sale in prospect, invited the gentleman to step to the underwear counter, and was soon deeply interested in his work.

Judging from Joe's popularity and the success he has had for years in his position, I am convinced that there is much truth in his remarks.

HORACE F. QUIET.

GRAND RAPIDS IN 1850.

CHAPTER IX.

Written for the TRADESMAN.

I don't recall a single dealer in groceries who confined his business strictly to the grocery trade in 1850. The business was usually divided into small stocks and mixed with other lines of trade. There were only two dealers who carried stocks in groceries exceeding \$2,000, these being confined to mixed stocks of dry goods and groceries. The trade was usually divided between groceries, liquors, tobacco and cigars. This fact accounts for the grocery trade being divided among so many small dealers. Within the merchandising limits mentioned in my last sketch—Canal and Monroe streets—there were fourteen places of business where groceries could be purchased. In nine of these their customers' jugs were not always filled with molasses.

The late John Clancy kept by far the largest mixed stock of this kind in the place. His store was on Canal street, a one-story wooden building which long ago gave place to a substantial business block. Mr. Clancy was a jolly, whole-souled, thrifty Irishman, at that time a bachelor. He was noted for his quiet, sympathetic charities. William Hake was his assistant, afterwards succeeding to his business. Other prominent dealers were Ransom C. Luce, John F. and Frank Godfroy and Heman Leonard. How long any of these mentioned had been in business prior to 1850 I have no means of knowing. They were all thrifty, wide-awake, industrious citizens, who always manifested great faith in the future of Grand Rapids. I believe Mr. Luce is still living, in the enjoyment of a well-merited reputation for strict business habits and integrity of character, as well as a handsome fortune.

A glance at your gossip column and list of advertising patrons is the key to what has grown out of these small beginnings in the grocery trade of Grand Rapids. All over Michigan I notice grocery stores opening, with entire stocks bought from some one of your list of advertising patrons. Your unrivaled list of attractive advertisements, embracing almost every line of manufacturing and jobbing, makes Grand Rapids the base of supplies for country dealers second to none in the State.

The boot and shoe business, like the grocery trade, was badly cut up. The general stores all kept more or less stocks, particularly for ladies' wear, as well as the coarser kinds of boots and shoes for men and boys. Gentlemen's fine footgear was all manufactured by the local shoemakers, some of whom were very expert workmen and did a thriving business in their line. Ringuette Brothers were the only dealers who confined their business to the one line of boots and shoes. They were Frenchmen, as their name would imply. They brought their artistic skill with them and did a large business for those days in the manufacture to order of fine boots and shoes for ladies' and gentlemen's wear. They were noted for the excellence of the stock they used and the substantial manner in which it was made up. It used to be said that one pair of the Ringuette make of boots would outwear three pairs of any Eastern make.

In my next sketch I shall write of the druggists and doctors, as I knew them in 1850.

W. S. H. WELTON.

Owosso, Mich.

Good Advice from a Competent Adviser.

Chauncey Depew, who knows a thing or two about getting on in life, has been telling an office boy what he should do to succeed. Among other things, he warns the boy who must make his own way against starting out with an ambition to be President, and tells him: "If you think you would like to become President of the United States you will go into politics. And if you go into politics you will waste a lot of time and somebody else will get ahead of you. You may get in office, which may pay you a good deal more than you earn, but it won't last long, because you will have to spend all you earn to keep in good standing or get another job. Don't touch politics until you can afford it; an office is an expensive luxury. Well, the first thing for an office boy to do, or any other boy who works, is to make the man who is in charge of him feel that no other boy could fill the bill; that no other boy could take his place. He must make himself worth more than any other boy would be in his position. The main thing for you to do is to let your employer know that you are worth more than your salary. Jump in and do all the work you can do; work over time. If you do all this no man is going to ask you to be an office boy all your life. The men up above are looking for good men. You will surely be promoted. Luck and chance don't figure. It is the hard workers that get ahead. After you once begin being promoted, it's all a matter of your own self whether you get to the top or not. Be a little more agreeable to people under you and equal to you than to those above."

A religion which one cannot take into his everyday business life, as well as into his home life, is not the religion which humanity needs.

The sturdy oak does not fall by one blow of the ax; neither does one failure indicate financial ruin.

Rubber Stamps Detroit Rubber Stamp Company
99 Griswold St., Detroit.

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 1866.

The = Best = Seller = in = the = Market



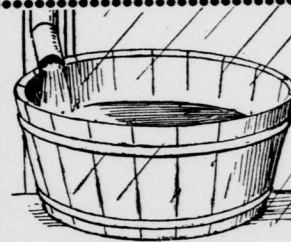
Retail Prices:	
Half Pint.....	25
Pint.....	50
Quart.....	75
Half Gallon.....	1 10
Gallon.....	2 00

A Combined Cleaner, Polish and Disinfectant.

The Only One.

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

W. F. Henderson & Co.,
Sole Manufacturers,
2952 Cottage Grove Ave., CHICAGO.



Catching Rain Water

is a familiar practice in sections where the regular water supply is too hard for use. Its softness and purity make it very desirable on wash day. The same results can be derived by using

OAK LEAF SOAP.

It makes the hardest water soft, makes the clothes white without injuring them, and reduces the labor of washing one-half. Ask the grocer for it.

OLNEY & JUDSON GROCER CO.,
Wholesale Agents, Grand Rapids, Mich.

USE
SOAP

ATLAS

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

That Old, Leaky Shingle Roof

Why not cover it with our Trinidad Asphalt Ready Roofing coated with our asphalt roof coating? We can tell you all about this if you will send for circulars, samples and prices to

Warren Chemical and Manufacturing Company,
1120 Chamber of Commerce.
DETROIT.

Lozenges

Chocolates

Stick Candy

Mixtures

NONE BETTER THAN OURS.

Putnam Candy Co.

OUR LATEST NOVELTY

Congress Wafers and Chocolate Fruit
Are great sellers. Get them and be in line.

Christenson Baking Co., Mfrs of CRACKERS, etc.
GRAND RAPIDS, MICH.

Shoes and Leather

FACTS ABOUT FEET.

Some of the Smallest Shoes—Theory About Big Feet.

The smallest shoes ever worn are said to have been those of Queen Elizabeth, which, it is declared, were only number one in length. A slipper and a sandal of hers were, in 1888, in possession of a Mr. Graham, of New York, who kept them under lock and key among his most precious valuables. The present Queen of Siam wears one-and-a-half size shoes. The average size of ladies' shoes in this country is four or small four and of men's, eight or large eight. The Chinese women's feet, miserably deformed by their inhuman practice of binding, are covered by shoes which for ladies of mature age are only three inches long.

The very peculiar theory has of late been broached that all women who partake to any extent of malt drinks have large feet! The women of Holland, Germany, and even England, are quoted as examples of this particular obnoxious effect of beer-drinking, while the women of the wine countries—France, Spain and Italy—are, on the other hand, famed for their small and shapely feet. It is said that the feet of American women are getting bigger by degrees, the growth keeping pace with the notable increase in the quantity of beer now consumed in the United States.

In the exceedingly bitter rivalry between the girls of the great American cities, it is curious how the girls of Chicago are always ridiculed because of their big feet. There may be "something in it," though the gross exaggerations which are current are but humorous amplifications of the possible fact. Thus the rhyme of "The Old Woman Who Lived in a Shoe" is declared by New York girls to have originated in the marriage of a New York girl with a Chicago widower. She was blessed with three arrivals of twins, and accommodation in the small flat in which they lived being scanty, the second wife kept her children in the first wife's shoes! Of course, the first wife was a Chicago girl. Another way of putting the matter is this: When a Boston girl wants to stop a tram she waves a book, the Western woman whistles, the New York woman signals with her parasol, while the Chicago girl simply puts her foot on the line!

According to the evidence of a partner of a great American shoe factory, the female descendants of the Puritans have smaller feet than those of the Cavaliers. The New England States purchase most small-sized ladies' shoes, while the largest go to the Southwest—Arkansas, New Mexico and Texas. This gentleman also says that large cities require more small sizes, in proportion, than the smaller cities and villages. Yet there is a difference even among the great cities, and Boston is pre-eminently the city of small-footed women.

Woman's foot is usually narrower in proportion than man's. The woman with a strong, wide, firm foot takes a "grip" of more things than the ground, and when she is found to be "strong-minded" there is no need for surprise. Arguing on similar grounds, the man with a delicate little foot is naturally classed as effeminate and lacking in power. The feet, and the gait, which is to some extent a result of their for-

mation, furnish, indeed, to the observant, very excellent indications of character.

The feet of various nations have been broadly summarized in the following terms: The French foot is meager, narrow and bony. The Spanish foot, thanks to its Moorish blood, is small and elegantly curved. The Arab foot is proverbial for its high arch; "a stream can run under his foot" is descriptive of the form. The Scotch foot is large and thick. The Irish foot is flat and square. The English foot is short and fleshy. The American foot is apt to be disproportionately small. But the root of the whole matter is the fact that the prettiest foot is that which is best proportioned to the rest of the body.

An eminent authority inveighs against the practice of "turning out the toes," so much insisted on by dancing-masters, and says that when it becomes habitual it is a deformity. The true and natural position, which gives greatest ease of motion and is least productive of fatigue in walking or running, is to point the toes directly forward, so that the feet are nearly parallel to each other. Those who profess to read character by the feet say that the most upright, straightforward man is he who walks in this way, and thus wears his shoes out in a straight line from heel to toe and not disproportionately on either the inside or the outside of the sole.

Another very injurious fashionable practice is the wearing of high heels, which not only hurts the feet themselves but has far-reaching consequences as affecting the general health, the eyesight and the brain power.

THE ELECTRIC TREATY.

An era of peace, not only between this country and foreign powers, but also between rival domestic manufacturing corporations, seems about to succeed to the wars and rumors of wars which have disturbed Wall Street, more or less, ever since the appearance of the President's Venezuela boundary message. It has become quite evident that public sentiment in Great Britain will not sustain Lord Salisbury in his refusal to arbitrate with Venezuela; nobody has ever seriously believed that we shall provoke a conflict with Turkey on behalf of the Armenians, and neither has Congress done anything yet with regard to the Cuban revolutionists, nor is it likely to do anything, which Spain can make a cause of war. Fears of collision with these nations have, consequently, nearly vanished, and, to add to the good feeling thus created, has come the announcement that the General Electric and the Westinghouse Manufacturing companies have made a treaty of peace, which, if nothing more, will put an end to the litigation in which the two have been so long engaged.

Warfare is, indeed, the natural condition of the world. To the struggle for existence and the survival of the fittest are due the present perfection of all forms of organic life and the state of development to which the human race has arrived both spiritually and materially. The process, however, is so evidently destructive, and apparently so needless, that, from the earliest times, religion, philosophy, science, and philanthropy have labored assiduously to diminish the suffering it occasions and to substitute for it a less painful method of reaching the results to which it leads. All that has been accomplished thus far

Our Shoe Department

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

Our Bob and May is the best grain shoe made.

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

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

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

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

Hirth, Krause & Co.
GRAND RAPIDS.

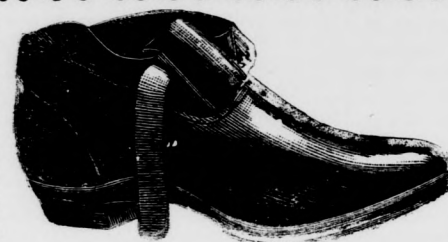


...HEELERS...

We are **HEELERS** in our particular line and can do you more good than Schlatter, Burke or Elder Buck. If your trade is off, you can improve it by putting in our lines of 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 Drovers). These lines have built up our business—and will do the same for yours. Give us an opportunity to prove to you the truth of our statements. Agents Boston Rubber Shoe Co.

RINDGE, KALMBACH & CO.,

12-14-16 Pearl St. Grand Rapids.



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.

One of our
Dainties for....



SPRING

Herold-Bertsch Shoe Co.,

5 and 7 Pearl Street,
GRAND RAPIDS, MICH.

has been mitigation and not extirpation. Nations still make war upon nations, individual men beat, maim, and murder individual men, and though crimes of violence have become less frequent, they have been supplemented by frauds, thefts, and, in business affairs, by a competition which, as we see, produces a suffering quite as hard to bear as blows, wounds and highway robbery.

Nor are the means employed to suppress competition, even when successful, altogether without mischievous tendencies of their own. Trades unions have nearly succeeded in ruining the wage worker by seeking to place all workers on the same plane, thus depriving the man of unusual skill of the full measure of compensation which he would otherwise obtain, besides depriving the individual laborer of much of his freedom and making him the abject slave and servile tool of the walking delegate, whose headquarters are the saloon and the brothel. In commerce and manufactures similar combinations protect those engaged in them from a reduction of their profits, but they kill enterprise, check improvement, and add to the burdens of consumers. Hence the legislation in modern times intended to prevent such combinations and the hostility to them of public opinion. Monopolies are always odious, and are always liable to overthrow as soon as their true character is perceived.

One peculiarly dangerous element in the monopoly which the new alliance of the General Electric with the Westinghouse company tends to create is that it is supported mainly by the possession of important patent rights, which are themselves monopolies of the most stringent kind. In fact, the reason given for making the alliance was that each one of the high contracting parties owned patents without which no other company could carry on its business. Hereafter, therefore, the two combined can prevent all rivals from manufacturing, on any but virtually prohibitive terms, the machines and apparatus to which their common patents are essential. The temptation to abuse the power thus created will be enormous, and only the wisest discretion in its exercise, such as, for example, has marked the management of the monopoly by the Standard Oil Trust of the petroleum supply of the country, will avert legislative attempts to destroy it.

It is a question, indeed, whether the time has not come to abolish altogether our patent laws, and to recompense in some other way than by giving them monopolies the inventors of new contrivances and processes. When our Federal Constitution was adopted, a century ago, vesting in Congress the power of "securing for limited times to authors and inventors the exclusive right to their respective writings and discoveries," it was expressly said to be done "to promote the progress of science and the useful arts." At that date steam had not been applied to the propulsion either of ships or of vehicles on land; the cotton gin was unknown; electricity was a mere scientific plaything, and chemistry but little further advanced than the alchemy of the middle ages. Nor were the requirements of domestic life so varied and so luxurious as they are now. Furniture, clothing, tools, machinery, and all the processes of manufacture were of the simplest character. The inventor had before him an unexplored waste, with little or no experience to guide him, and he had, like the

pioneer settlers on our Western lands, to break his own path.

How wonderfully everything has changed since then is a matter of frequent comment. The arts and sciences have not only advanced, but they have become so manifold and complex as to defy the mastery of any single intellect. The processes of manufacture, as well as the machinery for conducting them, have been multiplied and divided past comprehension, and into everyday life a wealth of contrivance has been introduced which, from luxuries, has passed into necessities, which add to the cares of the housekeeper as much as they do to the comforts of the home. On the details and items of all this progress hang patent rights of various kinds which, as Sidney Smith said of the fiscal system of Great Britain in his famous warning to this country, impose "taxes upon every article which enters into the mouth, or covers the back, or is placed under the foot—taxes upon everything which it is pleasant to see, hear, feel, smell, or taste—taxes upon warmth, light and locomotion." Not only do they thus burden consumers, but in the hands of ingenious manipulators they are made instruments for harassing innocent infringers and for impeding the improvement they were created to promote.

For a multitude of modern inventions, too, the inventors deserve little or no recompense. Some of them are lucky accidents, like picking up a coin or a jewel dropped upon the highway; others are trifling modifications of earlier inventions, costing scarcely any exercise of ingenuity, and all of them are based upon previous contributions to general knowledge of a host of workers in various fields of research. Undoubtedly, if a man patiently works out an elaborate piece of machinery, such as a Hoe perfecting press, and expends in constructing it much time and money, it is but right that he should be protected in the exclusive use of it, but when, as is often the case, he merely puts a familiar device to a new use, such as driving down a pipe to draw water from the earth, and bases his claim to a patent upon a priority in time of a day or a week, the justice of giving him a monopoly of that use cannot be maintained. In chemical processes particularly an inventor cannot dispense with results previously obtained by other experimenters in the same field, and rarely or never is he morally entitled to patent his discoveries. For instance, to patent the cyanide process for extracting gold from ore is like patenting the use of salt for a new kind of animal food.

Still, there is no likelihood that our present patent laws will be repealed before the electrical devices now controlled by the combined General Electric and Westinghouse companies expire. In the facilities for manufacturing electrical appliances which they derive from their large capital, and in their command of the best talent in the country, the companies have, besides, an advantage over their competitors of which nobody can deprive them. Now that they are going to devote themselves less to warring upon each other, and more to earning dividends for their stockholders, they will have an opportunity of demonstrating that a legitimate business can be profitable without being extortionate.

MATTHEW MARSHALL.

It is not justice that hustles to make an example of an offender who has no friends and no money.

DOES YOUR NAME



Appear on our books? If not, it should, as it would be proof positive that you were selling the **BOSTON RUBBER SHOE Co.'s** goods—acknowledged to be the best Rubbers in the world.
We sell nothing else.

W. A. MCGRAW & CO.,
DETROIT.



Michigan Bark & Lumber Co.

Grand Rapids, Mich.

508, 509 and 510
Widdicombe Bld.

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

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

Correspondence Solicited.

Silver

The finest canned goods
packed in New York State,
for sale only by

**The
Musselman
Grocer Co.**

Queen

of GRAND RAPIDS
MICH.

The line includes the following varieties of Fruits and Vegetables:

2 lb. Black Raspberries	2 lb. Corn	2 lb. White Wax String Beans
2 lb. Blackberries	2 lb. Succotash	3 lb. Golden Squash
2 lb. Red Pitted Cherries	2 lb. White Marrowfat Peas	3 lb. Hubbard Squash
2 lb. Strawberries	2 lb. Extra Early June Peas	3 lb. Cold Packed Tomatoes
3 lb. Bartlett Pears	2 lb. Sifted Fancy June Peas	2 lb. Refugee String Beans
	3 lb. Apricots	

Canned

To those who have
had these goods w
need say nothing.
To those who have
not we can only so
licit a trial order.

Goods

All Jobbers have them

S.C.W.

50 CIGARS.

PERKINS & HESS, DEALERS IN Hides, Furs, Wool and Tallow

WE CARRY A STOCK OF CAKE TALLOW FOR MILL USE.
Nos. 122 and 124 Louis Street.
GRAND RAPIDS, MICH.

Dry Goods

CANCELING CONTRACTS.

How Too Many Dealers Plead the Baby Act.

On a declining market there are many, very many—and it is regretful that there are far too many—firms that never let slip any opportunity to cancel obligations that were entered into with all the solemnity that can attend such transactions.

The occasion is all that is required to furnish the opportunity for too many principals themselves, or department managers through their instructions, to improve any advantage to get clear of contracts or to return goods that in the least respect are not up to sample. And yet under opposite market conditions the same firms will never relax their demands for prompt deliveries of contracts when agents' prices have partaken of a sharp advance.

It is a deplorable fact that merchants who regard themselves incapable of performing or becoming a party to unmercantile actions could do, or instruct their agents to do, such dirty work as canceling contracts when it is well known that the goods so treated are up to the sales samples in every particular, but of which the deliveries are a day or two late because of the faulty machinery in the mills having caused a week's stoppage.

Reference to this subject is called forth in consequence of undue advantage having already been taken of very serious injuries to the mills through the recent storms. Such delays having resulted from damage by the elements, some purchasers more sharp than smart have made investigations as to when their orders were to be delivered and, having ascertained that they would be delayed, have declared them as canceled, without any regard to what construction the law would give to sellers' rights in the premises.

For extremely fancy goods, where the styles and colors would prove good today and bad a month hence, neither manufacturers, agents nor the law would or could in justice compel purchasers to be bound by delayed contracts, notwithstanding that such delay is chargeable to the interference of the elements, that were beyond the control of manufacturers and agents.

The practice is nothing new, but, with a slow trade and a declining market for values, far too many engaged in the textile traffic have not only endeavored to lessen obligations by canceling contracts, but also by pleading the "baby act," as often department buyers have their claims for such unmercantile conduct made personal matters by declaring that a failure to do so would involve their positions. And yet the same department purchasers would consider themselves grossly affronted if on another occasion agents should decline to accept contracts from them for future delivery. Merchandising is as much a science as the use of the surgeon's knife. So think buyers when they have bitten off more than they can chew, but which they fail to recognize when opposite market conditions prevail.

It matters not whether the direct participants are the principals themselves or their agents; to "crawl out of" purchases, or to plead the "baby act," or to return goods for other reasons than damages in their manufacture, not made known at the time the transaction was

concluded, to place it mildly, is very unbecoming commercial conduct and is certain to react against those who are guilty of such action and when least expected.

There are principals and department buyers who could not be guilty of such doings and none are better known to salesmen who sell the classes of goods they buy. Such purchasers make mistakes, but they accept the situation, as they accord to themselves all responsibility for any losses that may result, but, dollars to doughnuts every time, when salesmen have any plums, such purchasers are the first that are sought. In fact, such purchasers ask no favors and shrink from no responsibilities.

The canceling of contracts, making claims, returning goods, outrageous demands for sample cards, requesting presents of dress patterns, of gloves, of laces, and many other practices in line therewith are all the outgrowth of bad methods in any establishment where such purchasers are employed; and the minor practices by subordinates are no worse than the orders of principals to enforce the greater offenses against commercial morals. They all tend to demoralize the science of merchandising and the brilliant characters of the creators of mercantile law, and, while certain to overtake their promoters at some time, are more responsible for the small number that succeed in business than any other causes to which failures can be ascribed.

Commends the Position of the Tradesman.

Kalamazoo, March 21—I congratulate you over the excellent manner in which you show up the evils of installment selling in the last issue of the Tradesman. The prevalence of the system—in the larger cities, especially—makes it of significance to the regular trade. That this has been greatly diminished by its operation is, undoubtedly, a fact. I believe that the treatment of the newspapers by your correspondent is rather lenient. For great dailies to go into such schemes for the purpose of availing themselves of the principle of thriftlessness which makes a profit possible and to take that profit from the regular dealer is, to say the least, a lowering of their dignity. That they find such schemes profitable is evidenced by the persistence with which they prosecute them; but when advertisers begin to realize the extent to which they are encroaching on the field of trade and absorbing its legitimate returns, it is possible they will administer a rebuke in the way of diminished patronage that will have an influence on its profitable features.

BOOKSELLER.

It is said the public will have an opportunity to witness the new method of photographing through solids at the electrical exposition to be held in New York City in May, in connection with the nineteenth convention of the National Electric Light Association. Mr. Edison has succeeded in making a picture through eight inches of yellow pine, and anticipates no trouble whatever in making instantaneous shadowgraphs. He has generously offered to send to the exposition his most powerful and improved apparatus for making shadowgraphs and his own corps of laboratory assistants to operate same. Mr. Edison will also send to the exposition his large collection of experimental apparatus and designs pertaining to his early work on his numerous inventions, much of which has never yet been shown to the public.

Money cannot buy brains, but brains can get money.

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.

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.

A slight jerk--the spring does the rest

Pointers on Window Shades

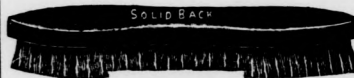


We have them in all colors, styles and prices. Packed in boxes of a dozen each. They are easy to hang and there is money in it for you. House cleaning time means new shades. Do not delay but place your order now.

VOIGT, HERPOLSHEIMER & CO.

WHOLESALE DRY GOODS

GRAND RAPIDS, MICH.



Grand Rapids ...Brush Co.

MANUFACTURERS OF

BRUSHES

Our Goods are sold by all Michigan Jobbing Houses.

GRAND RAPIDS, MICH



Scrub Brushes

Best Material; Best Workmanship; Lowest Prices for Good Goods.

Send for Catalogue.

MICHIGAN BRUSH CO., Grand Rapids, Mich.

Commercial Travelers

Michigan Knights of the Grip.

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

Michigan Commercial Travelers' Association.

President, J. F. COOPER, Detroit; Secretary and Treasurer, D. MORRIS, Detroit.

Gripsack Brigade.

Business and brains go hand in hand on the road.

Be sharp in your business transactions—but never tricky.

L. B. Young, representing the Michigan Stove Co., is doing the Upper Peninsula now.

A traveling man may enjoy a "roast" at the hotel dining table, but never from the house.

An essential quality in the make-up of the commercial tourist is punctuality; it should also be that of the buyer.

As a constant seeker of markets abroad for all the resources of our country the traveling salesman stands without a rival.

Rebuke the pessimist, laugh at the optimist and firmly persist in preparation for the business activity that is being restored.

Many a commercial traveler's success on the road is due to the wife who keeps everything working perfectly at home while "hubby" hustles orders for the firm.

To be able to take your trade right, without either favoring or flattering, is a most valuable trait, and the sensible and competent traveling salesman understands this art.

The fate of nations depends upon how they are fed, while that of the commercial traveler depends upon the amount of goods he sells and the profits he makes for the firm.

Some unprincipled wretch recently broke open A. F. Wixson's trunk at the Soo. He must have been disappointed to find it contained bicycle sundries, instead of pocket knives.

The typical off-hand commercial traveler, with his ready wit and happy smile, may not be the "godly goodiest" being that inhabits our terrestrial ball, but he's surely not the worst.

It always pays to be straightforward with your trade, even though you may lose an order now and then. Straightforwardness begets confidence in the long run, and confidence begets business.

There's a hotel in this State which has lately changed hands so often that it is quite the thing for the boarders to ask, as they come down to breakfast in the morning: "Who is the landlord to-day?"

Will Simons, the fat, jolly, good-looking clerk who has been with C. T. Cook, of Marshall, for the past twelve years, has resigned to accept the position of Michigan representative for the Sam Dobbins Furnace Co., of Marshall.

The average commercial traveler is said to be a genius and capable of adapting himself to his surroundings, but very seldom is he found to stultify his reputation or dishonor his calling for the sake of an order, be it large or small.

The social party given by Post E (Grand Rapids) at Imperial hall last Saturday evening was one of the most enjoyable entertainments ever conducted by the Grand Rapids boys. Both cards and dancing were indulged in and an evening of rare pleasure was the result.

Warren C. Malcott, city salesman for Schwartz, Samuels & Co., wholesale notion dealers, Detroit, is under arrest on a charge of embezzlement. The prisoner had been employed by Schwartz, Samuels & Co., for nearly two years. He is accused of having failed to turn over all the collections to the firm.

Profane talk, undignified conduct and ill manners are usually foreign in the make-up of the knights of the grip. Such things would give a customer the impression that the house he represents is not altogether respectable or it would not send out a man of such traits of character to represent it.

Great business enterprises are based upon credit. It is credit which gives nations their character, and it is credit which gives confidence and stability to the world of trade; but in its beneficial results lies its greatest danger, for want of discrimination in this respect is one of the greatest causes of financial ruin and disaster.

Quick appreciation of opportunity, vigilance of the ever-shifting possibilities in conditions of trade, persistence in work and a knowledge of human nature belong to "get-there" of a successful commercial traveler. If he does not possess these qualifications, no amount of practice and effort will lift him into the front rank of salesmanship.

R. A. Kaners, formerly on the road for the McNeil & Higgins Co., wholesale grocers of Chicago, but more recently in charge of the Chicago agency of the Walsh-DeRoo Milling Co., of Holland, succeeds F. L. Nixon as Western and Southwestern Michigan representative for the Worden Grocer Co. Mr. Nixon has accepted a position on the road with a Chicago shoe house.

Chief Justice Elliott G. Brown is out as a candidate as justice of the peace on the Democratic ticket, subject to the approval of the city convention. Mr. Brown confidently counts on the united support of the traveling men, in case he is able to secure the nomination, on account of his former connection with the fraternity by reason of his long service on the road.

F. E. Bushman, the hustling cigar salesman, now represents a variety of lines—Ruhe Bros., Chicago; E. Dietz and F. A. Jones, Detroit; Michigan Cigar Co., Big Rapids. Besides these houses, Mr. Bushman handles the output of a Kalamazoo factory in which he is financially interested and, in addition, he acts as selling agent in this territory for the Union Show Case Co., of Chicago.

To have his sample line artistically and attractively displayed should be the aim of every commercial traveler. It is necessary to catch your hare before you can cook him, which, applied to this topic, means it is necessary to get your customer before you can sell him, and in order to do so he must first have his attention called to your line of goods, which can be done most effectively by an attractive display of your samples.

Jas. E. Ireland, for several years on the road for the I. M. Clark Grocery Co., has exchanged his residence at 126 South Prospect street for a farm of 35 acres in Paris township, situated two and one-half miles south of the city limits. The farm has 750 peach trees and an acre of vineyard, and in due time Mr. Ireland will probably join the Fruit Growers' Association and appear on the market every morning during the season with a load of fresh fruit. Of course, Uncle Jimmy will soon acquire the tricks of the trade and learn

to secrete the small peaches in the bottom of the basket, while the large, plump fellows will insist on occupying prominent positions on the top.

R. N. Hull in Ohio Merchant: The commercial traveler who gets up early some of these fine mornings and makes a drive across the country is well repaid for his efforts, for he witnesses a phenomenon that is as beautiful as it is rare. Under certain conditions pertaining to atmospheric changes, the trees and shrubbery are coated with a heavy frost that excels in scenic grandeur any spectacular production that man ever put on the stage. It appears as if the silver treasures of Cripple Creek, by subterranean heat, had burst forth and sprayed all nature with their molten riches. Then the sun, glinting over the scene, transforms it all into a sparkling display of shining crystals that baffles description. The poet says, "There is music in winter," but there are poetry and painting as well, for Nature excels all the art of man in her wonderful displays.

"To the careless observer," says the Keystone, "the drummer is a happy-go-lucky fellow with a good salary, fine clothes, a liberal supply of money for expenses, a large acquaintance among good people, and an ever-ready smile and joke for everybody. To outsiders he presents a jolly picture of unalloyed pleasure, an object of general envy to the unsuccessful. But let us look behind the curtain. The traveling man is employed expressly to sell goods, and is expected to earn a good profit for his house above all expenses. He is almost certain to lose his position if he cannot. He must watch the markets closely and possess a fund of timely information on all matters connected with his business. He must be a good judge of human nature—one who can learn the character of his customers. The drummer sacrifices his meals to catch a train. He arises at daylight and travels all night. He lays the foundation for rheumatism, cultivates dyspepsia, robs himself of a home, and is engaged in a ceaseless, tireless struggle for trade. He has to hustle and push in order to sell his goods. He must be polite, educated and a gentleman."

Life Is Short.

Sell Robinson's pure Cider Vinegar. Write for prices. Robinson Cider and Vinegar Co., Benton Harbor, Mich.

Extravagant claims for anything on earth are sure to result in disappointment. Exaggeration in advertising does not blind, for the American people are too sensible to give heed to it long.

Smoke the Dodge Club Cigar.

Association Matters

Michigan Hardware Association

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

Northern Mich. Retail Grocers' Association

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

Traverse City Business Men's Association

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

Grand Rapids Retail Grocers' Association

President, E. C. WINCHESTER; Secretary, HOMER KLAIP; Treasurer, J. GEO. LEHMAN. Regular Meetings—First and third Tuesday evenings of each month at Retail Grocers' Hall, over E. J. Herrick's store.

Owosso Business Men's Association

President, A. D. WHIPPLE; Secretary, G. T. CAMPBELL; Treasurer, W. E. COLLINS.

Jackson Retail Grocers' Association

President, BYRON C. HILL; Secretary, W. H. PORTER; Treasurer, J. F. HELMER.

Alpena Business Men's Association

President, F. W. GILCHRIST; Secretary, C. L. PARTRIDGE.

Lansing Retail Grocers' Association

President, F. B. JOHNSON; Secretary, A. M. DARLING; Treasurer, L. A. GILKEY.

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



SELL THESE

CIGARS

and give customers good satisfaction.

4

**Saws, Files,
Speed Indicators,
Lace Leathers,**

**Emery Wheels,
Steam Gauges,
Belts, Hooks, Waste,
Lubricating Oils,**

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;
G. C. PHILLIPS, Armada.
Secretary, B. SCHROEDER, Grand Rapids.
Treasurer, WM. DUPONT, Detroit.
Executive Committee—F. J. WURZBURG, Grand Rapids; F. D. STEVENS, Detroit; H. G. COLMAN, Kalamazoo; E. T. WEBB, Jackson; D. M. RUSSELL, Grand Rapids.

The Drug Market.

Acetanilid—Is quiet and featureless, with values nominally steady.

Acids—Leading descriptions are moving fairly on jobbing orders at unchanged but steady prices, and the general market presents no other features of noteworthy interest, except an advance of 1 cent per pound in quotations for carbolic.

Alcohol—Grain continues to find a steady consuming outlet with prices well sustained on the old basis. Wood is in fair request from the consuming trade and firmly held.

Arsenic—The limited available stock of powdered white is held firmly, with no round lots offering, and foreign markets show continued strength, owing to increasing scarcity.

Balsams—Central American copaiba continues to meet with a good trade demand, with prices steady. Tolu is also in fair jobbing request and steady. Stocks of Peru are accumulating, and there is more disposition on the part of holders to realize, but the former range is yet current. Canada fir is not receiving much attention, and quotations are more or less nominal at the old range.

Beans—Prime Angostura tonka are very firm. Mexican vanilla are in good jobbing demand and strong; recent advices from Mexico indicate that the prices paid there for new crop cuts have been so high that current spot quotations show a very narrow margin of profit.

Cacao Butter—No further large sales are reported, and the market is quiet, with values unchanged and steady.

Caffeine—Remains quiet, with the tone easy, and prices are nominal.

Cassia Buds—Are moving in small lots at the old range.

Cocaine—The decline noted in our last issue has not stimulated demand, and a quiet feeling has prevailed. The weakness is wholly due to competition between European manufacturers.

Cod Liver Oil—Values abroad show a further advance of 20s. per barrel, one cable from Christiania quoting 225s. f. o. b. and another from Aalsund 240s. c. i. f. Advices also continue to indicate a very small yield, with the outlook favorable to extreme prices, and holders here are disposed to offer sparingly. Early in the week one or two lots of 50 barrels each were secured at \$60.00, and it is reported that ten barrels of a leading brand were taken at \$65.00. Desirable grades are held at \$62.00@65.00, with an upward tendency, and some of the regular dealers decline to sell, except in small lots, and only to the consuming trade.

Cream Tartar—Is easier and manufac-

turers announce a decline of 1c per pound.

Cubeb Berries—The demand is slow and unimportant, with values ruling easy.

Essential Oils—General business has been chiefly of the jobbing order, and no large sales are reported in any description. Camphor has been advanced. Citronella shows a decline. Cubeb has been reduced.

Flowers—Spanish saffron continues strong. American has ruled quiet. The first arrival of new crops has come to hand and aggregates about 2,000 lbs. It was on the steamer's manifest as tobacco, but the withdrawal entry showed it to be saffron from a section in Mexico which had not previously produced the article. Additional parcels are expected from the same district. The principal holders have advanced their quotations.

Glycerin—Continues to move fairly on consuming orders, with prices firm.

Gums—There is a steady firm market for camphor, with domestic refiners reporting a fair movement into consuming channels. The recent arrival of Japanese was all sold previously and goes direct to the buyers. Asafetida is jobbing freely. Mastic has declined. Arabic is very firm, owing to higher markets abroad, where picked has advanced 5@ 10 per cent. and sorts about 4c per lb.

Leaves—A continued good demand is reported for short buchu with prices well sustained for prime grades, which are scarce. All kinds of senna are active and firm with an advancing tendency, and full quoted prices are realized.

Manna—Only a jobbing inquiry is reported, and quotations remain unchanged and steady.

Menthol—Remains quiet and nominal.

Morphine—The current movement is almost entirely on contract orders, and the market is quiet.

Naphthalene—The market is firmer with holders indifferent sellers.

Opium—The demand has been exceedingly light with the tone easy, and prices have further declined. The Smyrna market is also dull, and cable advices report a decline to 7s. 4d.

Quicksilver—Small lots are in most favor with buyers, and values continue steady.

Quinine—There is nothing to report beyond a good jobbing trade at steady prices.

Roots—Ipecac continues to meet with a good seasonable demand, with prices firm. There is no improvement in the condition of the market for Jalap. Mexican sarsaparilla remains very dull, and recent arrivals have been placed in store. Gentian continues scarce and firm.

Seeds—Quotations for the various kinds of canary are nominally unchanged, the market remaining quiet, with no buyers of round lots; primary markets for Smyrna are rather weak in tone. Coriander is weak, with a declining tendency. Millet has declined. California Trieste brown mustard is very firm, but yellow is easier. Poppy is weak. Imported sunflower has declined. German rape is firm. Shelled cardamom is very firm. Whole is stronger, owing to reported failure of the Malabar crop, and prices show an advance.

Spermaceti—The market for block is inactive, with no business to report, and prices remain unchanged and somewhat nominal.

Sugar of Milk—The market is decidedly active and firm with a liberal business reported.

REPRESENTATIVE RETAILERS.

A. W. Fenton, the Veteran Bailey Merchant.

Ambrose W. Fenton was born near Olean, N. Y., May 8, 1837, his father's antecedents being Scotch and Irish and his mother's antecedents being a combination of Irish and German. When four years of age his parents removed to Genesee county, and two years later to Orleans county, N. Y., and in 1846, when the subject of this sketch was between 9 and 10 years of age, his father removed to Michigan, locating in Sparta township, Kent county, three-quarters of a mile from the present village of Sparta. Mr. Fenton remained on the farm until his father died in 1865, when he "bought off" the heirs. In 1869, he sold one-half of the farm and for about six months clerked in the general store of O. F. & W. P. Conklin, at Ravenna. Returning to the farm, he subsequently sold the other half and the next year removed to Sparta, where he worked for a year in the general store of Ed. Bradford and for another year did collecting for A. B. Cheney. In 1874 and 1875, he worked in the sawmill of A. B. Long & Son, Grand Rapids, as scaler and shipper. In 1876, he purchased the Koon drug stock at Casnovia, which he conducted for two and one-half years, when he sold out and formed a co-partnership with Frank Gardner, of Grant, continuing the grocery business there under the style of Gardner & Fenton for about six months. In the spring of 1881 he removed to Bailey and purchased the drug stock of Spring & Lindley, removing it to another store building, which business he has continued ever since. In the meantime he has added lines of groceries and hardware,

and in the fall of 1893 he admitted to partnership his son, Geo. C. Fenton, the business now being conducted under the style of A. W. Fenton & Son. In May, 1893, the stock and store building were completely destroyed by the conflagration at Bailey, but, with undaunted courage and exceptional credit, a new building was erected and new stocks purchased, so that the business continued with very little interruption.

Mr. Fenton was married May 23, 1861, to Miss Charity S. Porter, of Wright township, Ottawa county. Three children have blessed the marriage, the eldest of whom has been dead several years. Aside from the son already referred to, a daughter, Mildred B., now 18 years old, is fitting herself for the profession of teacher by attending the Ferris' Industrial School at Big Rapids.

Mr. Fenton attributes his success as a merchant to the fact that he has always been "as nearly honest as he knows how," to use his own words for it. He has been very conservative in the matter of giving credits, especially during the last dozen years, and the property he has accumulated is, in all probability, due very largely to this most excellent quality.

Mr. Fenton is a man of large stature, commanding appearance and of excellent habits. His visits to the jobbing trade of Grand Rapids are always a source of much pleasure to all concerned.

It is not strength the average merchant lacks—it is will.

Smoke the Dodge Club Cigar.

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



The Great Van Twiller

Again I have the agency for this, the greatest 5 cent cigar ever made. Send orders by mail and they will have prompt attention.

J. A. GONZALEZ,
Grand Rapids, Mich.

Representing the
Best & Russel Company,
Chicago, Ill.

GYPSINE

Practical Plaster Paris Wall Finish.

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

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

MADE ONLY BY
DIAMOND WALL FINISH CO.
Grand Rapids, Mich.

WHOLESALE PRICE CURRENT.

Advanced—Carbolic Acid.		Declined—Opium, Linseed Oil.	
Acidum		Conium Mac.	
Aceticum.....	80¢ 10	Copaiba.....	80¢ 10
Benzoic, German	75¢ 15	Cubebae.....	1 50¢ 1 60
Boric.....	40¢ 15	Exechthitos.....	1 20¢ 1 30
Carbolicum.....	20¢ 40	Erigeron.....	1 20¢ 1 30
Citricum.....	44¢ 46	Gaultheria.....	1 50¢ 1 60
Hydrochlor.....	30¢ 5	Geranium, ounce.....	75¢
Nitrosum.....	80¢ 10	Gossypii, Sem. gal.....	50¢ 60
Oxalicum.....	10¢ 12	Hedera.....	1 25¢ 1 40
Phosphoric, dil.....	15¢ 15	Juniper.....	1 50¢ 2 00
Salicylicum.....	55¢ 65	Lavendula.....	1 30¢ 1 50
Sulphuric.....	13¢ 5	Limonis.....	30¢ 50
Tannic.....	1 40¢ 1 60	Mentha Piper.....	2 25¢ 3 00
Tartaric.....	38¢ 40	Mentha Verid.....	2 65¢ 2 75
Ammonia		Morhuæ, gal.....	2 00¢ 2 10
Aqua, 16 deg.....	40¢ 6	Myrica, ounce.....	75¢ 3 00
Aqua, 20 deg.....	60¢ 8	Olive.....	75¢ 3 00
Carbonas.....	12¢ 14	Piela Liquida.....	10¢ 12
Chloridum.....	12¢ 14	Piela Liquida, gal.....	91¢ 35
Aniline		Ricina.....	91¢ 35
Black.....	2 00¢ 2 25	Rosmarini.....	1 00¢ 1 10
Brown.....	80¢ 1 00	Rose, ounce.....	6 50¢ 8 50
Red.....	45¢ 50	Succini.....	40¢ 45
Yellow.....	2 50¢ 3 00	Sabina.....	90¢ 1 00
Baccae		Santal.....	2 50¢ 2 75
Cubæe..... po. 18	13¢ 15	Sassafras.....	50¢ 55
Juniperus.....	60¢ 8	Sinapis.....	50¢ 55
Xanthoxylum.....	25¢ 30	Sinapis, ess., ounce.....	1 00¢ 1 10
Balsamum		Tigli.....	40¢ 50
Copaiba.....	45¢ 50	Thyme.....	40¢ 50
Peru.....	2 80¢ 3 00	Thyme, opt.....	1 60¢ 1 80
Terabin, Canada.....	40¢ 45	Theobromas.....	15¢ 20
Tolutan.....	75¢ 80	Potassium	
Cortex		Bi-Barb.....	15¢ 18
Abies, Canadian.....	18	Bichromate.....	13¢ 15
Cassia.....	12	Bromide.....	45¢ 48
Cinchona Flava.....	18	Carb.....	12¢ 15
Eunymus atropurp.....	18	Chlorate, po. 17@19c.....	16¢ 18
Myrica Cerifera, po.....	20	Cyanide.....	50¢ 55
Prunus Virginis.....	12	Iodide.....	2 90¢ 3 00
Quillaja, gr'd.....	10	Potassa, Bitart, pure.....	32¢ 35
Sassafras.....	12	Potassa, Bitart, com.....	15¢ 18
Ulmus..... po. 15, gr'd.....	15	Potass Nitras, opt.....	80¢ 10
Extractum		Potass Nitras.....	70¢ 9
Glycyrrhiza Glabra.....	24¢ 25	Prussiate.....	25¢ 28
Glycyrrhiza, po.....	28¢ 30	Sulphate po.....	15¢ 18
Hæmatox, 15 lb box.....	11¢ 12	Radix	
Hæmatox, 1s.....	13¢ 14	Aconitum.....	20¢ 25
Hæmatox, 1/4s.....	14¢ 15	Althæa.....	22¢ 25
Hæmatox, 1/4s.....	16¢ 17	Anchusa.....	12¢ 15
Ferru		Arum po.....	20¢ 25
Carbonate Precip.....	2 25¢ 2 50	Calamus.....	20¢ 40
Citrate and Quinia.....	2 80¢ 3 00	Gentiana..... po. 15	12¢ 15
Citrate Soluble.....	50	Glycyrrhiza..... po. 15	16¢ 18
Picrocyanidum Sol.....	15	Hydrastis Canad.....	30¢ 35
Solut. Chloride.....	2	Hydrastis Can., po.....	15¢ 20
Sulphate, com'l, by.....	35	Infusio, po.....	15¢ 20
Sulphate, com'l, by.....	7	Ipecac, po.....	1 65¢ 1 75
Sulphate, pure.....	7	Iris plox..... po. 35@38	35¢ 40
Flora		Jalapa, pr.....	40¢ 45
Arnica.....	12¢ 14	Maranta, 1/4s.....	15¢ 18
Anthemis.....	18¢ 25	Podophyllum, po.....	15¢ 18
Matricaria.....	18¢ 25	Rhei.....	75¢ 1 00
Folia		Rhei, cut.....	1 25¢ 1 35
Barosma.....	20¢ 30	Rhei, pv.....	75¢ 1 35
Cassia Acutifol, Tin.....	18¢ 25	Spigelia.....	35¢ 38
Cassia Acutifol, Alx.....	25¢ 30	Sanguinaria..... po. 15	30¢ 35
Salvia officinalis, 1/4s.....	12¢ 20	Serpentaria.....	30¢ 35
Ura Ursi.....	8¢ 10	Senega.....	55¢ 60
Gummi		Smilax, officinalis II.....	10¢ 12
Acacia, 1st picked.....	60¢ 65	Smilax, M.....	10¢ 12
Acacia, 2d picked.....	40¢ 45	Scilla..... po. 35	10¢ 12
Acacia, 3d picked.....	30¢ 35	Symplocarpus, Foti.....	25¢ 30
Acacia, sifted sorts.....	60¢ 65	Valeriana, Eng. po. 30.....	15¢ 20
Acacia, po.....	14¢ 18	Valeriana, German.....	15¢ 20
Aloe, Barb. po. 30@28.....	14¢ 18	Zingiber a.....	12¢ 16
Aloe, Cape..... po. 15.....	14¢ 18	Zingiber j.....	23¢ 25
Aloe, Socotri..... po. 40.....	55¢ 60	Semen	
Ammoniac.....	22¢ 25	Anisum..... po. 20	14¢ 18
Assafœtida..... po. 20.....	50¢ 55	Apium (grapeleons).....	14¢ 18
Benzoinum.....	50¢ 55	Bird, Is.....	40¢ 45
Catechu, Is.....	13¢ 14	Carui..... po. 18	10¢ 12
Catechu, 1/4s.....	13¢ 14	Cardamon.....	1 00¢ 1 25
Catechu, 1/4s.....	16¢ 18	Coriandrum.....	80¢ 10
Camphore.....	65¢ 68	Cannabis Sativa.....	3 1/4¢ 4
Euphorbium..... po. 35.....	10¢ 12	Cydonium.....	75¢ 1 00
Galbanum.....	10¢ 12	Chenopodium.....	10¢ 12
Gamboge po.....	65¢ 70	Dipterix Odorate.....	2 90¢ 3 00
Guaiaacum..... po. 35.....	60¢ 65	Feniculum.....	15¢ 18
Kino..... po. 33.00.....	60¢ 65	Fenugreek, po.....	60¢ 65
Mastic.....	40¢ 45	Lini.....	2 1/2¢ 4
Myrrh..... po. 45.....	40¢ 45	Lini, gr'd..... bbl. 2 1/2	3 1/2¢ 4
Opi..... po. 33.10@3.30.....	2 15¢ 2 20	Lobelia.....	35¢ 40
Shellac.....	40¢ 45	Phalaris Canarian.....	3 1/2¢ 4
Shellac, bleached.....	40¢ 45	Rapa.....	4 1/2¢ 5
Tragacanth.....	50¢ 55	Sinapis Albu.....	70¢ 8
Herba		Sinapis Nigra.....	11¢ 12
Absinthium..... oz. pkg.....	25¢ 30	Spiritus	
Eupatorium..... oz. pkg.....	25¢ 30	Frumentl, W. D. Co.....	2 00¢ 2 50
Lobelia..... oz. pkg.....	25¢ 30	Frumentl, D. F. R.....	2 00¢ 2 25
Majorum..... oz. pkg.....	25¢ 30	Frumentl.....	1 25¢ 1 50
Mentha Pip..... oz. pkg.....	25¢ 30	Juniperis Co. O. T.....	1 50¢ 2 00
Mentha Vir..... oz. pkg.....	25¢ 30	Juniperis Co.....	1 75¢ 2 00
Rue..... oz. pkg.....	25¢ 30	Saccharum N. E.....	1 90¢ 2 10
Tanacetum Voz..... pkg.....	25¢ 30	Spt. Vini Galli.....	1 75¢ 2 00
Thymus, Voz..... pkg.....	25¢ 30	Vini Oporto.....	1 25¢ 2 00
Magnesia		Vini Alba.....	1 25¢ 2 00
Caleined, Pat.....	55¢ 60	Sponges	
Carbonate, Pat.....	20¢ 22	Florida sheeps' wool.....	2 50¢ 2 75
Carbonate, K. & M.....	20¢ 22	Nassau sheeps' wool.....	2 50¢ 2 75
Carbonate, Jennings.....	35¢ 36	Velvet extra sheeps'.....	2 00¢ 2 25
Oilum		wool, carriage.....	2 00¢ 2 25
Absinthium.....	3 25¢ 3 50	Extra yellow sheeps'.....	2 00¢ 2 25
Amygdalæ, Dulc.....	30¢ 35	wool, carriage.....	2 00¢ 2 25
Amygdalæ, Amare.....	8 00¢ 8 25	Grass sheeps' wool.....	2 00¢ 2 25
Anisi.....	3 10¢ 3 20	carriage.....	2 00¢ 2 25
Auranti Cortex.....	2 30¢ 2 40	Hard, for slate use.....	2 00¢ 2 25
Bergamini.....	3 00¢ 3 20	Yellow Reef, for.....	2 00¢ 2 25
Cajiputi.....	70¢ 75	slate use.....	2 00¢ 2 25
Caryophylli.....	60¢ 70	Syrups	
Cedar.....	35¢ 40	Acacia.....	50¢ 55
Chenopadii.....	2 50¢ 2 60	Auranti Cortes.....	50¢ 55
Cinnamoni.....	2 50¢ 2 60	Zingiber.....	50¢ 55
Citronella.....	75¢ 80	Ipecac.....	50¢ 55
		Ferri Iod.....	50¢ 55
		Rhei Arom.....	50¢ 55
		Smilax Officinalis.....	50¢ 55
		Senega.....	50¢ 55
		Scilla.....	50¢ 55

HAZELTINE & PERKINS
DRUG CO.

Importers and Jobbers of

= DRUGS =

CHEMICALS AND PATENT MEDICINES.

Dealers in

PAINTS, OILS AND VARNISHES

Full line of staple druggists' sundries.

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

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

We sell Liquors for medicinal purposes only.

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

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

HAZELTINE & PERKINS DRUG CO.

GRAND RAPIDS, MICH.

GROCERY PRICE CURRENT.

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

AXLE GREASE.	
Aurora.....	55 6 00
Castor Oil.....	60 7 00
Diamond.....	50 5 50
Frazier's.....	75 9 00
IXL Golden, tin boxes.....	75 9 00
Mica.....	70 8 00
Paragon.....	55 6 00
BAKING POWDER.	
Absolute.	
1 lb cans doz.....	45
1 lb cans doz.....	85
1 lb cans doz.....	1 50
Acme.	
1 lb cans 3 doz.....	45
1 lb cans 3 doz.....	75
1 lb cans 1 doz.....	1 00
Bulk.....	10
Arctic.	
1 lb cans 6 doz case.....	55
1 lb cans 4 doz case.....	1 10
1 lb cans 2 doz case.....	2 00
1 lb cans 1 doz case.....	9 00
JaXon.	
1 lb cans 4 doz case.....	45
1 lb cans 4 doz case.....	85
1 lb cans 2 doz case.....	1 60
Home.	
1 lb cans 4 doz case.....	35
1 lb cans 4 doz case.....	55
1 lb cans 2 doz case.....	90
Lynch.	
1 lb cans.....	45
1 lb cans.....	90
1 lb cans.....	1 20
Our Leader.	
1 lb cans.....	45
1 lb cans.....	75
1 lb cans.....	1 50
Red Star.	
1 lb cans.....	40
1 lb cans.....	75
1 lb cans.....	1 40
BATH BRICK.	
American.....	70
English.....	80
BLUING.	
Gross	
Arctic 4 oz ovals.....	3 60
Arctic 8 oz ovals.....	6 75
Arctic pints round.....	9 00
Arctic No. 2 sifting box.....	2 75
Arctic No. 3 sifting box.....	4 00
Arctic No. 5 sifting box.....	8 00
Arctic 1 oz ball.....	4 50
Mexican liquid 4 oz.....	3 60
Mexican liquid 8 oz.....	6 80
BROOMS.	
No. 1 Carpet.....	2 20
No. 2 Carpet.....	2 00
No. 3 Carpet.....	1 75
No. 4 Carpet.....	1 60
Parlor Gem.....	2 50
Common Whisk.....	85
Fancy Whisk.....	1 00
Warehouse.....	2 50
CANDLES.	
Hotel 40 lb boxes.....	10
Star 40 lb boxes.....	9
Paraffine.....	10
CANNED GOODS.	
Manitowoc Peas.	
Lakeside Marrowfat.....	1 00
Lakeside E. J.....	1 30
Lakeside, Cham. of Eng.....	1 40
Lakeside, Gem. Ex. Sifted.....	1 65
CATSUP.	
Columbia, pints.....	4 25
Columbia, 1/2 pints.....	2 50
CEMENT.	
Major's, per gross.	
1/2 oz size.....	12 00
1 oz size.....	18 00
Liq. Glue, doz.....	9 60
Leather Cement.	
1 oz size.....	12 00
2 oz size.....	18 00
Rubber Cement.	
2 oz size.....	12 00
CHEESE.	
Bulk.....	12 1/2
Amboy.....	12
Acme.....	12
Jersey.....	12
Lenawee.....	12
Riverside.....	12 1/2
Gold Medal.....	12
Brick.....	11
Edam.....	11
Leiden.....	10
Limburger.....	15
Pineapple.....	24
Sap Sago.....	18
Chicory.	
Bulk.....	5
Ret.....	7
CHOCOLATE.	
Walter Baker & Co.'s.	
German Sweet.....	22
Premium.....	31
Breakfast Cocoa.....	42

CLOTHES LINES.	
Cotton, 40 ft. per doz.....	1 00
Cotton, 50 ft. per doz.....	1 20
Cotton, 60 ft. per doz.....	1 40
Cotton, 70 ft. per doz.....	1 60
Cotton, 80 ft. per doz.....	1 80
Jute, 60 ft. per doz.....	80
Jute, 72 ft. per doz.....	95
CLOTHES PINS.	
5 gross boxes.....	45
COFFEE.	
Green.	
Rio.....	18
Fair.....	19
Good.....	21
Prime.....	21
Golden.....	21
Peaberry.....	23
Santos.	
Fair.....	19
Good.....	20
Prime.....	22
Peaberry.....	23
Mexican and Guatamala.	
Fair.....	21
Good.....	22
Fancy.....	24
Maracaibo.	
Prime.....	23
Milled.....	24
Java.	
Interior.....	25
Private Growth.....	27
Mandehling.....	28
Mocha.	
Imitation.....	25
Arabian.....	28
Roasted.	
Quaker Mocha and Java.....	32
Toko Mocha and Java.....	28
State House Blend.....	25
Package.	
Arbuckle.....	19 45
Jersey.....	19 45
LIEN COFFEE	
In 1 lb. PACKAGES, WITHOUT GLAZING.	
16 Full Ounces Net.	
Cases 100 lbs. quality Price	
60 - 25 2c per lb.	
CABINETS 120 lbs. SAME PRICE.	
90¢ EXTRA FOR CABINETS.	
McLaughlin's XXXX.....	
KOFFA-AID.	
3 doz in case.....	
Extract.	
Valley City 1/2 gross.....	75
Felix 1/2 gross.....	1 15
Hummer's full 1/2 gross.....	1 45
Hummer's tin 1/2 gross.....	1 45
COCOA SHELLS.	
20 lb bags.....	2 1/2
Less quantity.....	3
Pound packages.....	4
CREAM TARTAR.	
Strictly Pure, wooden boxes.....	35
Strictly Pure, tin boxes.....	37
CONDENSED MILK.	
4 doz. in case.	
N. Y. Condensed Milk Co.'s	
brands.	
Gail Borden Eagle.....	7 40
Crown.....	6 25
Daisy.....	5 75
Champion.....	4 50
Magnolia.....	4 25
Bine.....	3 35



Peelless evaporated cream 5 75



"Tradesman."	
\$1 books, per 100.....	2 00
\$2 books, per 100.....	2 50
\$3 books, per 100.....	3 00
\$5 books, per 100.....	3 00
\$10 books, per 100.....	4 00
\$20 books, per 100.....	5 00
"Superior."	
\$1 books, per 100.....	2 50
\$2 books, per 100.....	3 00
\$3 books, per 100.....	3 50
\$5 books, per 100.....	4 00
\$10 books, per 100.....	5 00
\$20 books, per 100.....	6 00



"Universal."	
\$1 books, per 100.....	3 00
\$2 books, per 100.....	3 50
\$3 books, per 100.....	4 00
\$5 books, per 100.....	5 00
\$10 books, per 100.....	6 00
\$20 books, per 100.....	7 00
Above prices on coupon books are subject to the following quantity discounts:	
200 books or over.....	5 per cent
500 books or over.....	10 per cent
1000 books or over.....	20 per cent

Coupon Pass Books.	
Can be made to represent any denomination from \$10 down.	
20 books.....	1 00
50 books.....	2 00
100 books.....	3 00
250 books.....	6 25
500 books.....	10 00
1000 books.....	17 50
Credit Checks.	
500, any one denom'n.....	3 00
1000, any one denom'n.....	5 00
2000, any one denom'n.....	8 00
Steel punch.....	75

DRIED FRUITS—DOMESTIC	
Apples.	
Sundried.....	@ 4
Evaporated 50 lb boxes.....	@ 6 1/2
California Fruits.	
Apricots.....	9 @ 11
Blackberries.....	@ 4 1/2
Nectarines.....	6 @ 7
Peaches.....	5 @ 7
Pears.....	8 1/2 @
Pitted Cherries.....	@ 4
Raspberries.....	@ 4 1/2

California Prunes.	
100-120 25 lb boxes.....	@ 4 1/2
90-100 25 lb boxes.....	@ 4 1/2
80-90 25 lb boxes.....	@ 5 1/2
70-80 25 lb boxes.....	@ 5 1/2
60-70 25 lb boxes.....	@ 6 1/2
50-60 25 lb boxes.....	@ 6 1/2
40-50 25 lb boxes.....	@ 7 1/2
30-40 25 lb boxes.....	@ 7 1/2
1/4 cent less in bags	

Raisins.	
London Layers.....	1 00 @ 1 25
Loose Muscatels 2 Crown.....	3 1/4
Loose Muscatels 3 Crown.....	3 1/4
Loose Muscatels 4 Crown.....	5

FOREIGN.	
Patras bbls.....	@ 3 1/2
Vostizias 50 lb cases.....	@ 3 1/2
Schult's Cleaned 25 lb bxs.....	@ 5
Schult's Cleaned 50 lb bxs.....	@ 4 1/2
Schult's Cleaned 1 lb pkg.....	@ 6

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

Raisins.	
Onunda 29 lb boxes.....	7 1/2 @ 8
Sultana 20 lb boxes.....	6 1/2 @ 7 1/2
Valencia 30 lb boxes.....	@

FARINACEOUS GOODS.	
Farina.	
Bulk.....	3
Grits.	
Walsh-DeRoo Co.'s.....	2 00
Hominy.	
Barrels.....	3 25
Flake, 50 lb. drums.....	1 50
Lima Beans.	
Dried.....	4
Maccaroni and Vermicelli.	
Domestic, 10 lb. box.....	60
Imported, 25 lb. box.....	2 50
Pearl Barley.	
Empire.....	2 1/2
Chester.....	1 1/2 @ 2
Peas.	
Green, bu.....	90
Split, per lb.....	2 1/2
Rolled Oats.	
Rolled Avena, bbl.....	3 30
Rolled Avena, 1/2 bbl.....	1 78
Schumacher, bbl.....	3 60
Schumacher, 1/2 bbl.....	1 63
Private brands, bbl.....	2 75
Private brands, 1/2 bbl.....	1 50
Quaker, cases.....	3 20
Oven Baked.....	3 25
Lakeside.....	2 25
Sago.	
German.....	4
East India.....	3 1/2
Wheat.	
Cracked, bulk.....	3
24 2 lb packages.....	2 40
Breakfast Food.	
Pettijohn's Best.....	3 10
Buckwheat Flour.	
Excelsior Self Rising.....	1 90
Case of 2 doz.....	1 75
Five case lots.....	1 75

Fish.	
Cod.	
Georges cured.....	@ 4 1/2
Georges genuine.....	@ 6
Georges selected.....	@ 6 1/2
Strips or bricks.....	@ 9
Halibut.	
Chunks.....	14
Strips.....	11
Herring.	
Holland white hoops keg.....	60
Holland white hoops bbl.....	7 50
Norwegian.....	2 30
Round 100 lbs.....	1 10
Round 40 lbs.....	12
Sealed.....	12
Flackerel.	
No. 1 100 lbs.....	13 00
No. 1 40 lbs.....	5 50
No. 1 10 lbs.....	1 45
No. 2 100 lbs.....	11 75
No. 2 40 lbs.....	5 00
No. 2 10 lbs.....	1 32
Family 90 lbs.....	
Family 10 lbs.....	
Sardines.	
Russian kegs.....	55
Stockfish.	
No. 1, 100 lb. bales.....	10 1/4
No. 2, 100 lb. bales.....	8 1/2
Trout.	
No. 1 40 lbs.....	2 0
No. 1 10 lbs.....	70
No. 1 8 lbs.....	59
Whitefish.	
No. 1 100 lbs.....	8 00
No. 1 40 lbs.....	3 50
No. 1 10 lbs.....	85
No. 1 8 lbs.....	79

FLAVORING EXTRACTS.	
Jennings.	
2 oz regular panel.....	75
4 oz regular panel.....	1 50
6 oz regular panel.....	2 00
No. 3 taper.....	1 35
No. 4 taper.....	1 50

Vanilla.	
2 oz regular panel.....	75
4 oz regular panel.....	1 50
6 oz regular panel.....	2 00
No. 3 taper.....	1 35
No. 4 taper.....	1 50

Lemon.	
2 oz regular panel.....	75
4 oz regular panel.....	1 50
6 oz regular panel.....	2 00
No. 3 taper.....	1 35
No. 4 taper.....	1 50

Vanilla.	
2 oz regular panel.....	75
4 oz regular panel.....	1 50
6 oz regular panel.....	2 00
No. 3 taper.....	1 35
No. 4 taper.....	1 50

Lemon.	
2 oz regular panel.....	75
4 oz regular panel.....	1 50
6 oz regular panel.....	2 00
No. 3 taper.....	1 35
No. 4 taper.....	1 50

Vanilla.	
2 oz regular panel.....	75
4 oz regular panel.....	1 50
6 oz regular panel.....	2 00
No. 3 taper.....	1 35
No. 4 taper.....	1 50

Lemon.	
2 oz regular panel.....	75
4 oz regular panel.....	1 50
6 oz regular panel.....	2 00
No. 3 taper.....	1 35
No. 4 taper.....	1 50

Vanilla.	
2 oz regular panel.....	75
4 oz regular panel.....	1 50
6 oz regular panel.....	2 00
No. 3 taper.....	1 35
No. 4 taper.....	1 50

||
||
||

SALT.

Diamond Crystal.	
Cases, 24 3-lb. boxes.....	1 60
Barrels, 100 3-lb. bags.....	2 75
Barrels, 40 7-lb. bags.....	2 50
Butter, 56 lb. bags.....	65
Butter, 20 14 lb. bags.....	3 00
Butter, 280 lb. bbls.....	2 50

Common Grades.

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

Worcester.

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

Warsaw.

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

Ashton.

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

Solar Rock.

56-lb sacks.....	22
Common Fine.....	85
Saginaw.....	85
Manistee.....	85

SODA.

Boxes.....	5 1/2
Kegs, English.....	4 1/2

STARCH.

64 10c packages.....	5 00
128 5c packages.....	5 00
32 10c and 64 5c packages.....	5 00

Kingsford's Corn.

20 1-lb packages.....	6 1/2
40 1-lb packages.....	6 1/2

Kingsford's Silver Gloss.

40 1-lb packages.....	6 1/2
6-lb boxes.....	7

Common Corn.

20-lb boxes.....	5
40-lb boxes.....	4 1/2

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

TOBACCOS.

G. J. Johnson's brand

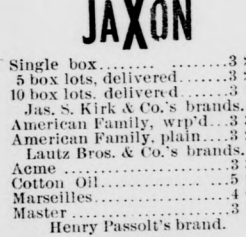


S. C. W.....	35 00
H. & P. Drug Co.'s brand.....	35 00
Quintette.....	35 00
Clark Grocery Co.'s brand.....	35 00
New Brick.....	35 00

SOAP.

Gowans & Sons' Brands.

Crow.....	3 10
German Family.....	2 15
American Grocer 100s.....	3 25
American Grocer 60s.....	2 65
N. G.....	3 20
Mystic White.....	3 80
Lotus.....	3 90
Oak Leaf.....	3 20
Old Style.....	2 55
Happy Day.....	3 10

JAXON

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

Thompson & Chute's Brand.



Single box.....	3 25
5 box lot, delivered.....	3 20
10 box lot, delivered.....	3 15
25 box lot, delivered.....	3 10
Allen B. Wrisley's brands.....	3 20
Old Country 80 1-lb.....	3 20
Good Cheer 60 1-lb.....	3 30
White Borax 100 3/4 lb.....	3 65

Scouring.

Sapolio, kitchen, 3 doz.....	2 40
Sapolio, hand, 3 doz.....	2 40

STOVE POLISH.

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

TABLE SAUCES.

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

VERMICIDE.

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

VINEGAR.

Robinson's Pure Cider.....	12
Leroux Cider.....	10

SUGAR.

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

Domino.....	5 75
Cut Leaf.....	5 75
Cubes.....	5 37
Powdered.....	5 37
XXXX Powdered.....	5 50
Mould A.....	5 37
Granulated in bags.....	5 12
Fine Granulated.....	5 12
Extra Fine Granulated.....	5 25
Extra Course Granulated.....	5 25
Diamond Confection A.....	5 12
Confection Standard A.....	5 00

No. 1.....	4 15
No. 2.....	4 15
No. 3.....	4 69
No. 4.....	4 02
No. 5.....	4 56
No. 6.....	4 50
No. 7.....	4 37
No. 8.....	4 37
No. 9.....	4 25
No. 10.....	4 18
No. 11.....	4 18
No. 12.....	4 12
No. 13.....	4 06
No. 14.....	3 87
No. 15.....	3 62

WASHING POWDER.

100 packages in case.....	3 35
---------------------------	------

WICKING.

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

Crackers.

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

Butter.

Seymour XXX.....	5 1/2
Seymour XXX, 3 lb. carton.....	5 1/2
Family XXX.....	5 1/2
Family XXX, 3 lb. carton.....	5 1/2
Salted XXX.....	5 1/2
Salted XXX, 3 lb. carton.....	5 1/2

Soda.

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

Oyster.

Square Oyster, XXX.....	5 1/2
Sq. Oys. XXX, 1 lb. carton.....	6 1/2
Farina Oyster, XXX.....	5 1/2

SWEET GOODS Boxes.

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

Candies.

The Putnam Candy Co. quotes as follows:

Stick Candy.

Standard.....	6 1/2 @ 7 1/2
Standard II.....	6 1/2 @ 7 1/2
Standard Twist.....	6 1/2 @ 7 1/2
Cut Leaf.....	7 1/2 @ 8 1/2
Extra II. H.....	@ 8 1/2
Boston Cream.....	@ 8 1/2

Mixed Candy.

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

Fancy-In Bulk.

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

Fancy-In 5 lb. Boxes.

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

Caramels.

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

Fruits.

Oranges.	
Fancy Navels.....	3 50
126.....	3 50
150-176-200.....	4 00
Fancy Seedlings.....	3 06
150-176-200.....	3 06
250-288.....	2 50
Valencias.....	4 20

Lemons.

Strictly choice 300s.....	@ 2 75
Strictly choice 300s.....	@ 3 00
Extra 300s.....	@ 3 25
Extra 300s.....	@ 3 75
Fancy 300s.....	@ 3 50
Extra 300s.....	@ 4 00

Bananas.

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

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

Foreign Dried Fruits.

Figs, Fancy Layers.....	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. M. K., 60 lb cases.....	@ 5
Dates, Sairs 60 lb cases.....	@ 4 1/2

Nuts.

Almonds, Tarragona.....	@ 13
Almonds, Ivory.....	@ 13
Almonds, California, soft shelled.....	@ 12 1/2
Brazils new.....	@ 9
Filberts.....	@ 10
Walnuts, Gren., new.....	@ 12
Walnuts, Calif No. 1.....	@ 12
Walnuts, soft shelled.....	@
Calif.....	@
Table Nuts, fancy.....	@ 12
Table Nuts, choice.....	@ 9 1/2
Pecans, Texas H. P.....	7 @ 8
Hickory Nuts per bu.....	@ 25
Ohio.....	@ 25
Cocoanut, full sacks.....	@ 14 00
Butternuts per bu.....	@
Black Walnuts per bu.....	@

Peanuts.

Fancy, H. P., Game.....	@ 5 1/2
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.....	@ 9
Trout.....	@ 8
Black Bass.....	@ 15
Halibut.....	15 @ 16
Ciscoes or Herring.....	@ 6
Bluefish.....	@ 12 1/2
Live Lobster.....	@ 20
Boiled Lobster.....	@ 20
Cod.....	@ 10
Haddock.....	@ 8
No. 1 Pickerel.....	@ 9
Pike.....	@ 8
Smoked White.....	@ 8
Red Snapper.....	@ 10
Cod River Salmon.....	@ 13
Mackerel.....	16 @ 20

Shell Goods.

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

Oysters.

F. J. Dettenhauser's Brands.....	Per Can.
Fairhaven Counts.....	35 @
F. J. D. Selects.....	30 @
Selects.....	25 @
F. J. D.....	22 @
Anchors.....	20 @
Standards.....	18 @

Counts.

Extra Selects.....	@ 2 00
Medium Selects.....	@ 1 65
Anchor Standards.....	@ 1 30
Standards.....	@ 1 10
Scallops.....	@ 1 75
Clams.....	@ 1 25
Shrimps.....	@ 1 25
Oscar Allen's Brands.....	Per Can.

Extra Selects.

Extra Selects.....	40 @
Plain Selects.....	30 @
I X L.....	22 @
Mediums.....	20 @
Standards.....	18 @
Favorites.....	16 @

New York Counts.

Extra Selects.....	@ 1 75
Plain Selects.....	@ 1 50
I X L Standards.....	@ 1 25
Standards.....	@ 1 10

Grains and Feedstuffs.

Wheat.....	65
Winter Wheat Flour.....	
Local Brands.....	
Patents.....	4 15
Second Patent.....	3 65
Straight.....	3 45
Clear.....	3 15
Graham.....	3 35
Buckwheat.....	3 25
Rye.....	2 65
Subject to usual cash discount.....	

Flour in bbls., 25c per bbl. additional.

Worden Grocer Co.'s Brand.....	3 65
Quaker, 1/2 s.....	3 65
Quaker, 1/4 s.....	3 65

Spring Wheat Flour.

Oline & Judson's Brand.....	3 85
Ceresota, 1/2 s.....	3 75
Ceresota, 1/4 s.....	3 65
Ball-Barnhart-Putnam's Brand.....	3 85
Grand Republic, 1/2 s.....	3 75
Grand Republic, 1/4 s.....	3 65
Lemon & Wheeler Co.'s Brand.....	3 85
Parisian, 1/2 s.....	3 75</

GOTHAM GOSSIP.

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

Special Correspondence.

New York, Mar. 20—Your correspondent has before alluded to the "biggest store in the world," which is now being built here by Chicago parties. The grocery department is having its scales, bins, etc., put in by a Philadelphia maker, who states that he has had orders from the company for sixty-six of his high-priced counter scales for this store. He further stated that he regarded twelve such scales as a big order. It will thus be seen that there will be no "one-horse" trading done. The building grows apace and this fall will, probably, witness its opening. The manager of the grocery department is just sailing for Europe, where he will "make connections," and we suppose that New York will be astonished when the new goods come. Intelligence offices where servants and trained nurses can be obtained will be located in the building.

Business is decidedly quiet in grocery jobbing circles here this week. In fact, the market seems to be waiting for something. It may be the Presidential nominations, and, as that event draws nearer, the situation seems all the more complicated. The result is that business either slackens or comes to a stop. It is a situation which is extremely trying to firms unless they have their business under excellent control.

Coffee is in almost exactly the same situation that has characterized it for a few weeks past. Buyers are not taking invoice lots with any degree of avidity and, while prices are no higher, the situation is rather in favor of lower rates. The best authorities now agree that the supply for the coming year will be quite largely in excess of any demand that will exist and that a lower basis will prevail before long. To-day Fair Rio No. 7 is worth in invoice lots 13 3/4 c. The amount afloat is 501,337 bags, against 444,721 bags at the same time last year. For the milder grades dealers are waiting for the arrival of samples of new crop before making much stir in the market. Just now the market is steady and the outlook is seemingly for a good summer and fall trade.

The demand for granulated sugar is fair—nothing more. Buyers show no great anxiety one way or the other. Quotations are slightly higher. Deliveries of granulated are several days behind—just why it is rather difficult to understand. For foreign refined there is a good demand at firm and unchanged prices. German granulated is quotable at \$4.85.

Teas develop nothing new. Auction sales are rather slimly attended of late and buyers seem to show not the slightest interest one way or the other. India and Ceylon sorts are holding their own—and more too—for they are steadily growing in favor and are bound to be the teas of the future.

Rice is firm and steady at full recent quotations. Quite a good many out-of-town orders came in and the demand for foreign has been most excellent, especially for Japan, with Patna a good second.

Spices are steady. The market is in good shape for this season, and transactions are freely made on the basis of recent quotations. Sales of no large lots are reported, but the number of small orders form a very respectable aggregate.

In molasses, centrifugal grades sell best, with a pretty fair trade in foreign; but the market is not very active and quotations sag somewhat. This is not true of the best grades, which are well held and show no weakness. Sellers are not anxious to part with their goods, nor are buyers troubling themselves to hand in orders ahead of actual wants.

Cane syrup is in very light supply and is well held at last quotations. The demand is not very active, and, in fact, not up to that of a week ago; but holders all predict a better turn within a short time.

Canned goods show no "lightness of heart." The market is dull with every-

body. Prices are low and the outlook is not very cheerful, except for the well-established brands, and they sell anyway. We have had no recent "fruit-all-killed" reports, but there is plenty of time yet for all those things.

Lemons are selling rather slowly and, as the supply is becoming more than ample, it will soon be time to lay in your summer stock for the circuses. Oranges are in better request and prices are well maintained. Bananas are abundant and very low.

Dried fruits are in light request and prices show no variation whatever.

Butter is firm. The demand for best creamery is good and the outlook is better than for some time; under grades move in a rather listless manner and the truth is that the demand seems to have come to an end. Supplies are sufficient to prevent any dearth.

Small size full cream cheese is worth 10 3/4 c, and the demand is of an everyday character. Export trade is light and those in the business are not calling for anything at over 7 3/4 c.

Eggs are selling at 12c for fresh nearby, and 11 1/4 c for Western. The supply, while still large, is not so overwhelming as it was, and the outlook is rather more encouraging.

Beans are weaker and the market shows no animation. Supplies are coming forward in fair quantities. For choice pea beans \$1.20 is regarded as the very top notch.

A new field for woman's enterprise is that which the young woman who manages the Thomas orchestra found for herself. She is in entire business control of the organization. She gained her place with it first through the executive ability she showed several years ago, when, by her efforts, the subscription list was much increased and the performances were made much more profitable. Now she attends regularly to every detail of the management, as she did in arranging for the New York performances. She is a Western girl who had been a successful executive musician herself before she turned to the business side of her art. Women long since invaded theatrical management, and two or three of the most successful theatrical agencies are under their control. It is at these agencies that actors obtain places, and one woman in the city has the hiring of all the actors who appear in the productions made by certain conspicuous managers. There are many women press agents who travel through the country to advertise their plays and actors, and they are regarded as a little more dreadful when it comes to determination and tenacity, than the ordinary kind.

A withered dark-skinned woman, who looks as if she might really be what she represents herself, is making the rounds of the office buildings on Upper Broadway trying to sell cigars which, she says, were smuggled from Cuba. She says she is a refugee and that, in escaping from the island, she was able to bring only the cigars with her. But the cigars are only a pretext. Her real object is to sell something of a quite different character, and she negotiates for the sale of the cigars in order to discover whether or not the person with whom she is dealing will be likely to accept her other goods. These, she says, are also exported from Cuba. They are photographs of a character which would bring anybody who tried to sell them openly into quick conflict with the police. The woman is old and wrinkled, and no account that she might give of herself would be surprising, however thrilling it might be.

When an article is sold on credit it costs the seller more than if sold for cash. There's the expense of book-keeping, the expense of collecting and the interest on the money. There should be two prices—one credit and one cash. If there isn't, the cash customer pays too much. Isn't there some way of making the public understand this?

STENCILS

Detroit
RUBBER STAMP
Company.
99 Griswold Street.
Detroit.

A Word About Spice Adulteration.

The Michigan Dairy and Food Commission published in their December Bulletin a statement to the effect that our Penang Shot Pepper was adulterated. The gross injustice of this libel on our Penang Spices is explained by the following letter from C. E. Storrs, Commissioner:

(COPY.)
CHARLES E. STORRS,
DAIRY AND FOOD COMMISSIONER.

WM. L. ROSSMAN,
State Analyst.
E. B. MILLAR & Co.,
Chicago, Ill.

LANSING, MICH., Feb. 25, 1896.

Gentlemen:
The December number of the Bulletin of this department contains the analysis of a sample of Pepper from R. B. Shank & Co., of Lansing, produced by your firm.

In a re-examination of this Pepper, it has been found that a mistake was made in classifying it as an adulterated product, which correction will be published in the next number of the Bulletin.

Respectfully yours,
(Signed) C. E. STORRS.

The above retraction appears in Bulletin No. 6, February, 1896, of the State of Michigan Dairy and Food Commission.

We give herewith, in full, reports of two chemists of national reputation, which are self-explanatory:

(COPY.)
NORTHWESTERN UNIVERSITY.
Chemical Laboratories, Schools of Medicine and Pharmacy,
No. 2421 Dearborn Street.

JOHN H. LONG, Director.

CHICAGO, Feb. 27, 1896.

MESSRS. E. B. MILLAR & Co.,

Gentlemen:

I am pleased to be able to make the following report on the results of my examination of the ground Pepper sold by your firm to R. B. Shank & Co., of Lansing, and which was declared by the Michigan Dairy and Food Commission, in its December Bulletin, to be adulterated with long pepper, mustard hulls, corn and tapioca.

At my request a pound of the pepper in question was sent to me directly by Shank & Co., and this was submitted to a rigorous microscopic investigation, which speedily convinced me that no ground whatever existed for labeling it as an adulterated product. I personally took, later, a sample of the pepper from the barrel in the store of Shank & Co. and examined this also, with the same result.

From the very nature of the case, no manufactured product can be absolutely chemically pure; but the degree of purity reached in this pepper is of an unusually high order, and its strength, flavor and appearance show that it has been properly ground, and from a fine quality of pepper berry.

I believe that I am justified in stating that the analyst of the Michigan Dairy and Food Commission now agrees with me that this pepper is all that it claims to be. I call your attention to the report of Prof. W. K. Higley enclosed, who made a very minute and lengthy examination of the pepper.

Yours very truly,
J. H. LONG.

(COPY.)
NORTHWESTERN UNIVERSITY.
School of Pharmacy, No. 2421 Dearborn Street.

MESSRS. E. B. MILLAR & Co.,
Chicago, Ill.

Chicago, Feb. 26, 1896.

Gentlemen:

At your request, through Dr. J. H. Long, I have made a careful microscopical examination of a sample of black pepper, expressed from Lansing, Mich., by R. B. Shank & Co., to Dr. Long.

I was present when this package was received and opened, taking therefrom a sample, which I have carefully protected from contamination.

I understand it is claimed that this pepper was adulterated to the extent of 5 per cent. long pepper and 5 per cent. corn, tapioca and mustard. After the examination of a large number of slides from this sample, I am able to state with certainty that this claim is false, and that the pepper shows no evidence whatever of adulteration.

A comparative study of both long pepper and mustard shows marked structural differences by which each may be easily distinguished from black pepper. Corn and tapioca starches are well known to be so marked that there is no question in identification.

Yours truly,
WILLIAM K. HIGLEY.

We assert that all goods quoted in our Penang Price List are not only genuine, but that the selections for the manufactured articles are made from the highest grade of stock, are of the highest possible grade of commercial purity, and packed net weight, and will also be found always unsurpassed in style of package, milling or manufacture.

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.

Sincerely yours,

E. B. MILLAR & CO.,
Importers and Grinders, CHICAGO.

Tribute to the Traveler.

From the Kansas City Star.

Commercial travelers are the most intelligent men on the road. They are omnivorous readers. They know current literature, the drama, politics, the markets, sports, and what little excitement there may be going on in religious circles. They have unequalled opportunity of observation and they turn it to good account. They were betting on Cleveland in New York on the night of the election in 1884, while the Republican National Committee was claiming the State for Blaine. Again, in 1888, they foresaw Harrison's election, and in 1892 their judgment was the first hint the Republicans received that Illinois and Wisconsin were in danger. While the recollection of the 80,000 Republican majority in Kansas was still fresh, they were saying weeks before the election of 1892 that the end of the unbroken line of Republican victories in that State had come.

They know all the hotels, good and bad; the best rooms and the rates. They know the train schedules better than the trainmen themselves, and to the inexperienced traveler their information is invaluable and unerring. "Ah, you want to get to St. Joseph, do you? Well, all those trains are gone, but if you don't mind the ride you can take the 5:30 train to Cameron over the Rock Island and catch a freight at 8:40 into St. Joseph over the Hannibal."

They are men of the highest honor. Associations and the necessities of trade stimulate the instinct. Rarely is there an exception to this rule. They are regarded with so much favor by their older customers that it is no unusual thing for them to go through a man's store and stock it up without asking a question. They know better than the merchant what he wants, and they never take advantage of his confidence. They are the life of the hotel trade in the smaller town, and their patronage is sought and they are always the best.

It is a hard life, especially in the West, where towns are small and the comforts of life not the best; but it is a school of experience, and no matter what manner of man one may be by nature, he cannot stay long on the road and not be broad gauged and even tempered. Men learn by comparison. Contact with the varied phases of human life teaches them lessons that are not found in books, and thus commercial travelers develop and broaden and become the shrewd, thoughtful, observant and charitable men that they are.

Wherever these men go they talk and they never are pessimists. They talk of the good; they say, as they go through life, they present the best side of everything and they never discourage a worthy man or a worthy enterprise. They talk for their town and for the towns that they like best.

Worth Trying.

By having small individual books for every clerk, with carbon sheets to make duplicate copies of each transaction, mistakes in book keeping from forgetting to make entries of the items in the pass-book and day-book will be avoided.

of simplicity, however. Do not, in any case, trust to memory.

One Hundred Years Ago.

There were no manufacturers in this country, and every housewife raised her own flax and made her own linen.

The church collection was taken in a bag at the end of a pole with a bell attached to rouse sleepy contributors.

Buttons were scarce and expensive, and trousers were fastened with pegs or laces.

Pork, beef, salt fish, potatoes and hominy were the staple diet all the year around.

The whipping post and pillory were still standing in Boston and New York.

Two stage coaches bore all the travel between New York and Boston.

A man who jeered at the preacher or criticised the sermon was fined.

A day laborer considered himself well paid with two shillings a day.

Crockery plates were objected to because they dulled the knives.

There was only one hat factory, and that made cocked hats.

An old copper mine in Connecticut was used as a prison.

Almost all the furniture was imported from England.

There was not a public library in the United States.

These customs prevailed and conditions existed in the "good old days."

How a Business Man Missed It.

Two business men were talking so loudly at lunch the other day that no one within ten feet could help hearing them:

"X called on you a week or two ago, didn't he?"

"Yes."

"You didn't hire him?"

"No."

"Why not?"

"Because he asked for a job. My idea is that if a man is as good a salesman as he claims to be he doesn't need to hunt for a job. Plenty of jobs will hunt him."

"I'm glad you didn't hire him."

"Why?"

"Because I did."

"You did?"

"Yes."

"What do you pay him?"

"What he asked."

"Does he earn it?"

"Bet your life! The fact is he is working like a tiger. He is making a big drive for your customers. He says you insulted him just because he was poor and out of a job, and that he will work nights and Sundays to get even. I think he will. You made a mighty bad break."

And then silence fell.

Is What Enriches.

There is not the shadow of a doubt but that the trade jealousies of retailers, like those of persons engaged in other callings, keep them from gleanings much valuable information that otherwise might be secured. The fear of losing trade by comparing notes frequently results in the loss of trade through the loss of valuable ideas. The practice of having "business talks" could be adopted with benefit to all parties, as all have something to teach as well as learn. The way information is secured is by learning from those with whom we come in contact. The adding of one's experience to another's is what enriches. Certainly there are trade secrets which should be jealously guarded until their possessor has had time to reap the benefit from them. However, these need not be a bar to "business talks" on matter which could not help but prove mutually advantageous.

It has been asserted that there are no such things as bargains in bicycles. It may be that once in a great while unusual conditions may enable a lucky purchaser to obtain something for less than its current market value. But these are exceptions, and in nine cases out of ten the buyer finds that he has obtained his money's worth, and no more. Indeed, he at times experiences the unpleasant awakening to the fact that he has obtained less than value for value. The average cheap pneumatic tire is like everything else that is purchasable under legitimate market rates—cheap both in material and construction, as well as in price; but in the case of rubber tires their cheapness is particularly noticeable. The adulteration of rubber cheapens it, and is the only method of cheapening it, and as adulteration reduces the resiliency and wearing qualities to a minimum, the inferior-priced tire is a poor substitute for its higher priced brother made of pure rubber.

Mail Order Department.

.....

AT the urgent solicitation of our customers, we have opened a Mail Order Department, for the benefit of such of our customers as we are unable to call on regularly. This department will have the personal supervision of our manager, and we guarantee that the prices made on such orders will be as attractive as any quotations made by our regular salesmen.

We solicit correspondence with those merchants who are not already our patrons, confident that a trial order will convince them of our ability and inclination to do as we agree.

Michigan Spice Co.,
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.

**Emphatically
A Success....**



THE retailers of Michigan have evidently become satisfied that this Company advertises just what it means to do and carries it out to the very letter.

We are steadily gaining a new line of cash customers. We maintain that our motto is correct: "**Cash is King.**"

We have received orders within twenty-four hours for 140 barrels of **Gold Shield Flour** with our silver scheme. Please remember, we will not accept any orders mailed to us after **March 31.**

We have just opened up a new line of Japan Teas at 15, 17 and 19c. We contend that we are the best tea firm in this State. Order a sample half chest and we will convince you that we are decidedly so.

We have 2,000 cases of canned goods on hand. Watch out for our new list on same. We mean to move them out lively and will quote prices which will do so. Do not buy until you hear from us.

We quote Choice Lemons at \$2.25 per box of 300's; strictly Fancy at \$2.50 per box of 300's.

Please bear in mind that we are headquarters for Evaporated Apples and Peaches; also for California Prunes.

The James Stewart Co.,

(LIMITED)

SAGINAW, MICH.

MANAGING EMPLOYEES.

Difference Between Managing Men and Worrying Them.

Deacon in Furniture News.

You own a store, of course, and a big stock of merchandise. Perhaps you have been a member of the city council or the village board, or, perchance, you were a member of the State Legislature ten years ago and have the right to prefix "Hon." to your name. For all that, it will be just as well for you to treat your help in the store as though they were made of the same clay as yourself and not of the clay you scrape off your boots.

It is no fault of your office boy that he is a boy; he was born a boy; but he often yearns to be a man and knock the stuffing out of your bombastic old hide. But fate decrees it not so. Therefore, kick him gently, for he may do better when he grows up. You should not wipe your feet on the rest of humanity because they sent you to the Legislature. If they had thought a second time they never would have done it; and they'll never do it again, rest assured of that!

Pound it into your head that the world is bigger than any one man in it, even though you are that man. If you can't realize that, go to Lake Michigan, stick your finger into the water and look for the big hole when you pull your finger out. Then you'll know how vacant the world will look when you die.

I know a man in this city (there are a dozen more just like him) at the head of a wholesale house that he fell heir to. (You will notice that the man who falls into wealth puffs up more than he who climbs into it.) This man could give pointers to the Creator of the universe and still have a large reserve fund of original intellect. It is a grievous pity that this man must associate and work with such inferior stuff as his house help and the rest of the world are composed of. But it is the fate of great geniuses to be lonesome.

He never requests, he orders. He never makes mistakes. His house help does that. He never forgets a blunder made by an employee. The employees do that. He never remembers a favor done him by an employee. The employee does that. He browbeats, and bullies, and bulldozes, and swaggers up and down his domain. He sounds like a string of cannon crackers, loaded with blasphemy and bluster. If his breakfast doesn't set well in the place where he put it, he roasts the chief accountant; and he, in turn, to even up, blows up the bill clerk; he snarls at the shipping clerk, who wipes the floor with the office boy, who goes out and kicks the dog. The stenographer, who has been trembling all day for fear the boss will break her neck, goes home at night and cries herself to sleep.

I heard a story this week of a leading editor of this city. He was once an employe in the general office of the Atchison, Topeka and Santa Fe Railway. A portion of his duties was to make the time tables. He made them for some years and made them properly. But it so fell out one day that he made a blunder. The superintendent of his department detected it and sprang upon this stupid clerk. He roasted him on one side until life became a burden, then turned him over and browned him on the other. When he had kneaded him sufficiently with his fiery fists, he sent him packing to the office of the President of the road with the inference that the President could kick him farther out of the back door than he could.

Sorely dejected, the young man entered the President's office prepared for a dishonorable discharge. "What have you done?" asked the President gruffly. The young man made a clean breast of it, told of the blunder and took all the blame.

"Made a mistake, did you?" said the President in reply.

"Yes, sir."

"I wouldn't give a damn for a man who couldn't make a mistake once in

his life;" and the President resumed his work.

If this President had fallen heir to the presidency of this great railway system, he probably would have bristled up and barked at the young man, just as the aforementioned wholesaler does at his employees. Instead, he made a lifelong friend and increased the faithfulness of his employe. This is the difference between managing men and worrying them. It takes a man to do the one. A mosquito can do the other.

The Squelching of a Talkative Clerk. Stroller in Grocery World.

If you have a talking machine for a clerk, you ought to do one of two things to him: You ought to kill him or discharge him, for he'll talk your business to pieces, as sure as you live. Nobody likes a clerk whose mouth goes all the time, and people will stay away from the store rather than run the risk of being talked to death.

Some clerks think it's smart and sociable to talk all the time. I saw one of that class last week. I happened to be in the store where he worked, and sat down for a few moments. The clerk was the only one on duty.

A woman came in and asked for five pounds of granulated sugar.

"Nice day, isn't it?" observed the clerk, wetting his lips preparatory to starting up.

The lady answered politely, but not volubly, but all the clerk wanted was an opening, so he let loose on himself, and things began to buzz. Honestly, I never heard such a Niagara Falls of talk in my life. Clickety clack, clickety clack, that clerk's tongue kept going. He talked about the local election, the probabilities of an early spring and a snowstorm, the funeral of the last old inhabitant, and the coming wedding of somebody or other I didn't know.

By the time the sugar was wrapped up the lady looked faint. She hadn't said a word for she hadn't had a chance, but the strain must have been awful, nevertheless. I should think a constant stream of talk such as that clerk gave would cause deafness in a little while, for a person's ear drum is a tender thing.

When the woman walked out I felt reasonably sure that she wouldn't come there again.

Pretty soon a young girl came and she was put through the same process. In the clerk's treatment of her there was an air of gallantry which was absent in the case of the first woman, but the volume was not a bit smaller. He talked and talked and spluttered around there until I saw that the girl was mad. Once or twice she gave him a snappy answer that rolled right off his elephantine hide like water off a duck's back. When she went out I'd have wagered an apple that the next buying she did would be at some other store.

Then came an old fellow who was the clerk's match. He came in walking briskly, thumping a cane on the floor, and I saw right away that he wasn't in the store for nonsense, for he had a red face and looked like a man who chewed tenpenny nails for amusement.

The old man gave his order and the clerk squared himself and started to unload his talk. The old fellow stood it for just about a minute. Then he cleared his throat and growled out testily:

"Look-a-here, young man, do you bore everybody with your confounded jibber-jabber like you do me? If you do, it's a wonder you get any trade. I came here to buy, not to hold a conversation party."

The clerk shut up, but he wasn't mortified a particle, so far as I could see. Probably he'd been squelched often. But there was silence in that store while the old man was there, all the same.

Several grocerymen of Morrison, Ill., have combined and engaged one man to deliver goods to customers for them. If the scheme works satisfactorily it will result in the saving to each grocer of the expense of keeping a delivery-team and a clerk to deliver.

Flour and Feed.

We have experienced another week of dull, dragging markets, influenced by a peculiar course of speculative trading. The market seems as much of a riddle as ever, and just when conditions would, ordinarily, indicate strength, the market declines. There has not been a time in twenty years when wheat supplies were so unevenly distributed as now, and this fact has largely curtailed the output of flour. This condition will continue until after the next crop can be utilized.

Receipts of wheat are extremely small, except at Minneapolis and Duluth, so that interior stocks are rapidly dwindling away. Flour stocks, as a rule, are smaller than one year ago. At New York they are 30,000 barrels less. The stock of winter wheat is only 100,000 bushels and is held at a premium of 8 cents per bushel over spring wheat. City mills are curtailing the output somewhat at present, but expect a strong demand in April.

Feed and meal are in fair demand with prices unchanged for the week.

WM. N. ROWE.

Some of those who are yet agitating the adoption of a national flower believe that none has been thought of so fit as the columbine. Their arguments in favor of the blossom are that the word comes from the same root as Columbia, that it grows in red, white and blue from Canada to the gulf, and from the Atlantic to the Pacific, in high and low lands. It is also claimed that it is so easily cultivated it can be produced at any season of the year for the embellishment of national holidays.

There is a strong sentiment in favor of the bill recently introduced in Congress providing for 1 cent postage. The argument is made that there will not be a great falling off in revenue, judging from the result when the 2 cent rate went into effect in 1884, which caused a loss of only 4 per cent. There is the more prospect of the present bill's becoming a law in that it does not contemplate an actual reduction, but is a provision of restoring the half ounce letter at the cent rate.

A resolution has been adopted in the House of Commons reciting that the fluctuation in the relative values of gold and silver since the action of the Latin Union in 1893 has proved injurious to the best interests of the country and urging the government to do everything possible to secure international co-operation in establishing a stable ratio between the two metals.

The largest loaves of bread baked in the world are those of France and Italy. The "pipe" bread of Italy is baked in loaves two and three feet long, while in France the loaves are four, five, and in many cases even six feet in length.

WANTS COLUMN.

Advertisements will be inserted under this head for two cents a word the first insertion and one cent a word for each subsequent insertion. No advertisements taken for less than 25 cents. Advance payment.

BUSINESS CHANCES.

COAL KILNS—THE LARGE AMOUNT OF suitable timber in this vicinity offers extra inducements for the location of coal kilns. Correspondence solicited. Address Box 53, Alanson, Mich. 993

FOR SALE—IN A LIVE BUSINESS TOWN of Northern Michigan of 1,500 inhabitants, a clothing business, established for over fourteen years. Will sell cheap for cash. Stock inventories \$1,800. 992

LEADING DRY GOODS BUSINESS OF TUScola County offered at a great sacrifice. If taken quick; \$8,000 stock in first-class condition; best town in the Thumb of Michigan; business established seventeen years and always conducted on cash basis. Address E. O. Spaulding, Caro, Mich. 994

WHO WANTS THIS? AN INTEREST IN A well-established wholesale grocery house for sale to the right man that will take an active interest. Address Business, care Michigan Tradesman. 996

FOR SALE—THREE PAIRS COUNTER scales, one coffee mill, two show cases, four tea chests, one spice cabinet, one dried beef cutter, one self measuring oil pump and siphon, two oil tanks. Will sell cheap for cash. Address W. care Michigan Tradesman. 997

\$600 WILL BUY 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. 998

TO EXCHANGE—A DOUBLE STORE AND stock of general merchandise for a good improved farm. Store and stock will invoice \$7,000. This is a rare chance to get a good paying business. Address No. 984, care Michigan Tradesman. 994

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. 993

FOR SALE—GOOD CLEAN STOCK OF clothing and furnishings in live Central Michigan town. Address B. W. Hewitt, Maple Rapids, Mich. 992

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

FOR SALE—SMALL LIVELY STOCK IN good town with good trade. Reason for selling, other business. Address, No. 948, care Michigan Tradesman. 948

FOR SALE—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.

WANTED—GRIST MILL, STEAM. NO MILL nearer than 10 miles. Center of fine grain raising country. Give right free of charge. Ora Gordon, Hopkins Station, Mich. 998

WANTED—SITUATION AS REGISTERED pharmacist, by young man of good habits. References. Address No. 995, care Michigan Tradesman. 995

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

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

I'll Put Ginger in Your Business

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

A MICHIGAN MAN,
Care TRADESMAN CO.

How's the Upper Peninsula?