

MICHIGAN TRADESMAN

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GRAND RAPIDS, WEDNESDAY, APRIL 8, 1896.

Number 655

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

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TRADESMAN COUPONS

CONGRESSIONAL DEBATING.

During the present session of Congress there seems to have been an unusually full surrender of all questions to unlimited debate. Whether it is that there is more in the proposed legislation to give opportunity for oratorical effort, or whether there is an unusual liberality in giving opportunity for the display of ambitious talent, the fact remains that there is a vast quantity of apparently idle and useless talking.

Some of the matters presented have certainly given unusual opportunity for jingo and buncomb, as well as patriotic effort. The threatened Venezuelan complications and our attitude toward Cuba have been especially prolific of opportunity for all three kinds of oratory. Indeed, in the Cuban matter the opportunity seems infinite.

Those who have patiently followed the speech-making through the tedious weeks have been impressed with the little that has been said that was new. They have wondered, as they have read the axiomatic utterances which everybody knows—the reiteration of platitudes and the threshing over of old straw—what can be the reason for the delay of important legislation and the waste of public time in such vocal pyrotechnics.

The explanation is to be sought in the need of political prestige of the individual members of Congress. As these debates are followed as a whole, the observer is astonished at their resemblance to the Pharisee's prayer, in that they are full of vain repetitions; but there are very few who thus follow them. Each individual speech is made for the admiration of the limited circle of the constituents of each individual member. Now, there are a good many members in Congress, and it will be readily seen that it takes a good deal of talk to go around. There is a tacit understanding among the old members and professional politicians that all are entitled to an opportunity to play to the gallery of their own constituencies. But there are some members who do not seem to understand this situation. Occasionally, after a question has been discussed to satiety, such an one will make an honest effort to get action. But such efforts are usually abortive—the "member from Maine" or elsewhere will interpose his objection and urge that there must not be undue haste on such important questions. He does this to carry out the arrangement that certain ones shall have their opportunity on the question. It doesn't signify that more than enough has already been said—the additional speeches will be new to the audience for which intended.

Occasionally, an inexperienced member, urged by an unseared conscience, will protest against this condition of things. A decided sensation was caused, a few weeks ago, by such a protest. But the protester was quickly "sat down upon," and he resigned himself to the inevitable.

This element of obstruction in Congressional work is not of recent origin. It has long been an obstacle to action. It is becoming more noticeable, however, for the reason, probably, that it is

increasing. In the present Congress it has assumed such proportions that it is becoming a very serious matter, as it bids fair to prevent the consummation of any considerable legislative work.

WHAT'S TO HINDER?

There is nothing which will touch the average American in these United States of America "down to the quick" so surely as to imply in his presence that, as a whole, the Nation has but little enterprise. They, the citizens of the Great Republic, delight to talk of "the greatest country on earth;" they like to "expatiate" on the biggest waterfall, the largest lakes, the highest mountains, and, with an overpowering pride, they point to "the page of history, whose pen is all aglow, as it writes what deeds were done by the fathers of the greatest country on earth!" And yet this nationful of enterprise has, for the last two or three years, been wondering "how it is going to get along with a large and increasing family on its hands, if business doesn't pick up pretty soon," while business stands twirling its thumbs because Europe finds fault with its meats and refuses to eat its stuffed cheese, or, what is worse, quarrels with England for eternally foraging for gold mines.

What's to hinder—and the question is asked in all seriousness—some of this American enterprise from finding an outlet in other countries, if it is idle at home? Why not display a little of the boasted Yankee energy by striking out for itself in some El Dorado outside of the home neighborhood? The Promised Land is not too far off, in these days of steam and lightning, and the rewards would be great.

Is it gold and silver that American enterprise is after? Six hundred and fifty-three million dollars' worth of gold and silver has been taken out of this modern El Dorado since the middle of the sixteenth century! From 1801 to 1882, \$122,000,000 worth of gold was taken from one section alone, a section where one may be said to "walk on gold," and where the gold veins are still worked by the aborigines with the rudest implements!

Is it coal mining which is the heart's desire? How will a coal mine with an area equal to the State of Alabama answer, with coal veins twenty feet thick and sixty miles long?

Is marble wanted? Here are quarries covering sixty square miles, from three to forty feet thick, equal in texture and ingredients to the celebrated statuary and bandillio marbles of Carrara, which an expert pronounces "the finest I have ever seen in any quarry," and which are located only one mile from the sea.

Perhaps nitrate of soda, the demand for which is increasing every year, is an attraction. As a possibility, how will this do? The visible supply of these nitrate deposits is 7,372,800,000 tons of raw caliche, which is worth, to-day, \$37,000,000,000 gross in New York. The net profit on the visible supply would be \$30,000,000,000—an amount almost large enough to attract the attention of the Standard Oil Company.

Where is this country, this veritable El Dorado? The United States of Colombia, South America; and the question comes as a fitting close to this article: Why isn't the Yankee at work there now—what's to hinder?

GREATER PHILADELPHIA.

The iconoclast has again been at work, and the old joke of a dead Philadelphia is shattered beyond all recognition. The city of William Penn has been resting—napping, if you please, like the Pennsylvania Dutch farmer—in her chair; and, now that nap and rest are over, the thrifty old town on the Delaware is "arousing herself like a strong man from sleep and shaking her invincible locks." True, she may have been asleep; but she has been dreaming and, with an earnestness and an energy becoming to her years, has determined to realize the dream that has blessed her slumber, and a Greater Philadelphia is to be the result.

It is not to be wondered at that, in accomplishing this work, she will cling to her old traditions. There will be no fencing in of the prairie with a "See how big I be!" when the last rail is laid; neither will there be a generous "taking in" of the surrounding towns, with an exultant, "Now, then!" but, on the old theory of going slowly and making the most of every foot of ground in her progress, she is working her way towards the leading place in the line of cities. An inland city, like Sterne's starling she has been shouting for years, "I want to get out!" and getting out is exactly what Philadelphia has determined to do. A short cut to the sea is the means of accomplishing this—not, as most suppose, across New Jersey. Not there lies the line of least resistance and greatest usefulness. That has been found to be up the Delaware twenty-six miles to the neighborhood of Bordentown and on to the head of Raritan Bay. The route of this proposed waterway is something over thirty-two miles, from the Delaware to Raritan Bay, and the cost, exclusive of the right of way—not heavy—is estimated at \$12,500,000, an amount which covers the extension of the ship canal north to the Hudson.

Aside from the saving of \$3,000,000 yearly to New York in her coal bill, Philadelphia's wish for quick communication with the sea will be gratified. No longer will she be forced to zigzag her way to the ocean. The time between the city and Europe will be shortened. Much of the foreign commerce of Philadelphia, now from the north, will be in direct line of travel for ocean vessels bound to and from the great inland port. The swamps and low lands through which the canal will pass will be drained and fitted for agricultural and manufacturing purposes, and, so heralded, the Quaker City will make her triumphal march to the sea. Once that march is made—and long before, if signs are worth anything—there will be a Greater Philadelphia, well worthy of the name, and a city which will be to Greater New York what that city now is to Brooklyn.

GRAND RAPIDS IN 1850.

CHAPTER XI.

Written for the TRADESMAN.

Any sketch of the legal lights of the Grand Rapids bar in 1850 would be incomplete unless prefaced with a pen picture of the old courthouse:

At the west end of the old Bridge street bridge stood a square one-story wooden building, utterly destitute of outside architectural ornamentation—not even a tower or a bell. This was the courthouse. Its general appearance was that of an overgrown country schoolhouse. This uncouth building occupying this out-of-the-way location was the result of a conflict between the supervisors of the townships divided by the river and the extensive real estate interests on either side. None of the county offices were located on the West Side and neither judge nor lawyers had residences there. There was nothing to shelter it from the burning sun or the winter blast. It stood on the open plain, solitary and alone. The inside arrangements were more in keeping with its legitimate uses. It stood end to the street, its single door opening into a vestibule at the left hand corner. To the right, entering the auditorium from the vestibule, were the judge's desk and rostrum, at the rear of which a door opened into a small private room. Still farther to the right was the jurors' consulting room, which opened near their seats and the prisoner's dock. The clerk's desk and the witness stand were on the rostrum. A long plain table in front of the court accommodated the lawyers. Imagine a courthouse situated at least a half mile from the places where the county and probate court records were kept. You can then take in the difficulties in the way of rapid dispatch of legal business.

There were many notable cases tried in this old-time courthouse, by some of the most distinguished lawyers of that early day. My memory reverts to one of special local interest. It was the trial and conviction of a prominent citizen of Grand Rapids for the crime of arson, the burning of the extensive tannery owned by C. W. Taylor, at Coldbrook. Hon. John Van Arman, formerly of Michigan, then of Chicago, assisted the prosecution as counsel for the people. He was considered the best criminal lawyer in the West, and was remarkable for his close reasoning powers and impulsive eloquence. Hon. Thomas B. Church, of whom I shall say more hereafter, appeared for the respondent. Associated with him as counsel came that silver-tongued, persuasive orator, Hon. Charles E. Stuart, of Kalamazoo. It was a "battle royal," lasting two weeks, resulting in the sentence of the respondent to fifteen years' hard labor in the State Prison at Jackson.

The Kent county bar, in 1850, was only equaled by Detroit, in point of numbers and legal talent.

George Martin was Circuit Judge. His rulings were impartial, his courtesy was uniform and dignified. That he combined the elements necessary to a useful judicial career was proven later, when he was elected one of the Justices of the Supreme Court and afterwards its Chief Justice.

The late Judge Solomon L. Withey, of the United States Court, was raised in Kent county. Meeting in his youth many formidable obstacles to success, he surmounted them all and fought his way, step by step, to distinction and honor. Even his physical disabilities, borne with Christian fortitude, did not

bar his progress. He was studious and painstaking, and was conscientious in the discharge of all the duties incident to his profession. Yet he found time to store his mind with a fund of literature that lent a charm to his private character. In the capacity of husband, father or friend he was the same Christian gentleman. His appointment as the first to occupy the bench of the United States District Court for the Western District of Michigan was a deserved tribute to his judicial qualifications and moral worth. There are many residents of Grand Rapids who will verify all I have written and drop a tear to his memory.

The late Judge John T. Holmes, who was one of my traveling companions by stage on my first visit to Grand Rapids, comes next in my list. Many of the Tradesman's readers will recall his jolly face and rotund form. His laugh was contagious, his jokes were perpetual. He, too, was made of the stuff from which successful pioneers are made. As a favored friend the writer has listened to his narration of the struggles through which he passed in acquiring an education to fit him for his legal studies. With the goal of his ambition reached—admission to practice—came the total stagnation of business that followed the wild-cat bubble that burst over Michigan. Sickness, which proved long continued, invaded his home; yet through all he exhibited a character for courage and fortitude seldom met. Through all this he was comforted and sustained by a patient Christian wife, one of the noblest of her kind. All these trials past and difficulties surmounted, years of successful practice followed, which were rounded out by an honorable career on the bench of the Recorder's Court of new Grand Rapids.

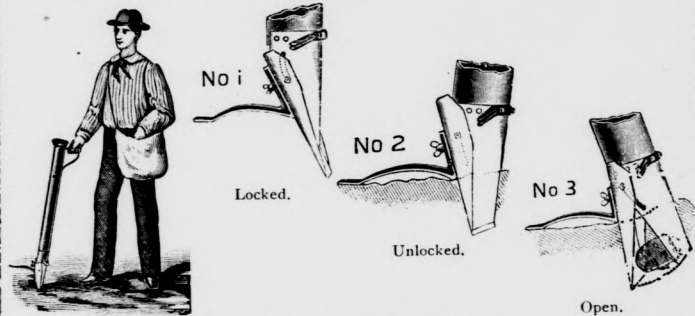
Edward E. Sargeant was a native of New England, born and bred in an atmosphere of profound scholarship. He was cordial and polished in manner and of a quiet and happy disposition. The able partner of Mr. S. L. Withey, his specialty was the thorough preparation of all cases that came to the office, also the general details of office work. His was a frail constitution, with a tendency to a cancerous affection of the lungs or bronchial tubes, from which he died early. Brave endurance of suffering had developed in him a most lovable character. The writer enjoyed the pleasure of being his nearest neighbor, and the example of his resigned yet cheerful waiting for the end of his sufferings was one to be long remembered. His eyes were closed in death at the home of his faithful friend, Mr. Ezra T. Nelson, of your city.

Hon. E. S. Eggleston was also a partner of Judge Withey for a time, but finally drifted into politics and was appointed to a foreign consulate, a misfortune that too often befalls rising young men in the legal profession. He never worked up a very lucrative practice.

John Ball was the pioneer of the profession and the oldest in years; yet he lived to see nearly all his brothers of the old Kent county bar pass away. His was entirely an office business. Conveyancing, money loaning and real estate transfers occupied his whole time. His was an eccentric character. Plain-spoken, honest opinions came natural to him and were often expressed in very forcible English.

The late C. C. Rood was another of those ever busy office attorneys, but he seldom engaged in long, tortuous liti-

The "EUREKA" Patent Self-Locking Hand Potato Planter



TO THE TRADE.

As usual, the unparalleled success of the "Eureka" Self-Locking Hand Potato Planter has called forth a small crop of imitators, who, quick to recognize the advantages of the Tube, have jumped at the conclusion that the Tube is the "whole thing," whereas, without the Self-Locking Jaws it is robbed of half its effectiveness. The "Eureka" alone combines these two essential features—the Tube to receive the potato as the planter is swung forward, and the Locked Jaws to prevent its dropping through. Furthermore, the "Eureka" is the only tube planter that has had a practical test in the field. The others are experiments, liable to "fall by the wayside," when brought to a practical test. The "Eureka" for 1896 is greatly strengthened and improved throughout. We unhesitatingly guarantee it to be the **lightest, strongest, best finished and most perfect working** hand planter on the market. In the language of that great agricultural paper, the "Ohio Farmer," "The 'Eureka' planter is a simple device—strong and durable, and little likely to get out of repair. We especially note," continues this great journal, "the absence of springs and other devices so objectionable in a tool of this character." Over 300 "Eurekas" were sold at retail in this city last season, but then, Greenville is the greatest potato market in the world, and every farmer hereabouts knows a potato planter when he sees it. While other towns we might mention did almost as well, we do not advise you to order 300 or anything like it to start with. But you owe it to your customers to give them a chance to buy the best. Place side by side with any other planter made, and it will outsell it ten to one.

For Sale in Michigan by

Buhl, Sons & Co., Detroit.
Standart Bros., Detroit.
Saginaw Hardware Co., Saginaw, Mich.
Grand Rapids Mfg and Imp. Co., Grand Rapids, Mich.
Hibbard, Spencer, Bartlett & Co., Chicago.
C. Sidney Shepard & Co., Chicago.
Sidney Shepard & Co., Buffalo, N. Y.

Greenville Planter Co.,

(Successors to Eureka Planter Co.)

Sole Manufacturers,
Greenville, Mich.

Candy!

Now is the time to put in new Varieties that attract attention. We are constantly adding such to our line in both fine and penny goods. Give us a call.

A. E. BROOKS & CO., 5 & 7 South Ionia St., GRAND RAPIDS, MICH.

OYSTERS

Old Reliable

ANCHOR BRAND

All orders receive prompt attention at lowest market price. See quotations in price Current.

F. J. DETTENTHALER, 117-119 Monroe St., GRAND RAPIDS.

DO YOU USE
STENCILS

Get our prices—will save you \$\$\$

DETROIT RUBBER STAMP CO.,
99 Griswold St., Detroit.

Engravings
BUILDINGS
FURNITURE
PATENTED ARTICLES
ANYTHING FOR ANY PURPOSE
TRADESMAN COMPANY
GRAND RAPIDS, MICH.

gated cases. He was a safe counselor and adviser. His financial success was the reward of persistent industry in his profession.

Last, though not least, in the list comes the name of Hon. Thomas B. Church. He was a giant intellectually, as well as physically. His practice was principally arguing cases from briefs prepared by others. It was said that he had a dislike for the minute details necessary in the preparation of important cases, but, the brief laid before him, he grasped the situation with a masterful mind. His reasoning and eloquence were of the magnetic kind that carried conviction to the mind of the average jurymen. Outside of his professional life he was at home in all the walks of literature and science. The political history of his own and other countries was at his tongue's end. By nature a statesman of comprehensive views, had his early ambitions been realized, he would have been a power in the councils of the Nation. His race for congressional honors was a race between Brains and Beef. But Beef had the more money and, as a consequence, won the more votes. The contest between the two candidates so far as fitness was concerned was a roaring farce. Mr. Church was the last of his brothers of the Kent county bar of 1850 to pass away.

W. S. H. WELTON.

Owosso, Mich.

THE BACK OFFICE.

The Rev. Dr. Parkhurst says that "one of the most expensive and disastrous mistakes a young man ever makes is in supposing that a decision, a resolution, contains in itself the means of working its own execution, and that something besides power will suffice to overcome power."

It is doubtful if the young man ever supposes any such thing. He does, indeed, make decisions; too frequently—much to be regretted—he binds them with an oath; he makes the most solemn resolutions, with his spirit, for the time being, in the coarsest of sackcloth and his penitential head in ashes; but he knows—none better than he—that these are only "shows of grief," repentance and, if need be, humiliation. It is barely possible that he may hope, in the depths of his penitence, that the sorrow may atone, at least a little, for what he has done; but, beyond that, it is safe to conclude he never goes.

Year after year the wheels of time slowly but surely turn around and just so surely do they bring the day for swearing off and resolving to lead a better life. Do the few stainless days that follow, hedged as they are by his own decisions and resolutions, teach the young man that the resolutions alone can accomplish the work he laid out for himself that first day of the year? Personal experience answers with a No, be the questioner young or old.

Not many moons ago a young fellow was filling the Back Office with the fumes of the detested cigarette. Chance and circumstance had established a certain degree of intimacy between them, so that the elder man was sure that he was not "rushing in where angels fear to tread," and when the right time came, the question, "Why not make up your mind to stop this dance with death?" respectfully asked, was as respectfully answered: "The making up my mind is easy enough, but it is the keeping it made up that bothers me;" and the young man is no wiser than the rest of

the young men of this day and generation. Other things were said in the good-natured discussion which followed, the matter being finally dropped with this straightforward statement: "I know that every word you say about the habit is true; and, one of these days, I'm just going to stop it. I haven't made up my mind exactly when it will be, because I haven't made up my mind that I really want to stop it. It's going to be hard work, and when I feel equal to it I shall start in; but all the good resolutions this side of tophet are good for nothing when a fellow grapples with a bad habit. It will be nip and tuck—I can tell you that; but I can recall enough of my Sunday School training to be reminded that Jacob wrestled with the angel and threw him, and if he came out ahead with the angel, I'm convinced that I can down this devil. Never you fear for me." Not much dependence there upon the strength of a resolution.

That young man of bibulous tendency, too lazy to say his prayers, yet desirous of going through his devotions with a show of proper spirit, who wrote out his prayers and pinned them to the wall above his head and, on those occasions when his latchkey was won't to play a hide and seek game with the keyhole, waved his hand toward the paper with a "Them's my sentiments!" knew perfectly well that he was a liar and a sneak and a coward; and the very paper that he stuck up in trying to make himself believe that he was true to himself was as pitiful as it is false and mean and contemptible!

The young men of to-day may be bad in a thousand ways, but they are not fools; and it is doubtful if any one of them has ever pressed his pillow after a shameful night without saying to himself that the decision and the resolution likely then to be made are as worthless as the breath that expresses them unless there is enough strength of purpose behind them to make the vaunting true.

RICHARD MALCOLM STRONG.

Appreciate Fine Footwear.

It is well understood that a plain shoe is not favored by the average woman any more than is a plain face. While, however, the latter cannot always be made handsome, the former, by attractive embellishment, can. The majority of women consider stylishness in a shoe quite as important as fit or durability, and every dealer knows how hard it is to sell a plain shoe alongside of a handsome one. As the love of beauty is ingrained in the feminine mind the trade not only recognizes it, but seeks to encourage it by providing elegant footwear which will be in keeping with the dainty dressing that women are so fond of indulging in.

The Niagara Power and Development Company is about to let the contract for the building of a power canal from the upper Niagara River to Lewiston to cost about \$4,000,000. The company is the promoter of Model City, an industrial site near Lewiston, where it is intended to develop unlimited power for manufacturing purposes.

The race is not to the swift, nor victory to the strong. It depends upon the condition of the track.

Do You Use **STENCILS** Get our prices Will save you \$\$\$

Detroit Rubber Stamp Co., 99 Griswold St., Detroit.

TRY OUR NEW CIGAR

"LITTLE JAKE"

Made in three sizes.

3 for 25c.
10c straight.
2 for a quarter.

HEMMETER CIGAR CO.
MANUFACTURERS,
SAGINAW, MICH.

Entire Wheat Flour

To Grocers in Grand Rapids and dealers generally:

Why pay enormous prices for "Entire wheat" flour from the Eastern States when you can buy it from a Michigan mill, equally good, at a much less price? We have special machinery for the purpose and would like to confer with you on the subject.

WM. CALLAM & SON,
215—217 N. Franklin street,
Saginaw, E. S., Mich.

Write for Special Prices.

PORK

And all kinds of Pork products are cheap now, in fact, cheaper than they have been for many years back, at this season. We do not expect to see these low prices rule very long, and feel confident that purchasers now will make good profits. We are prepared to fill orders even at these low prices. We must keep things moving regardless of profits. We will make low prices on Pork (new pack and bright as a new dollar) and Lard. We want business, and will have it, if low prices and fine quality of goods will bring it. Special attention given to mail, telephone or telegraph orders.

Hammond, Standish & Co.,
DETROIT.

Send in your orders now for your

FISHING OUTFIT

We have a full line of

Mackintoshes, Wading Pants and Boots and Rubber Goods of all kinds.

We would also remind you that the dealer who places his orders early for his fall stock of Rubber Boots and Shoes, Felt Boots and Sox, will have them when the wearer wants them. We guarantee prices. Ask for price list.

STUDLEY & BARCLAY,
4 Monroe St. Grand Rapids.



Around the State

Movements of Merchants.

Locke—G. H. Price & Co. succeed Price Bros. in general trade.

Paris—Simon Fincham has sold his general stock to Durkee & Rose.

Lansing—Chas. A. Pray has sold his grocery business to Henry Hunt.

Lyons—F. E. Marcy has purchased the meat business of Vance & Barrons.

Haslett—Aaron J. Smith, grocer, has removed from Williamston to this place.

Battle Creek—W. C. Henry has purchased the grocery business of Cole & Co.

Iron Mountain—Swanson Bros., merchant tailors, have removed to Gladstone.

Rockwood—Milliman & Miller succeed Wm. Milliman, Jr., in general trade.

Mt. Morris—J. D. Bentley has purchased the grocery business of H. E. Lamb.

Eden—Fay & Shaw, general dealers, have dissolved, Rolland A. Fay succeeding.

Eaton Rapids—The Star Dry Goods Co., incorporated, succeeds Jonas Manche.

Monroe—Chas. J. Meyer has purchased the grocery business of Geo. Rambler.

South Boardman—Albert Price succeeds Dagle & Price in the agricultural implement business.

Grand Ledge—Shane & Taber succeed D. D. Shane in the jewelry and wall paper business.

Big Rapids—R. Peterson continues the grocery business formerly conducted by R. Peterson & Co.

Hart—M. Kelley & Co. succeed Martin Kelley in the clothing and men's furnishing goods business.

Reed City—C. D. Wood has completed arrangements for embarking in the bakery business here.

Milan—Gauntlett Bros., dealers in agricultural implements, have dissolved. The business will be continued by Jos. Gauntlett.

Fennville—W. M. Bale & Co., grocers and crockery dealers, have dissolved partnership and are succeeded by Cadwell & Tucker.

Detroit—Lewis Mark & Co., commission produce dealers, have dissolved. The business will be continued by E. H. Hovey.

Tekonsha—J. W. Randall, dry goods dealer at this place and also at Sherwood, has sold his stock at the latter place to Arthur W. Morris.

Palo—H. D. Pew, druggist and grocer, and C. H. Mandeville, clothier and dry goods and boot and shoe dealer, have merged their business under the style of Pew & Mandeville.

Cheboygan—Fred S. Frost has sold his interest in the grocery firm of E. J. James & Co. to E. J. James and taken the management of the dry goods business of E. O. Penny.

Big Rapids—Al. E. Wells, formerly engaged in the hardware business, has purchased the H. Goldstein clothing stock and will continue the business at the same location.

Cadillac—The John Turner furniture and undertaking stock has been purchased by C. C. Durham and H. B. Spafford, who will continue the business at the same location.

Deerfield—E. H. Burnham has uttered chattel mortgages on his general stock to the amount of \$6,000. Ira Z. Mason, of the firm of Clark, Mason & Co., Adrian, is named as trustee.

Belding—S. E. Mikesell and Nevin Lloyd have purchased of E. R. Spencer the Cusser & Spencer grocery stock, and under the firm name of Mikesell & Lloyd will continue the business.

Fenwick—The hardware stock of B. C. Loree & Son has been sold by the assignee, H. H. Howe, to M. A. DeHart, of Vickeryville, who will continue the business at the same location.

Elmira—Jacob L. Weisman, who has been conducting a branch of his East Jordan dry goods and shoe store here under the style of Chas. Pizer & Co., has closed out the business here and removed the stock to East Jordan.

Hesperia—The Barnhart Mercantile Co. has removed its general stock to White Cloud, where its main store is located. Ward Barnhart has leased the store thus vacated and will occupy same with a general stock.

Burnip's Corners—J. M. Gordon has sold his stock of millinery to Jessie Chamberlain, of Salem, who has removed the stock to that place. Mr. Gordon will continue his furniture and undertaking business the same as heretofore.

Traverse City—Hastings & Bugbee, druggists, have dissolved partnership, C. A. Bugbee having purchased the interest of his partner, R. A. Hastings, who resides at Sparta. Mr. Bugbee will hereafter conduct the business in his own name.

Bay City—Emma Rossman has uttered two chattel mortgages on her clothing stock. The first is to her son, Harry L. Rossman, as trustee for creditors whose claims amount to \$2,212.02. The second is in favor of Rosenberg Bros. & Aronson, of Rochester, N. Y., for \$5,000.

Manufacturing Matters.

Saginaw—D. A. McGrath succeeds the Metallic Curtain Pull Co. at this place.

Bath—W. S. Hall, blacksmith and wagonmaker, has sold out to Albert E. Edwards.

Rogers—I. & M. Bertram succeed Wilhelmina (Mrs. F.) Bertram in general trade and the sawmill business.

Evart—E. C. Cannon has leased the creamery for the coming season. He expects to commence business May 11.

Jackson—The Wayne Manufacturing Co. is succeeded by W. J. Welling & Son in the hammock manufacturing business.

Bailey—LaRue & Britton are putting in a line of machinery for the manufacture of baskets and will be in running order in a short time.

Owosso—D. R. Salisbury, for fifteen years a retailer of shoes on Washington street, has begun the manufacture of bicycle shoes and other novelites in the shoe line in the rooms over his store.

Hopkins—Fremont D. Miller has sold a half interest in his cheese factory to J. C. Leggett and the business will hereafter be conducted under the style of Miller & Leggett. The factory will begin making cheese April 15. Creamery machinery was put in last fall and butter has been manufactured daily since January 1.

Muskegon—Frank Alberts & Co. will start their mill at North Muskegon about April 20 for the season's run. Both the sawmill and shinglemill will be in operation and a full force, a portion of which has been already engaged, will be employed. Nearly all the timber is from up the River and will be cut for other parties.

Detroit—The Detroit Iron & Wire Works has been organized for the purpose of manufacturing and dealing in iron and wire goods, elevators, machinery, etc. The capital stock is \$10,000, of which \$3,000 is paid in. The incorporators are Thomas L. Dates, 55 shares; Grace B. Meginnity, 185; Elbridge F. Bacon, 55; Robert Meginnity, 5 shares.

Hastings—The City Bank of Hastings has purchased the whip factory (exclusive of building) for a reported consideration of \$3,000. The Walters patent, for which the factory paid \$15,000, was sold for \$24. The Bank has leased the building, grounds and machinery for a period of four months and has started up for the purpose of working up the stock on hand.

Cheboygan—O. M. Clark, of the firm of Clark, Farnham & Co., lumbermen and sawmill operators at Ewen, has purchased L. P. Swift's interest in Swift Bros.' saw mill, and the firm will be known as Swift & Clark. H. W. Swift and Mr. Clark were former partners in the lumber business at Big Rapids. Mr. Clark is a thorough lumberman, having had fifteen years' experience in the business. The firm of Swift Bros. will continue, the firm having other business interests here and also extensive and successful operations in California.

The Grocery Market.

Sugar—Refiners report that the demand ruled only fair up to Friday, when there was quite a spurt, causing the independent refiners again to withdraw from the market. They are heavily oversold, although the trust refiners are shipping all grades fairly promptly. The market closed very strong and sensitive Saturday and the general impression prevailed that another advance was close at hand. Monday the market opened strong and Tuesday morning the expected advance was made, all grades being marked up a sixpence.

Provisions—The course of the market has been almost steadily downward during the past week and a new record has been made about every twenty-four hours concerning "the lowest prices ever known." The holdings of lard in Chicago had been estimated at about 126,000 tierces, but the actual number of tierces is 130,000, which is a gain of fully 32,000 tierces for the month. The stocks of ribs are 28,000,000 pounds, or an increase of 8,000,000 pounds, while of new pork 129,500 barrels are held, as against 122,000 barrels in the previous month. It is this certainty of large stocks against the uncertainty of the future of the export trade, and its present dull condition that causes the pressure which results in low figures. Spasmodic reactions have been followed by increasing weakness. It is almost impossible to get the countrymen into speculative deals, and packers for the most part have the market to themselves. The disparity between the prices of hogs and the products continues, the former holding altogether too high for profits to be turned on packing. The general distribution of supplies to home consumers is regarded as full at the low figures, but it is insufficient materially to help the position.

Prunes—While not quotably lower, there is certainly an easier feeling on prunes, due to the falling off in the demand, presumably owing to the approach of warm weather. Sellers do not make much of a show of confidence and concessions would probably be made on quoted prices. On the coast

an easier feeling is also reported, and this may explain the lack of confidence shown by holders of stock generally.

Canned Goods—No general improvement to the demand for canned goods has manifested itself during the period under review, the inquiry for nearly everything on the list being moderate and not of seasonably strong proportions. In futures there is comparatively little doing, and the outlook does not favor an early revival of interest on the part of buyers, who are adhering strictly to their conservative policy and purchasing almost entirely to meet their actual wants. At a price which means material concessions from prevailing quotations, there are buyers ready to pick up any desirable lots offered, but sellers, as a rule, do not seem inclined to go below the already low prices that prevail. About the only change of importance that has occurred in values during the week is a decline in canned corned beef, which has been marked down from 5c on 1 pound tins to 25c on 14 pound tins. The decline is due to the intense competition on the part of packers.

Tea—The demand has shown just a shade improvement this week. It is, however, not all pronounced, but just sufficient to say that there is an improvement, and this is due entirely to an increase in the orders from the country trade. Taken as a whole, the demand is disappointing, as there is no sign yet of a speculative feeling in the article.

Lemons—During the period under review the demand for lemons has been exceedingly good, and prices, while not higher, are somewhat stiffer. The low prices have brought about some speculative inquiry, and buyers are storing goods, feeling that at present rates they cannot lose.

Fish—The demand for all kinds of fish has been very quiet during the period under review, and the market has a downward tendency. The stocks of mackerel are moderate. Codfish is quiet and weak, although not quotably changed. Herring is dull.

Currants—The market is in an unsettled condition, neither buyers nor sellers being anxious to do business until the duty question is settled. The decision of the United States Court was adverse to the importers, as was reported last week, but just what action the local customs authorities will take is a question, and, as far as known, no instructions have come from Washington regarding the stock on the Pocasset. Stocks of barrels are concentrated.

Bananas—A marked improvement has been shown in the demand for bananas this week; while the local trade on ripe fruit has been dull, orders for shipping stock have come in freely from out of town, and prices have shown quite an advance. The quality of the fruit coming shows improvement.

Rice—There is a good, steady demand, but no new features have developed, and orders are coming in freely. Japan varieties are in strong demand. Trade at New Orleans is quiet.

Dollars for Cents.

Send to cents in stamps to Charles P. Hill, Manistique, Mich., and get his book on stock-keeping and you will learn how to make money in your business, where you now lose it.

Gillies for New York Teas that are Teas at bargains that are bargains. Visner.

Smoke the Dodge Club Cigar.

Grand Rapids Gossip

F. H. Ziegler, meat dealer at 420 West Bridge street, has discontinued business.

Lily Eichelsdorfer succeeds Mrs. E. Bieneman in the millinery business at 126 Canal street.

Miss Mary Baker has opened a millinery store at Fowler. The stock was furnished by Corl, Knott & Co.

Macham Sisters have opened a millinery store at Lagrange, Ind. The stock was furnished by Corl, Knott & Co.

Trask & Lawrence have embarked in the millinery business at Charlotte. Corl, Knott & Co. furnished the stock.

Jacob J. Berg has embarked in the grocery business at 281 Alpine avenue. The Worden Grocer Co. furnished the stock.

S. R. Johnson will shortly open a grocery store at Alaska. The Olney & Judson Grocer Co. has the order for the stock.

The name of the Union Foundry Co., located at 34 and 38 Mill street, has been changed to the Grand Rapids Foundry Co.

Miss Cora Cook, late of Traverse City, has opened a millinery store at Lyons. The stock was furnished by Corl, Knott & Co.

Henry Stadt has sold his stock of groceries at 281 Alpine avenue to Ritzema Bros., who will remove it to their store at 86 West Leonard street.

J. N. Loucks has re-engaged in the grocery business at Macatawa Park for the season. The Lemon & Wheeler Company furnished the stock.

John Kloote has opened a grocery store at the corner of Fulton and Diamond streets. The stock was furnished by the I. M. Clark Grocery Co.

A. A. Conklin, grocer at Lawrence, has added lines of dry goods and millinery. The Root & McBride Co. furnished the former and Corl, Knott & Co. supplied the latter.

Abram Black, Jr., and Burt Hilliard have formed a copartnership under the style of Black & Hilliard and opened a grocery store at Holt. The I. M. Clark Grocery Co. furnished the stock.

The article published in last week's paper relative to the change made by Watkins & Axe, commission and produce dealers at 80 South Division street, was incorrect. It should have read that W. A. Walters has been admitted to partnership and that the business will be continued under the style of Watkins, Axe & Co.

At the annual meeting of the Grand Rapids Bark and Lumber Co., the capital stock was increased from \$25,000 to \$40,000. The old directors were re-elected and the former officers were selected to serve the corporation for the ensuing year: President, W. A. Phelps; Vice-President, C. F. Young; Secretary and Treasurer, Chas. A. Phelps. In addition to its bark business, the company has handled during the past year, 3,000,000 feet of hardwood, the same amount of hemlock and 125,000 hard and soft wood ties. The corporation has recently acquired 2,000 acres of timber land near Thompsonville, which it will lumber the coming season.

A. D. Plumb has removed to this city from Rockford and taken the management of the Wolverine Spice Co., having purchased the stock held for many years by Chas. H. Phillips, who has retired from the position of President and Manager of the corporation. The present officers are as follows: President, A. D. Plumb; Vice-President, Henry D. Plumb; Secretary and Treasurer, Will E. Gill.

The Reeder Bros. Shoe Co., which was organized as a stock company about three years ago, will be dissolved in the course of a few weeks, all of the stockholders retiring with the exception of Geo. H., J. P. and Milton Reeder, who will continue business at the same location as a copartnership under a firm name to be hereafter decided upon. In the meantime the leather goods will be closed out as rapidly as possible, the new firm carrying lines of rubber goods exclusively. Whether the new firm will handle rubber clothing as well as rubber footwear will be decided upon later.

The local manager of the Bell telephone office announces a reduction of 50 per cent. in rates, business phones having dropped from \$48 to \$24 per year and residence phones from \$36 to \$18 per year. Heretofore the Bell people have insisted that they could not afford to do business for less than the old schedule of \$50 and \$40 per year; but it is now intimated that, if the present reduction does not avail, the price will be made \$10 flat, and that, if this does not bring the people to time, free telephone service will be given. This is in line with the policy pursued by the Bell institution in other cities, but in only one instance—so far as the Tradesman's information goes—has the Bell been able to stifle competition, when the price of Bell phones was put up to a higher rental than ever before. The competing company here is composed of 300 Grand Rapids citizens, and the people of Grand Rapids will stand by their home company, even though they are offered Bell telephone service free, as they realize that the Bell institution has taken nearly or quite a million dollars out of Grand Rapids during the past fifteen years and that, if competition is strangled, rates will go up to the old figures again. The reduction in the price of phones does not apply to the long distance Bell, which still commands \$72 and \$84 per year for stationary and desk phones, respectively.

Purely Personal.

F. F. Ward has removed to this city from Kalamazoo and taken the position of window decorator for L. Higer & Sons.

Oscar Allyn has exchanged his farm located on the River road in Walker township for a beautiful home in Grand Rapids at 415 Horton avenue, valued at \$4,500. He will take possession of the new property this week.

Chas. E. McCrone, for several years connected with the Grand Rapids office of R. G. Dun & Co., has taken the management of the Marquette office. His successor here is O. A. Pound, who was formerly manager of the Jacksonville, Fla., office and removed to this city several years ago to take the position of manager of the collection department. The vacancy in the collection department has been filled by the appointment of E. Clare Avery, who comes here from the Detroit office.

Feed and Coarse Grain to Be Sold for Cash.

The feed dealers of the city held a meeting recently and decided to sell goods for spot cash only on and after April 15. This arrangement applies to the city trade only, there being no agreement on the outside trade. The close margins on which feed is sold nowadays have driven the dealers to this action as a matter of self-preservation. The following circular has been issued to the trade, in order that all may be properly informed of the new method:

Grand Rapids, March 30—We, the undersigned millers and feed dealers of Grand Rapids, desiring to do what we believe to be for the best interest of the trade we serve, would respectfully call your attention to the fact that grain and its products are cash commodities and should be sold both at wholesale and retail for spot cash only.

A custom has prevailed in this city of extending more or less credit to retail dealers and they, in turn, to consumers, resulting in loss to both and the employment of unnecessary capital.

To assist in correcting this evil, we shall, on and after April 15, sell coarse grain, feed, meal, bran, middlings, hay and straw to dealers for spot cash on delivery only, and trust all retailers will, so far as possible, do likewise for the permanent betterment of the trade.

Another careless, unbusinesslike practice which results in constant loss we desire to correct at the same time, and ask your hearty co-operation. We refer to the practice of loaning bags and sacks for storage purposes, and request that all dealers handling millstuff, grain or feed, provide storage bins or bags of their own, on or before April 15. After that date, when goods are delivered in our bags or sacks, we shall ask that they be either emptied at destination or paid for. No bags will be loaned for any purpose.

Financial conditions are such, and margins of profit so small, that loss and waste must be reduced in every way possible, and we ask you to kindly keep step with us in this reform movement.

K. Dykema & Son.
Thos. E. Wykes & Co.
Valley City Milling Co.
G. H. Behnke.
Watson & Frost.
Smallegange & Goudzwaard.
Morris Dykema.
De Jonge & Van Heulen.
O. E. Brown Mill Co.
N. V. Henderson & Sons.
E. D. Caswell.
F. Van Driele & Co.
C. G. A. Voigt & Co.
Voigt Milling Co.
Beach, Cook & Co.
A. Verhey.

The Grain Market.

Wheat remained remarkably steady during the week, No. 2 red showing an advance of about 4c per bushel on Tuesday's close. While the situation warrants this advance, it was rather sudden and took the trade by surprise. The news was somewhat conflicting, but it was mostly on the part of the crop report. Ohio reports only 57 per cent. and Missouri 77 per cent., while Indiana and Kansas report the crop to be somewhat damaged, which caused the upturn. The winter wheat receipts remain as low as ever, while the receipts in the Northwest are about the same as last year. The exports were of a diminutive character (being only 1,693,000 bushels), and they will not be much larger until navigation opens on the lakes, so that wheat can be moved to the seacoast at a less rate than the rail tariffs. The visible decrease was only 725,000 bushels, while a much larger decrease was anticipated. The largest bull factor outside of the crop report was the small world's shipment, which was only 4,650,000 bushels, being 3,000,000 bushels less than the

requirements. This caused the early sellers to turn buyers.

Coarse grains followed wheat, but not so strongly. Corn and oats advanced ½c per bushel each.

The receipts were very small, being only 22 cars of wheat, 8 cars of corn and 5 cars of oats. The millers are paying 68c for wheat.

C. G. A. VOIGT.

Local Show Windows.

Show window display is coming to be more and more appreciated as a trade bringer in the leading retail stores of the city. The proprietors are learning that the secret of success in this, as in any other kind of advertising, lies in the oft-repeated admonition to "keep everlastingly at it." In the districts where location makes rents high it is incumbent on the thrifty merchant to see that the advantages of such location are as fully realized as possible. To do this the window dresser must not relax in his duties for a moment.

During the opening spring and Easter trade much of the local window work has been very effective. The general display all along the streets has been very fine and unusual ingenuity has been exercised in decorative display and novelties. One Monroe street dealer hit upon the expedient of devoting a window last week to the repeated dressing and undressing of a dummy. The novelty of seeing the sham lady going through the different steps of making her toilet was such an attraction that there were crowds constantly before the window, supervising the work with the greatest interest. The fact that the mysteries of the dummy woman's toilet were being performed by a person of the opposite gender, while another person of the masculine persuasion made suggestions from a point of vantage at the side of the window, seemed to make the spectacle all the more amusing to the window gazers.

For ingenuity and taste, as well as constant industry, there are few, if any, displays superior to that of the Treusch cigar store at the corner of Monroe and Ionia streets. Looking at the handsome display, one can hardly realize that all its material is found in the tobacco and cigar trade. Messrs. Treusch evidently appreciate this auxiliary to their business, for, with their characteristic thoroughness, they are constantly rearranging and renewing the display. It always presents a novel and fresh appearance to the passer-by, who generally pauses to see what new combination has been devised since he last saw it. An ingenious and taking scheme was the formation of a large wheel from smokers' implements, with lettering, which was rapidly rotating without any visible propelling power. The curiosity of many was aroused to such an extent that they would enter the store to seek the solution of the mystery. Such were informed that the wheel was propelled by an "Armstrong" motor, the informant illustrating his answer by giving it another whirl. Another scheme having good results was to change the exhibits from one window to the other, the arrangement being the same. Many were attracted by the change and considerably puzzled to account for the familiar appearance.

There is, perhaps, no direction in which constant industry in trade is better rewarded than in the arranging and display of goods in all parts of the salesrooms, but more especially in the windows.

The Story of Mary Juliette Flynn.

Written for the TRADESMAN.

Mary Juliette Flynn had a headache. When Mary Juliette had a headache, people said, "Beware!" and got out of her way. You see, she had red hair, and the freckles which go with it, and the temper, too. No, she wasn't pretty. Her mouth and chin were too heavy for the rest of her face and she had irregular teeth and a pug nose. Her forehead was wedge shaped and short and her fiery locks had an ugly way of growing down on her temples.

But then she was only a clerk in a department store at \$5 a week.

The night before it had been raining and the snow had changed into slush. The stove wouldn't burn and the milk had turned sour. By the time her breakfast was ready, the temperature had risen to 90 degrees in Mary Juliette's room.

She had a long walk before her. "I declare," she snarled, "I'm just too tired of this blasted life! What are people made for, anyway, if they cannot be rich or smart or something? I had to be tormented all the time I was a little girl, because of my round face and the color of my hair. I can hear that Tom Burnell, this minute, say, 'Halloo, Moon-face! What started you off so early this morning? Oh! I suppose to give the sun a chance to shine. Excuse me, Miss July, but don't let the sun burn you up!'"

"I liked school well enough, but I was mighty glad when Aunt Lois needed me at home. But, gracious! that got to be hard enough before I left her. I had to get up at five o'clock every morning and rub and scrub all day. It did seem as though Aunt Lois was never young. She always wanted to have things done her own way and, if I did any of the work a little differently, she would always say, 'How dumb you are, child, anyway! Why, before I was your age, I did all the washing and ironing for a family of ten, besides most of the other work. When I was only twelve, my mother left me alone one afternoon, and I cut out and nearly finished a dress while she was gone! From that time on I did the sewing, too. I declare, girls aren't worth much, these days! There you are—squalling again! Why don't you take a little interest in the work? There are the peas to be picked and the carrots to be weeded out, and you certainly must help about your muslin dress, or else you won't have anything to wear to church come a Sunday. There, Willie's awake! You run and amuse him, while I knead the bread. I declare, the work's all behind. I wish I had somebody who knew how to help."

"My! Wasn't she mad when Bertha got me the place here. I let her know I wasn't a charity patient any longer. But, am I any better off here? I thought I should have lots of money to spend but it hasn't shown up yet. Yes, and I am expected to dress well, and to do up my hair in the latest style—and that takes time—and to act smart, when I am fairly starving! And then, there's nothing but boxes to look at all day! I'm tired of the whole business! Go out evenings and have some fun? Thank Heavens, I don't belong to that set. But I don't see anything for me to do but die. What am I here for, anyway?"

"Now, there is Sallie Brown. She used to live just across the road from us. We went barefooted to school together and she carried a tin dinner pail and wore gingham aprons just like me.

But laws! about the time I was needed at home her father made a lot of money out of a lumber deal, and then they moved into the city. Sallie wrote to me after they got settled—how she was going to a private school, and her father was giving her dancing and music lessons. She didn't care to hear about the chickens or the crops or who was the new teacher in the schoolhouse at the forks. No more did I want to know what 'our set' was a-doing, and so I haven't heard from her for long, long years. Last week, her mother had a reception for her 'coming out.' Coming out from where, I'd like to know? I wasn't given a party when I came out of the country. She is a young lady now and has beaux, and people are telling her how pretty she is and how good; but she don't know me.

"And there is Gertrude Drake. She was pretty and she had a mother. Her mother had time to let her go to school. She graduated and then she was sent here to the Normal. She taught a couple of years and then some lady got interested in her and helped her to go to the University. She'll speak to me; but, really, what is there to say?"

"Here I am to the store. I must dust boxes and spend most of my time on my knees—though I'm not in a specially prayerful mood, goodness knows!"

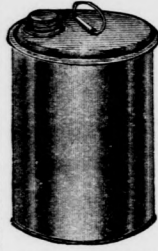
"* * *
"Thank Heavens! It's six o'clock and I can have something warm to eat. My! wouldn't Aunt Lois' pie taste good, and she does know how to bake beans to a 'T'. I'm sick of bread and butter and eating alone. Guess I'll have some ham and potatoes and—oh, yes, to-morrow is the New Year. I must lay in a little something extra. I wonder how Willie is. Wasn't he cute though, and I was mean to talk so to Aunt Lois."

"* * *
"A whole evening to myself! I'm tired enough to go to bed. And nobody to talk to. I suppose I ought to think on my 'marcies,' as Aunt Rach used to say. Yes, and to-morrow is the time to make good resolutions. But then, resolutions, like the churches, belong to good and rich people."

"* * *
"Such a dream as I had. My mother was living, and she came to me, and she put her arms around my neck and kissed me on my forehead, just as she used to do. And she said, 'Dearie' (imagine my being called 'Dearie'—more likely 'Darnie!') 'I want to have a little talk with you. There is not an hour in the day when I'm not thinking about you and I am troubled. You're barely twenty, and so full of bitter thoughts. People are not your enemies—the fault is with yourself. Now think about it and see whether you can't find where the blame lies!' And, before I could say a word, I found myself wide awake."

"Yes, it would have been lots better to have laughed when the boys teased me, and not have seemed to care; but then, I was such a little girl. Yes, Aunt Lois didn't have any easy time with me, and I didn't take any interest in the work. But am I any better now? It's no good looking back—I can't be somebody else and have money and all that sort of thing. What's the use of trying to be anybody or amount to anything? I'm only a shoe clerk at \$5 a week. What's the use of living, anyway? There go the bells a-ringing. It must be one o'clock. I must go to sleep, or I'll be a worse sight'n ever in the morning."

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.
280 S. Ionia St. Grand Rapids.

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.

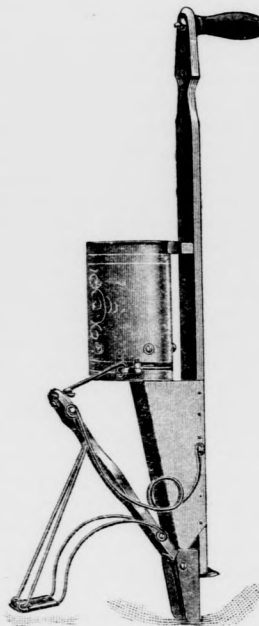
NO OLD SEEDS

Highest market price paid for Beans.

BEACH, COOK & CO.,

128 to 132 W. Bridge St.,
Grand Rapids.

TIME FOR PLANTING IS NEAR. IS YOUR STOCK COMPLETE?



No. 4 American
Corn Planter



Acme
Potato Planter.

We also have {
The Babcock Corn Planter.
The Triumph Corn Planter.
The Monitor Potato Planter.

Write for prices.

Foster, Stevens & Co.,

GRAND RAPIDS.

I might go up and see old Mrs. Giddings this afternoon. I would tickle Aunt Lois mightily, though I've been so stubborn and waited all these months. And I believe I will try and see what I can make out of the shoe business. What's the matter of my studying evenings? I might take up book-keeping—I used to love figures. And why not read, too? There's the great Public Library, which I pass every day, yet I've never seen inside its doors.

* * *

"It doesn't seem possible that it is only three years since I was so utterly wretched and had that dream about my mother. But, really, the time has flown. I made up my mind to put my heart in my work and to think more about other people.

It worked beautifully with the shoe trade. Women learned to know me and would allow no one else to wait on them. I more than had my hands full. But, when ladies would say a kind word and send their friends to me, I did not mind the backaches. And then there was dear Mrs. Giddings to go home to. She made me come and live with her. If there is one perfect woman in the world, she is the one. And the book-keeping went finely. Before six months I was installed as book-keeper with the firm. My employer was always saying that if I was not a first-class book-keeper, he would put me back in my old place, and that, as it was, he was strongly tempted to do so, for every customer inquired for me and it was easier to fill the book-keeper position than my old one.

But the queerest part happened later. It must be about a year and a half ago that one of the agents came. Mr. Graves called me down to the shoe department—said the boys did not understand the trade—and who should stand there as big as life but Jim Bailey who used to live near us at home! Imagine my surprise, for I had not heard from him in years. He was traveling for a Boston shoe house. It did not seem as though we had ever been separated. He asked if he might call. And ever afterwards he came to see me whenever he was in town—and after a time that began to happen pretty often. Between times, he sent me the dearest letters. I would not have changed places with any girl living, and—But I hear his latchkey in the door, and I must run, for the next thing he will be calling upstairs, "May wife?"

ZAIDA E. UDELL.

Berlin, Prussia.

Indian medicine men make a mess of it when they attempt to work miracles. A report comes from Western Oklahoma that the various bands of the Pawnee Indian tribe are encamped on Black Bear creek and engaged in the wild dances and revels of the annual medicine making. Crazy Horse, one of the medicine men, made a medicine which he declared to be a protection from bullets when applied to the body. His brother volunteered to pose as a target after rubbing the mixture upon his body. He fell dead at the first shot with a bullet through his heart. Crazy Horse barely escaped lynching and, a council of chiefs being held, it was decided to dispossess him of all his property, including herds of horses and cattle.

It is said that a secret society has been organized in Washington which represents that it will be able to bring pressure to bear on the Government, so that every one of its members will get \$900 in cold cash from the treasury. Meanwhile the organizers of the scheme get the "dues."

John and the Piano.

A Chinaman, who must have boarded in a house where someone was learning to play on a piano, lately returned to his own country and treated his countryman to the following description of a piano: "The Europeans keep a four-legged beast, which they can make sing at will. A man, or more frequently a woman, or even a feeble girl, sits down in front of the animal and steps on his tail, while at the same time striking its white teeth with his or her fingers, when the creature begins to sing. The singing, though much louder than a bird, is pleasant to listen to. The beast does not bite, nor does it move, though it is not tied up."

Many people do not understand how to indorse checks. This is explained as follows: "Indorse by writing your name on the back, about one inch from the top. The proper end may be determined this way: As you read the check, holding one end in each hand, draw the right toward you and turn the check over; the end farthest from you is the top. If, however, the check is indorsed by another person, it is proper to write your name directly under his, even if he has written it across the wrong end. Should your name in the check be spelled wrong, or an initial changed, and the check is clearly intended for you, write your name as the check has it, and under the usual signature."

It is proposed to put a check on the wandering musician of the hand-organ variety in Washington City by imposing a big license, which must be taken out in June for a whole year, and fining him for playing within two blocks of a church, a hospital or a sick person.

Don't spread your net for big customers only. The size of its meshes may be over estimated.

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.

Wm. Connor will be at Sweet's Hotel, Wednesday, Thursday and Friday, April 15, 16, and 17.

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, Widdicomb Bldg.
HENRY ROYCE, Supt.

5 AND 7 PEARL STREET.

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

HOUSE FURNISHING GOODS

Stamped Tin Ware.....	new list 70&10
Japanned Tin Ware.....	new list 40&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.	
List acct. 19, '85.....	dis 50
SAND PAPER	
Solid Eyes.....	per ton 20 00
SASH WEIGHTS	
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
TRAPS	
Bright Market.....	75
Annual d Market.....	75
Coppered Market.....	70&10
Tinned Market.....	62 1/2
Coppered Spring Steel.....	2 30
Barbed Fence, galvanized.....	2 30
Barbed Fence, painted.....	1 95
HORSE NAILS	
Au Sable.....	dis 40&10
Putnam.....	dis 5
Northwestern.....	dis 10&10
WRENCHES	
Baxter's Adjustable, nickeled.....	30
Coe's Genuine.....	50
Coe's Patent Agricultural, wrought.....	80
Coe's Patent, malleable.....	80
MISCELLANEOUS	
Bird Cages.....	50
Pumps, Cistern.....	75&10
Screws, New List.....	85
Casters, Bed and Plate.....	50&10&10
Dampers, American.....	40&10
METALS—Zinc	
600 pound casks.....	6 1/2
Per pound.....	6 1/2
SOLDER	
1/2 @ 1/2.....	12 1/2
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
TIN—Melyn Grade	
10x14 IC, Charcoal.....	\$ 5 25
14x20 IC, Charcoal.....	5 25
20x28 IX, Charcoal.....	6 25
14x20 IX, Charcoal.....	6 25
Each additional X on this grade, \$1.75.	
TIN—Allaway Grade	
10x14 IC, Charcoal.....	5 00
14x20 IC, Charcoal.....	5 00
10x14 IX, Charcoal.....	6 00
14x20 IX, Charcoal.....	6 00
Each additional X on this grade, \$1.50.	
ROOFING PLATES	
14x20 IC, Charcoal, Dean.....	5 00
14x20 IX, Charcoal, Dean.....	6 00
20x28 IC, Charcoal, Dean.....	10 00
14x20 IX, 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, 1/2c per pound.....	9
14x56 IX, for No. 9 Boilers, 1/2c per pound.....	9
Cow Butter and Hen's Eggs	
I can supply a limited number of customers with choice butter and fresh eggs, and solicit correspondence with merchants who prefer to deal direct with the buyer, thus saving the profits of the middleman. Allegan, Barry, Kalamazoo and Van Buren counties are noted for the superiority of the dairy products—I draw supplies from all four counties. In writing for quotations, please mention name of grocery jobbing house with whom you are dealing.	
A. B. CLARK, Plainwell, Mich.	
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.	



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 arrearages 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, - - - APRIL 8, 1896.

VALUE OF PAID CIRCULATION.

The advertising which best serves its purpose is that which does something more than pass under the eye of the casual observer. The ideal advertising is that which gains the attention at a time and in a way to secure tangible results. This may be done either by giving the information as to where the article advertised can be most advantageously obtained, or by awakening the desire to purchase such article. In the employment of any means, many arrows must be sped, that a few here and there may take effect. The great object is to dispatch as many effective shots as possible.

There is a difference between the advertising which passes under the eye of the casual observer and that which commands attention. Many times the novice in business enterprise attempts to gain the attention, and so the custom, of purchasers by the preparation of vast quantities of handbills. These are so much cheaper than the newspaper advertisement that in his inexperience such an one fondly anticipates effective results from the great quantities obtainable. Experience never realizes these anticipations, for, while there may be a slight value attaching to their use, on the principle that it is always of value when the name of a business enterprise is brought before the eye, dependence on such means of reaching buyers is as ineffectual as the attempt to fatten cattle on chaff.

To make advertising effectual there must be some means used to gain attention—to gain the thought and consideration of purchasers. The principle of the handbill will not do this—there must be something in connection with the announcement that will aid it to gain entrance into the mind. All are familiar with the multitudinous schemes used in the announcements themselves designed to accomplish this purpose—schemes which are, doubtless, of value but which alone are but little more effective than handbills.

What is it that is required to accomplish this purpose? The answer is brief: The announcement must appear in a medium which will carry it with a direct authority and interest to the mind of the customer. To do this effectually there must be a value attaching to such medium.

For a newspaper to successfully fill the position of an advertising medium the first essential is a paid circulation, a circulation that is paid, not through

the influence of premiums and similar schemes to gain subscribers, but because it is of such intrinsic value as to command its price.

And one of the most difficult things to accomplish is the gaining of a paid circulation on this basis. It is easy enough to gain a circulation for a periodical for which nothing is charged. The steps necessary are patent to all—get a list of such as would seem to be most likely to be interested in the advertisers' wares and then mail them the paper. If the postal authorities object, a nominal price may be named, to meet the requirements of postal laws, with a tacit understanding that the collection is to be omitted in each individual case as a special favor. All merchants are familiar with examples of such periodicals, and most will concur in the statement that they are prized by, and gain the attention of, their recipients about in proportion to the price paid for them. Such papers may compare favorably with the handbill for the most prominent advertisements, but they do but little more.

To attain a valuable paid circulation is an undertaking requiring time, patient, hard work and a liberal outlay of money. For a newspaper to attain prestige and influence is a work of time. The subscriber of many years' standing is of far more value, in the degree in which he may be influenced by its utterances, than the newer friends, however highly these may be appreciated. It is also an undertaking requiring patient, hard work. For a paper to be successful there is another element, not yet considered: There must be put into it the personality of its publishers. These must study the requirements of its subscribers and must spare no personal effort to meet these in every way. In the degree to which each subscriber may be brought to value the personal interest of the editor will the influence of the paper be enhanced. And to bring the subscribers to value that influence the editor must feel that genuine interest. To thus cover an editorial field is a laborious task. Lastly, there must also be a liberal outlay of money. Periodicals of the handbill order may be, and are usually, very efficiently edited with the proverbial shears and paste pot. These, however, will not answer for a paper demanding pay from its subscribers on the score of value. It is not sufficient for such a paper that it appear as the echo of the current press—it must have originality and ideas of its own; and these cost money.

A valuable subscription constituency, to repeat, is difficult to attain; but, when it is attained on the lines indicated, it is of value, and then it is not difficult to suitably fill the columns of such a paper with good advertising at fair prices, and the announcements appearing in its columns command the attention of its readers in a way to make them of the greatest advertising value.

The Senate bill providing for the creation of a Department of Commerce and Manufactures is receiving a good deal of favorable attention at the hands of commercial bodies in different parts of the country. It is remarkable that these interests have not been recognized by the establishing of such a department long before this.

After five weeks of effort for the recognition of the garment workers' unions of Baltimore, the strike has been declared off until circumstances shall be more favorable for renewing the effort.

WHO?

When Alexander III. of Russia died and the youthful Czar was seated upon the throne of Peter the Great, the political world drew a sigh of relief. With youth and inexperience at the head of the Russian nation, the dream of the Russian Bear would still go on—only a dream—while Constantinople would still remain in the hands of the Turk, controlled by the Powers; and for some years, at least, no fear was to be entertained of the Muscovite.

With that point satisfactorily fixed, the wise old world settled down to see what could be done to benefit mankind without the Russian influence; but when, after "the best laid plans," results, fondly anticipated, are not forthcoming, there is a lifting of the eyebrows, a mingled look of wonder and astonishment and an explosive "Who!" all indicating that something has gone wrong, that an element has been overlooked or left out and that, instead of the rapid march of civilization over a well-built piece of the political highway, the progress is slow and attended with danger.

For half a century England has been coquetting with China. Not a move has been made in the Celestial Empire during that time which has not resulted in England's improved opportunity to crowd a little nearer to the steps of the throne. A gain, once secured, was kept at any cost; and when, at last, the English influence at Peking was looked upon as a fact, it was found that somebody had been at work, that the British superiority had been transferred to Russia and that the labor and cost of half a century had been scattered to the winds. What was done was done quickly. If China could afford to indulge in such faithless measures, it might teach her a lesson if the strong arm of England should be thrown around conquering Japan; but, when the arm was placed about the waist of the almond-eyed maiden, a stronger arm had lifted the fainting form of China from the dust, and a voice with a threat, which Jap and John were impelled to heed, stopped the Japanese march upon Peking, forced the Mikado to relinquish the fruits of his victory and promised the Celestial government the money to pay the war indemnity.

For twenty years Italy has been trying to do in Abyssinia what England has done in India. Life has been looked upon as nothing, treasure without limit has been paid for the consummation of Italia's cherished desire; and, when the eastern skies of Abyssinia are beginning to flush with the dawn, long looked for on the peninsula laved by the Adriatic, without the loss of a single life or a single kopeck, the Abyssinian Emperor turns his back upon the Italian sunrise and, pleased with the glittering bauble which, as a symbol of vassalage, has been placed about his neck, proclaims to the astonished world the wonder which has been wrought in Africa by a political magician of modern times.

It need not be said how dear to the heart of England are her precious possessions in the East. She has toiled for them, she has bled for them, and English hearts, to-day, are grieving for those who have died there for them; but, even there, the despoiling hand has been at work. England is no longer the watchword at Cabul. At Teheran the influence of the English has been paralyzed, and, while the Shahzada has been wearing out his welcome in England, his

father, the Ameer of Afghanistan, has been listening to the martial airs of Russia with applauding hands. The shadow of Turkey has lost its identity in the heavier one of its master, a shadow which the sunset of the Powers has lengthened till it falls upon the Dardanelles. At Belgrade the heart of the populace has softened until Saint Petersburg is no longer a hateful name to ear or lips; and those who claim to be familiar with the footprints of the Bear can see, in the troubles of Norway and Sweden, the impress of the political bruin's well-known claw, so that the Power supposed to be asleep and dreaming is not only awake, but is realizing the dream which for centuries has been the nightmare troubling the fitful sleep of Europe.

Who—and the question comes with gathering force—is this wizard whose wand is exerting its tremendous influence everywhere? It is the Chancellor of the Russian Empire, an ease-loving Prince, who "wished to bring Russia into closer touch with the rest of the civilized world"—the Prince Lobanoff, a man who accepted his present office at the request of the young Czar and the widowed Empress, a man who, during the brief period he has been in office, has shown himself to be "the one of all others" to act as mentor and guide to so youthful an autocrat as Nicholas II.

TRADE CONDITIONS.

The story of dulness was continued throughout the week, the principal sensational feature being the tendency to hold up iron prices by combinations. This week starts out with improved conditions, especially in cereals.

Textile manufactures are still very unsatisfactory. Lack of orders has already stopped a considerable proportion of the woolen mill machinery. Wool declined in price 7½ per cent. Sales in March were smaller than for any other month since 1884. Reductions in price have not succeeded in starting the cotton demand and goods are piling up in advance of orders.

The iron manufacturers seem determined to take control of the situation by combinations. It is proposed to restrict the output by compelling the members of the pool who may exceed their allotment to pay a penalty of \$2 per ton to the other members. The talk of organizing, as might be expected, has served to stimulate demand to some extent. Minor metals continue dull, except that tin has advanced to \$13.55.

The wheat situation showed a tendency to improve last week, which was followed by a sharp advance of about three cents, corn and other grains following in sympathy.

There seems to be an improvement in trading on 'change, in which confidence figures more than advance in prices. The Moore stocks, Diamond Match and New York Biscuit, continue on the gain. The former touched 180 Saturday, the highest it has ever been quoted, but there was a reaction of a few points. Biscuit went up to 96, but afterward declined to 94½. The usual spring outflow of gold has been anticipated but has not yet begun.

A favorable report has been ordered by the House Committee on Agriculture on the bill providing for the creation of a special commission on highways. Since this measure has been under consideration there has been such an interest manifested by the sending of letters and telegrams endorsing the measure as to demonstrate that the question is a live one.

MUNICIPAL WASTE.

It would be generally considered the greatest political heresy to suggest that there are advantages in the forms of government of other towns and cities which make them superior in many regards to those of this country. There is on the part of the average American citizen such an admiration for the theory of absolute equality that a suggestion involving the idea that a difference in responsibility and intelligence should be recognized in the affairs of municipal government would be considered as amounting to little less than treason to the American idea.

When our American cities are compared with those of the Old World, however, there is a difference manifest, which argues that there is some factor operative in the administration of affairs in the latter which gives them a decided advantage; and it is a question whether the advantages of our advanced doctrine of equality are sufficient to offset the disadvantages we labor under as compared with the more conservative methods inherited from a less liberal age in the Old World. There municipal government has been an evolution. The privileges of the aristocracy little more than a century ago formed an absolute and impassible barrier to the aspirations of the plebeian classes. The revolutions of France caused the violent destruction of this barrier, but in the reorganization of city governments the habits of aristocratic prestige and plebeian servility soon practically restored the old order again.

During the present century there has been a real development of liberty and equality. To judge from our American boasts these are mostly monopolized in this country, but as a matter of fact there is fully as much real liberty in England and in other of the European countries as obtains here.

In the development of the municipal administration, of course the advancement from the lower ranks against the prestige and position of the aristocracy has been open only to those of ability and fitness. Thus there has long been a tacit civil service, and the desirability of the positions to the incumbent is security against any waste or carelessness which might hazard them. This has made it possible for such cities to do many things in the way of commercial co-operation and the prosecution of municipal enterprises which else would be impossible.

In America things are different. The principle of American liberty and equality makes every member of the vast armies of the ignorant off-scourings of humanity poured upon our shores by other nations the peer of any person he may meet. Naturally these acquisitions are principally for the benefit of the cities, and become material for the use of the demagogues best qualified to control such elements.

The consequence is our cities have become the paradise of demagogues. The offices and positions which in the Old World cities are appointive or elective by a select class of voters whose position is above the reach of demagogism are here elective, and the vote of the most ignorant degraded pauper outside the almshouse has as much influence as any. Thus those in municipal position are they who can control most of such votes, either directly or through subordinate leaders.

The exercise of this control constitutes the ring or machine politics, which is the distinctive feature of

American cities. In a majority of these the better classes have given the control of affairs entirely into the hands of such leaders. The consequence is familiar to all of us. The administration of American cities is most hopelessly wasteful. The "spoils system" gives employment to hordes of the most incompetent incumbents. These, instead of performing the duties they cannot do, delegate them to others selected for their political influence. The pay-rolls are permitted to increase far beyond the needs of the duties performed; even in some instances names are carried on such rolls, in regular receipt of wages, whose owners have long been in their graves.

Every work carried on by cities in this country is wasteful. Constant disclosures are appearing in the press which demonstrate this fact. Thus the difference in the cost of certain work in the various cities is a reminder of increasing jobbery. For instance, in Milwaukee, which seems to be governed by a class which represents more German thrift and honesty than most American cities, the cost of cleaning streets is \$8.50 per mile, while in Chicago the same work is done at a cost of \$18.50.

A consequence of this situation is that it is impossible for any of our cities to undertake municipal enterprises requiring careful supervision or economy in administration. The distribution of water is of a character to require very little administration or employment in proportion to the magnitude of the undertaking, so that some cities may venture this with reasonable safety, although there is probably no other class of engines operated in this country which cost proportionally half as much as those whose power furnishes the aqueous circulation for our municipalities. In every other branch of industrial service private enterprise is cheaper and more efficient than public, and will continue to be so until we shall have developed a more rational system of city government.

The commander in chief of the Salvation Army, General Booth, has sent a number of his best officers to assist Commander Booth-Tucker and his wife in their efforts to reclaim the disaffected in the American ranks of the army. The utmost efforts to accomplish this end will be put forth, for the American division of the army is far more wealthy and profitable in a pecuniary way than the English. It is not very probable, however, that their efforts will be in any great degree successful, for there is no great amount of Anglo-mania in the classes reached by the army methods, except such as are immigrants from the English cities. It is out of the question for the London headquarters to retain its authority here and the best policy would be for the aged General to accept the situation and form a friendly alliance with the American army. But this is not to be expected of British obstinacy.

The Standard Oil Company is about to try the experiment of towing freight barges on the Atlantic, the same as is so generally and profitably done on the lakes. The first experiment will be with a single barge in the tow and, if successful, two more barges will be tried. It is intended to keep the system in operation as long as the weather is suitable. Of course, it would be impracticable in stormy seasons. The plan, if successful, will work a great saving in freights.

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.

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.

Getting the People

Art of Reaching and Holding the People by Advertising.

The more one writes advertising and devises methods of "Getting the People," the easier it becomes to make your advertising attractive.

There are all sorts of possibilities which arise with the opening of spring, and just now is the time when good advertising appeals most strongly to the public. The new woman and the old woman both want new bonnets and wraps. Most of them want a bicycle. It will soon be a fad for the merchant to offer a bicycle with every spring bonnet sold, or vice versa.

I believe that anything which savors of bicycling, if legitimate, will "Get the People" easier this spring than any other form of advertising on earth. I don't care what business you may be in, or what kind of goods you want to sell, if you mention "Bicycle" somewhere in your advertising, you've got 'em.

An enterprising carpet house in Grand Rapids recently arranged with an expert wheelman to ride against time on a home trainer in their show window. The moment the "profess" mounted the wheel, that moment the crowd came, and remained. Of course, while watching the gentleman's extremities moving swiftly up and down in unison with the pedals, the monotony occasionally prompted a glance toward the well-decorated windowful of goods surrounding, and every glance meant an advertisement.

AFTER A WL A NAIL in the Shoe

Afflicts some persons more than the death of a conjugal spouse. The inside finish and perfect manufacture of the De Comfort Shoes sold in this city exclusively by Ketchum & Holdem occasion many self-congratulations and no weary references to profane history.

JOHN EAST & CO.

The increase of

The Liquor Habit

and the decrease of

The Marriage Habit

are subjects which command increasing attention. The immensely increased stock of Spring Goods and the wonderfully decreased prices in those goods at Ketchum & Holdem's, on Fairview Ave., account for the increased travel on the street cars.

Mr. and Mrs. High Price
take pleasure in announcing the divorce of their daughter
KATHYLINE GOOD VALUE
from
MR. FALSE AND SHODDY
Yankton, South Dakota,
April First, 1896.

Advice from reliable sources states that it is now "good form" to issue divorce cards and that the above is correct. Divorce gifts are becoming common and express a delicate attention. They are, however, not as yet absolutely obligatory. See our line of Fine Jewelry and Watches before making either wedding or divorce gifts—it will be money in your pocket.

SEPARATOR & CO.

Offering a bicycle as an inducement to purchase is far ahead of giving away bronze clocks or any other article. From the 3-year-old just able to walk, to the octogenarian, each and every individual resident upon the civilized globe secretly or openly cherishes a desire for a wheel. And a whole lot of 'em will deny themselves necessities, to say naught of luxuries, in order to gratify their longing. Therefore, if you want to "Get the People" where the "hair is short," in advertising, you can do no better than to "give 'em wheels," no matter in what form offered or displayed.

As soon as the Rontgen rays become sufficiently cheap to permit of their use by advertisers generally, I imagine the world of advertising will be turned topsy-turvy. How easy it will be then for the merchant to put his little "ray-box" in operation and expose to the public the fallacy of believing a rival's advertised statements, for I've no doubt the rays will be brought to such perfection as to photograph the false as well as reveal truths. And, then, think of the disgusting, nauseating photographs the druggist will be enabled to display in his window, showing the action of pure drugs on the human system, together with samples of the evil effects of impure nostrums. Clothiers will exhibit cathode ray revelations of the shoddy materials in garments, and in large type below will say, "The searching fluorescence reveals nothing shoddy in our clothing." The dentist will show how easy it is to fill a tooth properly, by making a "ray picture" of well and ill-filled teeth. The butchers will vie with each other in the multiplicity of their photographs, showing an entire absence of disease or disease germs in the flesh offered for sale. I don't know how they'll manage about the sausage—probably won't take any pictures, though; cathode rays would reveal altogether too large a collection and variety of animal and molecular forms. No, I don't believe the time-honored sausage is a good subject.

There are large and potent possibilities in the X rays—let us hope the thing won't be carried too far in advertising.

The German professor who has invented a luminous paint for bill-board advertising has either brought forth a great blessing or an untimely curse on mankind. Will the nocturnal felines who nightly assemble upon the roofs and hold their dismal wassail be frightened into silence by the phosphorescent display, or will the terrors of the inferno be heightened by the louder caterwaulings of the animals when their vision is assailed by the glittering letters? And the young man who "dassen't" go all the way home with his girl on account of disturbing her father's peace of mind—how can he kiss her good night in the benevolent shadow of the bill-board? Many a fond heart will break and many an unuttered kiss will be charged to the account of luminous paint.

But, leaving the ridiculous, there are wonderful possibilities for the progressive advertiser in the strides science is making during the wind-up of the century. Every new discovery gives the man of publicity something to talk about and something with which to embellish his ads. and make them "People Getters." Read the daily papers—every one will furnish you with a new idea upon which you may elaborate with surprisingly profitable results.

FDC. FOSTER FULLER.

P. Steketee & Sons,

Grand Rapids, Mich.

A slight jerk--the spring does the rest

Pointers on Window Shades



VOIGT, HERPOLSHEIMER & CO.

WHOLESALE DRY GOODS

GRAND RAPIDS, MICH.

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.

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.

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 we need say nothing. To those who have not we can only solicit a trial order.

Goods

INTERESTING DILEMMA.

How Society Is At the Mercy of Organized Labor.

It was decidedly hard on the High-Clymers that, after carefully and successfully planning their winter campaign, which they had determined to crown with the smartest and altogether the most elaborate dinner dance of the season, they should be made the victims of a social problem. It is a well-known fact that the greatest suffering in labor difficulties between the employers and employed falls upon those who are not personally concerned in the controversy. The H.-C.'s certainly felt that they were the innocent victims of a most cruel fate, in that their best laid plans should "gang alee." This happened through the most untoward chance of their having selected the very night for their grandest effort, in the way of an entertainment, that had been chosen by one of those "inconsiderate labor unions" for one of their periodical efforts of self-assertion. In this particular instance it was the "culinary artists" that elected to take this method of seeking redress for their grievances.

When it became bruited abroad that the High-Clymers were about to give not only the handsomest but the most select function of the winter, and had secured the most eligible people going for their dinner dance, those who had turned the cold shoulder to them when they first tried to storm society felt that they had made a mistake which it would be difficult, if not impossible, to rectify. "It is one of the most perplexing problems of modern life," said little Mrs. Lineage plaintively, "to know how to discriminate between these new people. First the question seems to be, 'Shall we visit them?' and before one has really time to make up one's mind, the next query seems to be, 'Will they visit us?' And in the case of the H.-C.'s the question that was uppermost in society after the invitations had been sent was, 'Who has been left out?'"

The entertainment was to be at Z.'s, whose lovely ballrooms and unsurpassed cuisine are wont to insure the success of any entertainment given under his auspices. On the evening named the guests arrived, and the scene was brilliantly beautiful. The best-looking women in town were present, resplendent in their most gorgeous gowns and jewels. A whole forest of huge palms and flowering plants decorated the rooms, which were artistically lighted by rose-screened electric lights, while the dining-room, with its round tables beautifully arranged with a profusion of flowers, elicited even a greater amount of admiration. Mr. and Mrs. High-Clymer were radiant; nothing seemed wanting to the complete success of their entertainment, and consequently of their social aspirations.

But after the soup had been served came an ominous pause. The guests began to feel that something was wrong. "What is the matter?" was asked at the various tables. The men servants were seen whispering to each other in agitated groups; finally, the H.-C.'s butler, who, with his own footmen, was serving his master's table, approached the latter with a scared face. After a hurried conference in low tones Mr. High-Clymer with an apology rose and quit the room. With ghastly composure his poor wife kept her seat, and tried to look as if nothing unusual was happening while the wildest imaginings confused her brain. The guests who were not at her table gave free rein to their surmises, which were certainly not charitable: "Their host had been suddenly arrested;" "His fortune had collapsed like a pricked bubble;" "Z. had refused to serve dinner unless his account was paid," etc. Everything was thought of but the true explanation of the difficulty, which was a strike on the part of the afore-mentioned heads of the kitchen and their subordinates, with which the unlucky host had nothing whatever to do.

After a wait of ten minutes, which seemed hours, Mr. H.-C. returned, and the dinner proceeded, the only solution

of the situation having been that that unfortunate gentleman was obliged to pay an enormous bonus over and above the cost of the dinner, to induce the "fraternity of the frying-pan" to postpone their attack upon their employer until after the meal had been served. Of course, a full explanation to all the assembled guests was impossible, and although at his own table Mr. High-Clymer told of his dilemma, all sorts of stories received credence, and the charm of the entertainment was over. The dance which followed was dull and spiritless. People kept together in little knots and refused to be hilarious, and the much-talked-of function which had promised to be so brilliant was a distinct failure.

"A setback of several years for the High-Clymers, I should say!" remarked Mrs. Caustic, who had not been invited to the dinner dance. "That is the trouble with that kind of people; you never can tell what they will do!" "But he could not help a strike," urged good natured Mrs. A—. "H'm," returned the other lady, incredulously, "that is their story; but who knows what the trouble really was!"

A Munificent Offer.

"Charley," said the senior member of the firm, as the young traveling man came in, "I want to see you."

"Yes, sir."

"You have been with us for some time and you have done well."

"Thank you, sir."

"And we appreciate it. Let's see, you commenced on \$12.50 per week and we are now paying you \$14, are we not?"

"Yes, sir."

"Well, I want to convince you that faithfulness pays in the end, and I want to tell you that we have decided to advance your salary."

"Thank you, sir."

"Now, I have watched you carefully for some time, and from the first of the month I have instructed my book-keeper to pay you \$14.50 per week, which I hope will be appreciated."

"I am awfully sorry," said Charley, as the tears trickled down his cheeks, "but your offer comes too late. I have just accepted a place with another firm at \$14.65 and was just going to notify you."

Blasts From Ram's Horn.

Backsliding begins when praise leaves the heart.

The man who has not a friend will often need one.

A golden opportunity never knocks at the same door twice.

The hardest wound to heal is the one inflicted by a friend.

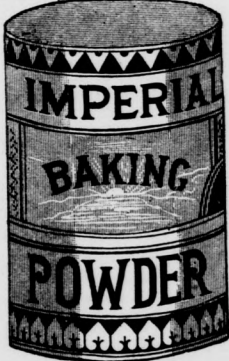
Treasure laid up in heaven always enriches somebody on earth.

If good seed is put in good ground some of it will be sure to grow.

The love that never speaks until it does it on a gravestone, keeps still too long.

It is so much easier for some people to pray for the preacher than to contribute to his support.

Guaranteed



IMPERIAL BAKING POWDER

Strictly Pure

Note these Prices:
 3/4s. per doz. 30
 1/2s. per doz. 50
 1s. per doz. 75

Daniel Lynch, Sole Manufacturer,
 GRAND RAPIDS.

Parisian Flour

Parisian Flour

Lemon & Wheeler Company,

SOLE AGENTS.

Parisian Flour

Parisian Flour

Absolute Cigars

Although we have had numerous importunities to put in a line of Absolute Cigars, we have delayed action in the matter until we could give our customers positive assurance that the brand we adopted was absolutely the best 5 cent cigar made. Confident that we have succeeded, we have secured the agency of a brand which will stand this test, and take pleasure in informing our patrons that **Absolute Cigars** will hereafter be carried by our salesmen, the same as **Absolute Teas, Absolute Coffees, Absolute Spices** and **Absolute Baking Powder**. The name is a sufficient guarantee of excellence.

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.

CHAS. E. STORRS,
 Dairy and Food Commissioner.
 Lansing, Mich., Feb. 25, 1896.

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

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,
 Dairy and Food Commissioner.

JANE CRAGIN.

Milltown Makes a Few Improvements.

The day after the dedication of the new church at Milltown, Mrs. Bettis came to the store to talk it over.

"I know it's only Monday morning, but I couldn't wait, and so I got up at four o'clock and got my washing out the first thing; and as soon as He had swallowed his breakfast, I tells Him to harness old Kit, and here I be."

"'Twas a good time, and ev'ry thing's as nice and putty as can be; but I says, goin' home, 'I don't want no more meetin' houses in mine!' Buildin' on 'em does bring out the mean streaks in folks, don't it? Howsomever, there it stands, the puttiest meetin'haouse that I know on, anywheres and when we git some vines acimbin' all over it, and things fixed so it looks ez if the Laud lived in it, it's goin' to be a comfort to go in there and rest.

"Did ye ever see anybody, though act quite so—thunderin' mean, if I must say it, as them there Bassetts. Once or twice it did seem to me ez if I must git up right in meetin' and bang Amasy Bassett's old head agin the side o' the house 'til what little sense she hed was spilled all over the floor; and that night, when that little mincin' Almeny stuck in her clack, ef I'd a be'n near 'nough, I'd a shook her liver out uv her! Then them there Pelseys! If that wan't the greatest performance that I ever went anywhere! I believe, my soul, if Poll Pelsey hadn't a stopped jest ez she did, I'd a dabbed 'er with some o' that butter that Hile stole!

"Waal, its' all over with, and the meetin' haouse is put up jest where I wanted it, and they may whistle all they want to. I guess they'll come raound fast 'nough when they see that nobody cares anything about 'em."

It had been, indeed, a time which "tried men's souls." The little box of a building, which had served for many years the double purpose of church and school had never been "beautiful for situation" and the first battle which had been fought over the new structure had been in regard to location. The only point to be made in its favor was that the lot belonged to the Society and as Amasa Bassett put it "that was so much to start on and with that fer a 'nuclis' the church could go on conquerin' and to conquer." The offer of a new and a better site removed that objection. Then the opponents to the change, with many a "waal" and "arter all," declared that "no new site could never make up fer the old idee o' goin' up to Jerusylum and a worshipin' in the same temple whar yer fathers hev warshipped unto the third and fourth generation."

That was an idea to touch the popular heart, especially of that portion who "wan't agoin' to hev no new site;" and here was where "them there Pelseys" made a point.

"Seems ter me," wailed Polly Pelsey, "ez if I never could be reconciled to the idee o' movin' the old meetin'haouse where par and mar and sister Alviry used ter come and set under the drippins o' the sanctuary, nohow; and when I think as how long they've slept and slumbered out there under the shadder o' this here old ark o' Zion which the Laud in his marsy hezz planted here ter a wicked and a preverse generation, it does se-em jest ez if I—oo hoo—" and the house resounded with the woman's sobs.

"I, for one," solemnly remarked

Deacon White, after a moment or two of respectful waiting for the sobs to subside, "acknowledge and confess that Mis' Pelsey's words hev met with a corresponsable chord in my heart. Out there within sound of my voice lies my father and my mother and my grandfather, fer I don't know how many generations aback; and, when I think o' pullin' up stakes and pitchin' my tent a day's march nearer home, I can hear ev'ry blessed one on 'em a turnin' over in their graves and proclaimin' agin it. They wouldn't like it, my frien's; and, Sunday arter Sunday, as I set a listenin' to the Word, I like ter look aout the winder and see the robings and the blue jays a fightin' over the juniper berries that grows on the graves of my loved ones, and I say with Mis' Pelsey and the large numbers of others within saound uv my voice, 'Don't remove the old lan'marks;' but fix up the old sanctuary with the money the Laud hez pervided, and come up here with aour wives and aour children and aour famblies and lay aourselves upon the altars which aour forefathers hev raised up in the wilderness fer us, ter be a sign and a guidepost fer the avenging angel to see and pass over!"

With the reference to the robins and the juniper berries there were lively manifestations on the part of Mrs. Bettis. Josiah, who had seen the comical side of the Deacon's remarks and was wondering "why somebody didn't say suthin' ter stop that there nonsense," felt Mrs. Bettis' elbow in his ribs and heard her loud whisper telling him to "Git up and say somethin'!" or she would, a threat which was full of direful meaning and which accomplished its purpose, for no sooner had the deacon ceased speaking than the burly frame of Josiah Bettis arose.

"I think, with the Deac'n and Mis' Pelsey," said he, "that the old folks out there under the juniper ought to have suthin' ter say 'baout this here meetin'haouse business. Take old Zeb, that's tew generation back o' the Whites'. There wa'n't a Sunday cock-fight within twenty mile o' the old place that he ever missed; and, ter think o' them there birds a fighting right over his grave and he not seein' uv 'em! Then, there's the Pelseys. I've lived here, off and on, man and boy, fer nigh on ter forty years, and I'll be dumbed ef I ever see a Pelsey—a he one—any nigher a meetin'haouse than them aout there; and it seems ter me, b' gosh! by this time, between their hollerin' fer a drop o' water to cool their parchin' tongue, they're a screamin' with all their might and main ter put the meetin'haouse plump daown onter the new site where it b'longs and git the Whites and the Pelseys inter it ez quick as ye can; instid o' whimperin' and a talkin' 'baout turnin' over in their graves, ter take a bush scythe and cut daown the sumac and the sweet fern that hev be'n growin' over 'em till its big's my wrist! That's what the third and fourth generation are asayin', and I say, let's hearken to 'em and begin termorrer!"

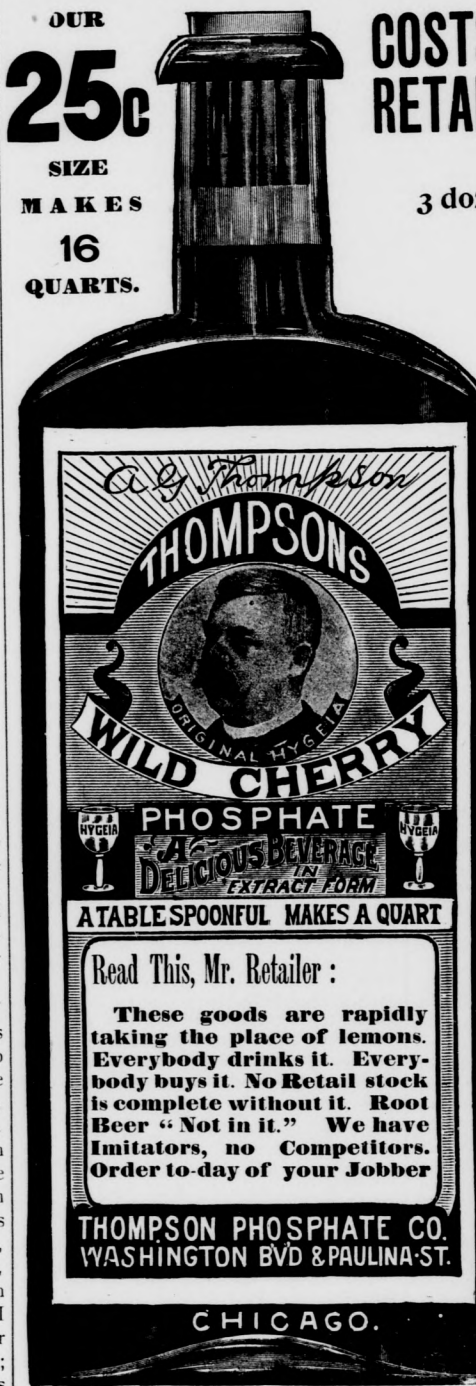
And then "that Almeny Bassett" got up and said, "Yis, dew, so that that there Mis' Bettis can have somewhere ter go and wear them twelve new dresses that she's atalking abaout all the hull time!"

A motion to adjourn was put and carried; but from that time on, for a season, there was war in Milltown. When it was over and the clouds had rolled away, the new church lifted its gothic arches and unpretending spire

HUMMER CASE

OUR
25c
SIZE
MAKES
16
QUARTS.

COSTS \$5
RETAILS FOR \$9



CONTAINS
3 dozen 8 oz. 25c. size.

Handsome Show Cards,
Hangers,
Posters, Etc.

ONE LARGE BOTTLE

FREE.

Will make 1,000 sample glasses. Keep a pitcher full and serve all your customers free, and you will sell a "Hummer" Case every day.

Make Money
By ordering the big

\$25 Demonstrator

This outfit is packed in three cases, and contains
15 doz. 8 oz., 25c. size; retails for..... \$45
1 doz. 24 oz., 50c. size; retails for..... \$6
Total, \$51.
(Will last small store one week.)

The following goods FREE:

One 1-gallon jug, for sampling, makes 2,000 glasses; one tray; six glasses; one pitcher; two muslin banners; ten colored signs; large posters; twelve beautiful oil painting reproductions in fourteen colors, size 12x17, one free to each purchaser of a 50c. bottle.

We guarantee this to be the original Thompson's goods.

N. B.—In ordering say so many "Hummer" or "Demonstrator."

Special Triple Extract for soda fountains and soft drink trade. In one-gallon bottles; price, \$2. Will make thirteen gallons fine syrup at a cost of only 50c. a gallon.

24-oz. 50c. size, 1 doz. in a case; price..... \$4.00
8-oz. 25c. size, less than case lots; price, per doz..... \$2.00

ESTABLISHED 1876.

FIELD SEEDS

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

MOSELEY BROS.,

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

Wholesale Beans, Seeds, Potatoes, Fruits.

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.,

J. ROBINSON, Manager.

BENTON HARBOR, MICH.

Use Tradesman Coupon Books and Avoid Loss

under a magnificent elm on one side of the square to be converted into a common. When the spring opened the following year, it was apparent that the time had come for further improvements, and, finally, after matters had been pretty thoroughly talked over in the office of the Milltown store, there was a full meeting of the Association in the rooms upstairs, where it was discussed and decided what had better be done.

"Ever since the hotel has been opened," said the President, "the village has been the favorite stopping-place of a large number of first-class traveling men; and, while I wasn't favorable to the opening of that house at first, I see I was mistaken and I'm willing to say so. Now, I have something else to say: Every once in a while, I get a letter asking if there are any vacant houses to be rented here during the summer, and, if there ain't, whether there are places here where board can be had for grown folks and children. Now, that means that people have heard pleasant things about Milltown, and I want 'em to hear more; and I'll leave it to any of you if a village is what it ought to be which hasn't a foot of decent sidewalk and hardly a tree on its single street. Now, I don't want to turn Milltown into a city—that isn't my idea, but I do want to see it a pretty village, with shady streets and grassy lawns well taken care of, and flowers blossoming in the front yards, and roses climbing over the doors, and verandas shaded with vines, and—and all that sort o' thing. I think there ought to be a decent road through the village and a good many miles each side of it; and I want to have it so that we can go across the street without getting knee deep in the mud in wet weather, and without getting covered with dust when it's dry. We have a church and a tavern and now we want a good schoolhouse. Just fancy a fine handsome schoolhouse on the side of the common opposite the church! I tell you, we must have these things, if we're counting on having a likely town one of these days; and that's what we must count on.

"Now, what I want of you is to work up the matter of sidewalks and tree-planting; and I want that last to come first. What's the reason we can't make a splurge on Arbor Day—there's need enough of it? I'm willing to do my share—you know that; but I want the folks here to wake up and do something for themselves. There isn't anything worth anything which doesn't cost something; and I want to get our folks to want these things so bad that they'll be willing to pay something for them. What do you say—shall Milltown have an Arbor Day?"

There was an unanimous vote in the affirmative and the Society adjourned, amid great enthusiasm, to meet at the call of the President.

RICHARD MALCOLM STRONG.

The recent split in the Salvation Army has brought out the fact that the organization owns some \$4,000,000 worth of property, and that "General" Booth owns it all. The manner in which he provides for his own children and the lavish way in which he spends the money contributed by people of small means shows that he is anything but a genuine leader of men.

Love is blind when it cannot see that the bride has faults and that the bridegroom has no money.

The Commercial Traveler's Mission.

With a cheerful air that drives off care,
With a smile that's never sad,
Is the way he comes—the man who drums—
And everybody's glad.

If sales go low and collections slow,
And the merchant's feeling blue,
The spell's sort lived, for his hope's revived,
When the commercial traveler comes in view.

And though he may feel way down in the heel
And think he is almost broke,
The commercial traveler comes in with a nod
and a grin
And tells him a funny joke.

And then he will show him some prices so low
And samples which please him so well,
That his wearied lot is soon forgot
And he thinks how much he will sell.

Then he goes away to another day,
And the merchant forgets his woes—
He takes a new heart, makes another start,
And once more his business goes.

Now this is the way day after day
That the commercial traveler goes and comes—
He has a work that he doesn't shirk—
All praise to the man who drums.

Don't Be Too Ambitious.

Those who start business in a country town frequently make the mistake of laying in a stock suitable for city trade, and proclaim in their advertisements that everything can be secured at their store. But the trouble is that their trade doesn't call for everything; it only wants some things. And what is left after these are supplied has to be sold at a discount (or, may be, not at all), which knocks a hole in the profits. Don't be too ambitious and lay in a stock that is not suited to the wants of your trade, even though it may present a finer appearance. People don't purchase what they have no use for, as a general thing, and unsalable stock always has to be placed on the wrong side of the profit and loss account.

Improve your memory. A head without a memory is like a garrison without a fortification.

Mexican International Railroad.

Eagle Pass Route

STANDARD GAUGE STEEL RAILS.

THE SHORT AND DIRECT LINE

from

Detroit, Toledo,
Chicago, St. Louis

and all Northern Points to all points in the Interior of the Mexican Republic, and to the

CITY OF MEXICO

and Offers more Attractions to the Sight-seer, Tourist, or Traveler, than any other Route. Traversing a country unrivaled in Scenery—ripe with Ancient History—to the land of the Montezumas and Aztecs. EQUIPMENT UNSURPASSED.

Pullman Palace Buffet Sleepers

San Antonio to

MEXICO CITY.

Direct connections at San Antonio with all lines from the North and East.

For information concerning Mexico, Tickets, Time Tables, and Particulars, and the journey to Mexico or intermediate points, call upon or address,

W. G. NEIMYER,
Gen. Western Agent Mex. Int. R. R.,
230 Clark street, Chicago.

C. K. DUNLAP,
G. P. and T. A. Mex. Int. R. R.,
Eagle Pass, Texas.

.....Nothing Like.....

Manitowoc Peas.



Green Peas all the Year 'Round.

Pronounced by all who attended the Pure Food Show in Grand Rapids and tested them, equal to fresh peas from the Garden.

Grand Rapids people made them a standard of excellence at once.

Nothing to compare with them on the market. Wherever Manitowoc Peas have been tried, French Peas have been abandoned.

We are the largest packers of hand-picked peas in the country.

WORDEN GROCERY CO., Sole Agents For Grand Rapids And Vicinity.

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. Glark Grocery Co.

GRAND RAPIDS.

CREDULITY AND SCEPTICISM.

Written for the TRADESMAN.

This is not the age of superstition. We have relegated that to the Dark Ages and, proud of our mental enlightenment—education having dissipated the mists of prejudice and ignorance that once held the world in thrall—fondly cherish the presumption that human nature has attained the acme of mental supremacy. Yet even a casual observation of mankind will reveal the fact that no such optimistic conclusion is possible. There are thousands, today, in every walk of life, whose doubts, based on ignorance, and whose beliefs, controlled only by unsatisfied desire, have no more solid foundation than the superstition of former days. You may find them every day, in the business world, exploiting both with an earnestness justified neither by reason nor by the result of personal experience.

It is as common for intelligent men to doubt against reason as it is to believe without evidence, and both doubts and beliefs cover a wide range of subjects. They remind one of the old lady whose seafaring son was entertaining her with marvelous tales of adventure in foreign lands. When he told of mountains of sugar and seas of rum, of horrid tragedies and hairbreadth escapes from fire, flood and cannibal savages, of tornadoes, wondrous birds, beasts and sea monsters, she sat open mouthed, accepting every word as truth. But, when he dropped into commonplace narration—and mentioned the well-known experience of travelers seeing fish flying from the sea and alighting on the ship's deck, she was quick to reprove him for the sin of lying. "My, mother," said he, "that is not half so wonderful as the story of Jonah and the whale that you always assured me was true." "Now, George," was her reply, "you know that there is a wide difference between the story of Jonah and your flying fish yarn. I can believe the first, because it is in the Bible; but no man can make me believe that fishes created to swim in the water ever fly like birds; and I hope, for my sake, that you will never repeat that foolish story."

No less credulous and skeptical are the crowds that follow the traveling healers of to-day. Doubting what experience has taught of practical therapeutics, and believing in the mysterious incantations of an unknown conjuror, they resemble the animal in the fable that dropped his bone to grasp its shadow. Schlatter and Burke, with a host of imitators, are sure to draw a miraculous draught of believers with an influence almost as wonderful as that displayed on the shores of the Sea of Galilee. And, as in fishing, the seine gathers of every kind, so divine healers weave the web of confidence over the wise and foolish alike, since human nature and animal instinct have much in common.

Education does not tend to lessen the tendency of mankind to discard the material and tangible in favor of the unknown and improved medicaments of the smooth-tongued mountebank. So, through our broad land, companies of so-called doctors, with titles bestowed and remedies prepared for every human ailment, appeal to the thousands of every age and sex who ever felt a symptom of disease, however trivial, and wherever they go they never plead in vain.

Sometimes, a long-haired disciple of Galen—thrice removed—will appear

in small towns for a two weeks' stay, accompanied by a brace of decayed farce performers and perhaps a group of real Indians, to attract attention. A tent performance is given each night, with variations, to crowds that linger to catch the last war whoop or to deposit their silver for a medicine to fit each one's diagnosis, based upon a most learned(?) lecture sandwiched between the acts. Not unfrequently, he induces the resident druggist to stock up with his remedies, in anticipation of the demand that he asserts will follow these advertising methods long after the proprietor has left for pastures new. Sometimes, he even succeeds, by a similar plausible inducement, in securing orders from jobbers.

In daily observation of men in every condition of life, we notice a similar tendency to credulity. Almost against one's will, the first sight of a new move suggests results favorable or otherwise. The traditions imbibed in childhood have a wonderful hold on the man, as from time to time he meets psychological evidence of their power to influence individual action. As a proof of the innate propensity of the mind to accept blindly what can have no connection with reason, I may cite the fact that, of all the free literature that cumber the counter of the dealer, none are so much in demand as advertising dream books. Even a professor of the higher branches of learning is not always exempt from the mental frailty that connects the carrying of a buckeye in his pocket with its virtue as a prophylactic against some bodily infirmity.

As to the doubting propensity of the human mind in matters that influence the action of individuals everywhere, the evidence is continuous and overwhelming. The business man meets it every day of his life in customers who distrust either the quality of his goods or the value he has fixed upon them. The druggist is confronted, often, by unbelieving applicants for all sorts of remedies, both solid and liquid. They take especial pains to ventilate their distrust of powdered drugs, "because they are so likely to be adulterated," and of spirituous liquors, also, and for no better reason. They always insist on having "the best," in a tone insinuating doubt, and not seldom they volunteer the uncomplimentary assertion that "the best is none too good." The physician is distrusted by legions of unthinking people in their hours of ease and health, or when suffering only minor ailments. The lawyer is discredited on general principles or ex parte testimony, but the politician for cause, especially when conditions adverse to the doubter have soured personal ambitions. Yet a blind faith in the wondrous ability of each sometimes gets the upper hand of an unbeliever's normal judgment, as occasion may prompt him to reverse a too hasty decision.

The tendency to doubt the wisdom or honesty of legislators is a mental process by far the most common and persistent among popular sceptics. No doubt, it is too often justified by facts for one to rashly charge injustice upon the persons compelled to entertain them. Still, there may be mitigating circumstances that condone many of the worst acts of that branch of government, since it is impossible for a private citizen suddenly elevated to a position of public responsibility to leave his personal prejudices, crude theories of legislation, and ambitious projects on the outside of the gripsack he takes to the

One of our Dainties for....

SPRING

Herold-Bertsch Shoe Co.,
5 and 7 Pearl Street,
GRAND RAPIDS, MICH.

Our Shoe Department

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

Our Bob and May is the best grain shoe made. For a Kangaroo calf, we can give you one that competition cannot meet.

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

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

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

Hirth, Krause & Co.
GRAND RAPIDS.

RUBBERS FOR 1896.

The Boston Rubber Shoe Company are making a great many new kinds this season, embracing all the new styles in toes, including the extreme 20th Century; also Boys' and Youths' Sandals in narrow toes—just what the boys want. We will have them. They are packing nearly all the specialties in bulk, and we will carry them in stock and be able to take good care of any orders given us. Discounts and terms are as favorable as offered by any agent of the Boston Rubber Shoe Co. Wait and see our salesmen before placing your order.

Discount—Bostons, 15 per cent.; Bay States, 15 and 12 per cent. Payable December 1, 1896.

RINDGE, KALMBACH & CO.,
GRAND RAPIDS.

RUBBER STAMPS SEALS AND STENCILS

WILL J. WELLER MUSKEGON 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.

Closing Out Stock

Reeder Bros Shoe Co. are closing out their entire Leather Stock of Boots and Shoes. Come in and see the bargains or see samples of our men on the road. We will do an exclusive rubber business in the future. Hold your rubber orders until we see you, as Lycomings and Keystones are the best.

REEDER BROS. SHOE CO.
GRAND RAPIDS.

State or National capital. Besides, the petitions he receives from cranky constituents, and the lobbying pressure encountered every day of the session, are enough to un hinge the best balanced mind. Between the credulity of some and the scepticism of others, common sense, the natural guardian of the people's interests, is often laid on the table, while folly or greed dictates statutes for weal or woe, perhaps also for subsequent judicial criticism and repeal.

In these days especially, when the minds of men are stirred by the wonderful feats of inventive genius, that have drawn the latent forces of Nature into the sunlight of observation and made them servants to an endless chain of progress, credulity and scepticism find wide manifestation. Nor seldom do they appear in one and the same person. There are many who believe in new theories of finance, new methods of conducting trade, new schemes of ameliorating the condition of the poorer classes, none of which have any connection with worthy precedent, but are, for the most part, tentative and crude in conception. Many are the ghosts of old failures, now revived in hope that the new air of progress will give them power to produce more satisfactory results. Their supporters constitute a class that distrust the wise lessons of experience and scoff at any reference to the equities of the case by those who revere the conservative policy that guided our National progress to its present advanced stage. Under our form of government they have power to work incalculable mischief to the business interests of the country and, correspondingly, to the happiness of all. The will of the majority often fails to secure expression, by reason of the various schemes that are forced into prominence by each discordant faction. Clamor drowns the voice of reason, obscures the main points of essential popular agreement and overturns policies that have heretofore formed the basis of true prosperity.

The business interests of the country have suffered more harm from the distrust engendered by false or exaggerated charges against accumulated wealth, both private and corporate, than from accidents, poor crops or all other causes combined. It is so easy for men to believe, without reason, what appeals to the selfish side of their nature that the demagogue finds here a fertile field to sow seed which ripens into panics, strikes and violent methods of redressing grievances, and which seriously curtails the legitimate rewards of industrial enterprise. As confidence is the foundation of all successful business, whatever weakens, without cause, the faith of men in each other's integrity is an evil whose effects can hardly be overestimated. When it crystallizes into wild methods of class legislation, as has been too often apparent, the condition is perilous to the rights of every citizen. The security of the whole people depends on the will of the majority. If that will is wisely exercised according to the principles of abstract justice, we would have little cause to deplore the credulity or scepticism that, to-day, exerts such a powerful influence upon legitimate business enterprise.

S. P. WHITMARSH.

When you overpower yourself you are indeed a powerful man.

Whenever your competitor begins to call you a liar, you have him downed.

Clerks' Corner

If the Shoe Pinches, Put It On.

"I suppose you read that little story in the Tradesman the other day about the college dude who didn't want to take the blacksmithing which came in the Cornell course because he didn't want to dirty his hands, didn't you?"

"Yes, why?"

"Don't you think there's a little hint in it for some of you clerking boys?"

"Hardly. We don't stop for no dirty job; I know I don't and, while I don't have any dirty shafts to forge, as that feller did, I'll bet I've forged just as many in my line as ever he did; and I hain't seen any raising of salary, and if I've climbed a round or two in the old man's opinion, he's been mighty careful to not let me know about it. Do you know, you could knock me down with a feather if the old man should come down handsome some day and say, 'Look here, now, Tom, that was a mighty good job you turned out the other day. I'm going to remember that.' There ain't no danger, though, I can tell you that."

"Humph!"

"What you 'humphing' for?"

"Didn't I hear a fellow of your size say, the other day, that if there is anything that doubles him all up, it's a fellow that is all the while trying to get somebody to say something good to him about himself? That sounds a little familiar, does it?"

"Oh, well, that's a different thing."

"Yes, I know it's different, because it is a little meaner thing than the one you don't like. Honestly, now, isn't the real reason why you want the old drake, as you call him, to spoon on you a little, because he may then be inclined by and by to give a lift to your wages? Yes, I know that a fellow likes to be appreciated, but when the Almighty Dollar lies at the bottom of the liking, we all know what it amounts to. The drake knows that, too, and he does not propose to do any preliminary quacking. The point, though, I want to make is this: The student did no end of kicking about the blacksmithing, and we can both of us tell, pretty accurately, what he said and how he said it; but he did it—that's the point—he did it, and there isn't a question in my mind but that he was just as ugly about it as he knew how to be, and that is ugly enough. Then, when it was all over, and he found out from some pretty lively experience that he was wrong, that the old drake was right, and that he had made a blooming idiot of himself, did you notice how he went to the professor and thanked him for making the student do his work—did you notice that?"

"Well, that was all right, wasn't it?"

"Certainly. Did you notice, too, that the professor was pleased, although the story didn't say anything about that?"

"He must be a fool not to be. What are you driving at?"

"Nothing; only I wonder how Professor Drake would feel to have you come to him some day and tell him, in words as plain as the student's, that you want to thank him with all your heart for his insisting 'many a time and oft' on your doing your duty; that just that insisting was the making of you, and that nothing gives you greater pleasure than feeling this and saying this. I believe it would make the old man feel good. What do you think?"

The fellow went off with a "Rats!"

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
Widdiecomb 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.

The Stimpson Computing Scale

Declared Honest by the Court and all dealers and their customers.



Nothing is more important to the retail Grocer than a perfect scale. Why waste time and increase liability of mistakes by using a complicated scale that must be adjusted with absolute accuracy to every change in price and which at best only gives one-half the information sought?

The Stimpson gives both weight and value by the movement of one poise without adjustment of any kind.

Customers prefer to trade with grocers using the Stimpson Scale, which gives pounds and ounces as well as money value.

L. O. Barber.
C. B. Crow.

BARBER & CRAW.

Fruits, Groceries and Farm Produce.
LOWELL, Mich., March 16, 1896.

Gentlemen: After using the Stimpson Computing Scale for two months we are pleased to say that we are perfectly satisfied with them and no money could take them off our counter. They are saving money for us every day.
BARBER & CRAW.

Write for circular giving full particulars.

STIMPSON COMPUTING SCALE CO.,
TECUMSEH, MICH.

or "Rot!" I don't know which; but I want to say to you, boys, that there are two sides to this question. It may be a good thing for the boss to come around once in a while, give you a familiar slap on the back and tell you that he couldn't get along without you; but, unless he follows it with something more substantial, it will be hard work for you to keep up your diminishing respect for him; and it is that kind of familiarity that breeds contempt. The fact is, you are after that raise of wages; and another fact is that you will get it only in the same stupid, old, stereotyped way: earning it. That done, all you have to do is to bide your time. It may be long in coming, it may never come at all; but you have the satisfaction of doing your duty, and, better than that, you have the intense satisfaction of never playing puppy or fawning after compliments which are as empty as the heart that longs for them.

UNCLE BOB.

Advantages and Disadvantages of Bank Credits.

The present commotion in banking and commercial circles calls attention more especially to the delicacy of the business system of the country and its sensitiveness to the slightest shocks. The leaves of the aspen tree do not respond more quickly to a breath of air than do the minds of our business men to rumors of disaster, however unfounded or however trivial. As for real causes for alarm, they seem to be irresistible. On their first appearance, every individual, every corporation, and every financial institution hastens to protect itself, regardless of the others, like a frightened audience escaping from a burning theater, acting like a mob instead of a disciplined army.

The reason of this lies in the enormous extent to which credit enters into our business transactions. For the most part we buy and sell stocks, bonds, merchandise, agricultural products, real estate, and everything else which can be bought and sold, not for money paid down at once, but for promises to pay, to be fulfilled at a future date. These promises, like the fresh promises received upon resales, the banks are expected to accept as the bases of loans, and thus the aggregate of daily transactions, in what are called good times, goes on expanding in volume, presenting a superficial appearance of solidity so long as it keeps in motion, but collapsing as soon as anything stops or even checks its customary course. Usually this check is given by banks rejecting the promises of a few dealers, and it needs only that the rest of the banks should do the same with the remaining dealers to produce a widely spread and ruinous catastrophe.

An effectual remedy for the evil would be the abandonment of the credit system altogether and a return to the primitive mode of buying and selling for cash only. Unfortunately, this remedy would, itself, be an evil greater than that which it would cure. We should, indeed, have no more panics and but few insolvencies, but, on the other hand, enterprise would be fettered and trade would be restricted to the mere supplying of one another with the necessities of life. The rapid development of the country's resources, of which we are all so proud, is due to the liberality with which, for many years, credit has been given to active, energetic, and able men, and so furnishing

them with the means with which to accomplish results which otherwise would have been unattainable. Deducting from the gains thus made all the losses incurred by the credit system, an enormous balance remains in favor of that system, which it would have been folly to lose. Mischievous as credit is, we cannot dispense with it.

The only thing to be done, therefore, is as much as possible to restrain credit within safe limits. As there is a point below which, if it be reduced, enterprise stagnates, so there is one above which its expansion is perilous. The difficulty is to know when the danger line has been reached, and to know it soon enough to stop going beyond it. Looking back over the events of 1893, for instance, it is easy enough now to see how the catastrophe of that year was made possible by the inflation of both the currency and of bank credits arising from the operation of the Sherman act of 1890, and by reckless speculation in industrial and railroad stocks. As subsequent events have shown, these stocks were advanced in price by the use of borrowed money until most of them soared far above their real value. It may be that they are now lower than they deserve to be, but it is none the less certain that they were then far too high and were destined to an inevitable fall.

The inflation which preceded the crash of 1893 would not have been suffered to become so great as it did, and, consequently, its collapse would have produced less havoc, if the bank credits of the country, instead of being dealt out by many thousands of independent institutions, had been under the control of a select few, managed by competent men, not disdainful of receiving and imparting information of the doings of their customers. Had, for example, the financial situation been communicated in good season to all the banks of which they were borrowing money, the true value of their stocks would have become known to the public much earlier than it was, and, probably, the great losses which purchasers of them suffered would have been prevented. If, in like manner, all the borrowings at different banks by insolvent debtors could be known to some central source of information, a limit would be put to them before they became excessive.

Against the craze for speculation, which at certain periods seizes upon the entire community and drives it into the wildest excesses of speculation, no defence has as yet been invented. It is an ineradicable weakness of human nature which must be endured like other human weaknesses and its effects accepted with resignation. Here, however, that very sensitiveness to rumors of impending evil which at this moment is making itself felt comes in to check the rising madness and keep it within manageable bounds. In these days of electric telegraphs, when all the world hears the news of the world every twenty-four hours and oftener, the ebbs and floods of popular enthusiasm occur more frequently and have a much shorter duration than they otherwise would. It is a true saying that a man can be wiser than another man, but not wiser than all other men; and when all men pause to think on any subject their judgment prevails.

MATTHEW MARSHALL.

The trade of the man who does not read a trade paper is usually not worth the effort necessary to secure it.

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.

USE ATLAS SOAP

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

Look at Our List of **SEASONABLE GOODS**

New Cabbage, Cauliflower, Tomatoes, Lettuce, Radishes, Rhubarb, Bermuda Onions, Cucumbers, Green Onions, Parsley, Pine Apples, Bananas, Sweet Oranges, Apples, Cranberries and Crabapple Cider. Send in your order to ensure choice selections.

BUNTING & CO., 20 and 22 Ottawa street, Grand Rapids, Mich.

GRAND RAPIDS BRUSH CO.....

Manufacturers of **BRUSHES**

Our goods are sold by all Michigan Jobbing Houses. Grand Rapids, Mich.

Weatherly & Pulte, 99 Pearl St., GRAND RAPIDS.

Plumbing and Steam Heating; Gas and Electric Fixtures; Galvanized Iron Cornice and Slate Roofing. Every kind of **Sheet Metal Work.**

Pumps and Well Supplies.
Hot Air Furnaces.

Best equipped and largest concern in the State.

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.

PERKINS & HESS, Dealers in **Hides, Furs, Wool and Tallow**

We carry a stock of cake tallow for mill use.

Nos. 122 and 124 Louis St., Grand Rapids.

NOTHING BETTER MADE in New York or Michigan, than

WARNER'S OAKLAND COUNTY CHEESE WRITE FOR PRICES.

Still have a few Fine Old Cheese to ship; New Cheese for shipment, April 10.

Mfd. and Sold by **FRED. M. WARNER,** Farmington, 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.

Windy Hawkins has the sympathy of the fraternity in the death of his wife, which occurred Sunday, leaving six small children without a mother's watchfulness and care.

Chas. L. Lawton (New York Biscuit Co.) has given up his residence in this city and taken up his residence in Toledo, that city being nearer the center of his territory than Grand Rapids.

John J. Hansen, who has achieved something of a reputation in Central Michigan by reason of his skill in handling bankrupt stocks, has gone to Munising for the purpose of embarking in the grocery and feed business.

The annual election of officers of Michigan Division, T. P. A., will be held at the office of the Michigan Tradesman, April 26, at 12:30 p. m. Geo. F. Owen is President of the Division and Jas. B. McInnes is Secretary.

The farmer oftentimes looks upon the commercial traveler with eyes of jealousy on account of his up-to-date appearance, his sojourn in the best hostelry of the town, etc., but he little realizes that this very same drummer has his difficulties as well as he, but he does not whine. Whining is foreign to his calling, because he's able to take care of himself.

Too much time and energy that might be devoted to better purposes are wasted in repining. For such a thing the commercial traveler has no time, but, instead, teaches his trade to think little about what is unsatisfactory, to cease sowing discouragement and to meet every complaint of others with the manly confidence, characteristic of him, which alone lays the foundation for a prosperous era.

The buyer who welcomes the traveling salesman earns for his house the reputation of being alive and enterprising, for every novelty handled by the army of commercial tourists is shown to him first, thus giving him a chance to investigate every opportunity to make a drive. There are some buyers who think they have fulfilled their duty when they have purchased enough goods to keep the stock in fair shape and buy from the same houses as each season rolls around. This policy begets a state of affairs that sooner or later leads to the loss of reputation to the house and the stock never contains anything out of the ordinary. Buyers should be compelled by their employers to inspect every line in the market and thus become convinced that many good chances and ideas are lost by giving the traveling salesman, with his up-to-date samples, the cold shoulder.

Albert C. Antrim (Alabastine Co.) told a good many characteristic Southern stories on the occasion of his last visit to the city, but one story in particular seemed to give him unusual pleasure to relate. He said he was in a small town in one of the Mississippi River counties of the State, and while waiting for a train struck up a conversation with a colored brother who was loitering about the depot. "Say, old man," said A. C., "what's the pop-

ulation of this burg?" After scratching his head a while, the negro replied: "Reckon she am in de neighborhood ob fo' hun' red." "Have you much of a floating population," inquired A. C. once more. "Now yer shoutin', boss," said the darkey. "Ef yer am lookin' 'bout fur a popylashun dat does mo' floatin' dan we does, yer has jess got ter trable back er de days uv ole man Noah. We jess got ober one rise dat toted us down de Mississippi, an' it tuk us a week er walk back, an' I reckon 'twon't be mo'n anudder mont' befo' we'll be takin' de same trip agin. Oh, yes, boss, in de floatin' line dis is de mos' unanimous popylashun yo' eber will cum across."

Bill Nye once made over a poor minister into a successful drummer. A Vermont minister wrote to him offering him a lot of jokes and witticisms he had collected that were not quite the thing to "fire off" in the pulpit, but which would be invaluable to a humorist. He was willing to retail them at so much per dozen. "I wrote him up," said Bill Nye, "in one of my syndicate letters, inserting his letter anonymously, but just as it came to me. A week later came a furious epistle, saying his parishioners had read it and caught on, because of the mention of a certain hall; that war had been declared and he must resign. Two years later, while James Whitcomb Riley and I were on a reading tour, we struck St. Louis, and I hadn't been in my hotel an hour when a man's card was brought me. 'Show him up,' I said to the bell boy; then it dawned on me that it was this minister. I am no coward, but I was unarmed, so I rushed to Riley, crying, 'For heaven's sake, Riley, help me, help me! Hunt up a revolver, the poker, anything. Here's a man after my pelt.' Just then the door opened and a tall, smiling, fair-haired chap entered, who grasped my hand with a cordial squeeze, saying heartily, 'Mr. Nye, I've come to thank you for the kindest thing ever done to me. I was of no use in the ministry; now I'm one of the most popular and successful drummers on the road.'"

The Hardware Market.

General trade is improving a little. While no one is disposed to buy largely, there is quite a demand for seasonable spring goods and, if we have the right kind of weather, it is believed that a fairly good volume of trade will result. Recent developments in the steel market have produced a slight advance in all raw material, which is gradually extending to the manufactured article; and, while it is not reasonable to suppose prices will rule as high as last year, it is believed that values will be higher on heavy goods.

Wire Nails—At present there is no change, but manufacturers have given notice of an advance for May of 15c per keg. While this brings them up pretty high, it is claimed that the Association will be able to hold this price until July 1, if not indefinitely. We do not advise overbuying at the present price.

Barbed Wire—In sympathy with the advance in steel billets, all wire has advanced \$2 per ton and may go higher, should another advance in billets be made.

Sheet Iron—Orders are now being placed for fall shipment and those who place them now will, undoubtedly, save \$2@4 per ton by not waiting until later.

Window Glass—Is firm at the price last quoted.

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—During the period under review there has been a fair demand both for home consumption and export, and values have generally been well maintained, although in one or two instances a slight decline has occurred.

Butter—Fancy roll is coming in freely, quotations ranging from 15@16c. Fair to choice dairy commands 13@14c. Factory creamery is in fairly active demand at 19c.

Beets—25c per bu.
Cabbage—50@60c per doz. for home grown. Florida stock has declined to \$3 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—About the same as a week ago, handlers holding quotations fairly firm at 10c.

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 30@40c per bu. Bermudas command \$3 per crate.

Pop Corn—Rice, 3c per lb.
Potatoes—The market is not changing for the better. Buyers at Northern points are getting all they require at 7c.

Radishes—30c per doz. bunches.

Seeds—Clover command \$4.75@5 for Mammoth, \$4.50@4.75 for Medium, \$4.75 for Alsylke, \$3.50 for Crimson and \$5@5.25 for Alfalfa. Timothy commands \$1.55 for prime and \$1.75 for choice.

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

Jackson Jottings.

D. S. Fleming, of the Parker-Fleming Co, has returned from his Western trip, with his wife and daughter. They greatly enjoyed their trip through the land of fruits and flowers.

Losey & Haven have purchased the grocery stock and fixtures of B. C. Drake, 707 South Blackstone street, and will continue the business.

Riggs & Winslow, 504 North Blackstone street, have sold their grocery stock and fixtures to Hoyt & Vedder.

G. A. Chisholm has purchased the grocery stock and fixtures of M. Nielsen 921 East Main street, and will continue the business.

James Greenwood, grocer at 206 West Trail street has taken a partner and the business will be conducted in the future by Greenwood & Eldred.

After many contradictions and amendatory reports it seems to be settled that a combination has been formed of all the important steel billet manufacturers of the country. This action is, probably, an outcome of the combination which had been formed to put ore up to \$4 and the other which had advanced the price of coke \$1. These operated to increase the cost of producing the steel about \$3 and so were made the basis of advancing prices from \$17 to \$20 per ton. There was a report that the combination included all the manufacturers of other countries as well as this but it was without foundation.

Business men who buy Robinson's Cider Vinegar are always to the front in trade.

Smoke the Dodge Club Cigar.

Cutler House in New Hands.

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

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. Herriek's store.

Owosso Business Men's Association

President, A. D. WHIFFLE; 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.

Bridge Street ...House...

Corner of Bridge and Kent Streets.

Grand Rapids, Mich.

Rates \$1 and \$1.25 per day.

Best House in the State for the Money.

E. FULLERTON & CO., Props.

PUREST BEST
10 CENTS
GREEN SEAL

SELL THESE

CIGARS

and give customers good satisfaction.

Hen Fruit Boxes

OR EGG CASES

are right in line at this season. We are prepared to fill your orders with better cases, better fillers and closer prices than any other house in the country. We are

Complete Outfitters of Creameries and Cheese Factories

If you want one in your community we will help you get it. Our business is selling Supplies and Outfits; the greater the number of factories, the larger our business. That's the point.

We have a large line of special sizes of Egg Cases, Egg Testers and Egg Case Filters. Can save you money. Prompt service, courteous treatment. Always a pleasure to quote prices. Better have our catalogue, it's free.

Creamery Package Mfg. Co.

1-3-5 Washington St., Chicago, Ill.

When writing, please mention this paper. Helps them, helps us, may help you.

Drugs==Chemicals

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The Drug Market.

Acetanilid—The demand has continued light and wholly for small parcels, with prices nominally steady.

Acids—The general movement has been only moderate, but one or two important changes in prices have occurred during the week. Pyrogallic has been reduced. Manufacturers of salicylic have advanced quotations, but limited quantities in second hands can yet be had at old figures. Carbolic continues firm.

Alcohol—Grain continues to find a moderate consuming outlet at former prices. Wood is moving steadily.

Arsenic—There is a continued firm market for prime English makes of powdered white and the principal holders continue to offer sparingly.

Balsams—With the exception of a fair jobbing business in Central American copaiba, within the old range, there is a quiet general market and there are no new features of special interest except a reduction in prices of Peru.

Beans—All varieties are held with a fair degree of steadiness, and there is a good general inquiry from consumers. Mexican vanilla continue active in a jobbing way and firm.

Bismuth Preparations—Quotations have been revised and show a decline.

Cacao Butter—A continued quiet market is noted, and prices remain nominally steady.

Cassia Buds—Dealers report a continued good jobbing demand, with values steady.

Cocaine—Shows no improvement either here or abroad, and the market remains inactive and featureless.

Cod Liver Oil—The large manufacturing consumers are said to have covered their immediate and nearby wants and the only business reported is of a moderate jobbing character, but, notwithstanding the quieter condition and more favorable accounts from the fisheries in Norway, prices have a fairly steady support. Holders generally, however, are not anxious sellers, as indications favor a considerable shortage before the consuming season closes.

Colocynth Apples—Are unsettled and easier.

Cubeb Berries—Remain dull and nominal.

Cuttle Fish Bone—A continued good jobbing business is in progress, with prices steady.

Essential Oils—Anise is slightly easier. Cajeput is firmer and holders have advanced quotations. Clove has declined. Sassafras is stronger, and natural has been marked up.

Flowers—The only feature of interest in this department is a general reduction in American saffron.

Glycerin—Is finding a moderate consuming outlet at the old quotations.

Gums—One of the principal features of the market this week is the sudden and unexpected decline of 4c per pound in the price of refined camphor. The revision of the quotations by American refiners is in sympathy with a break in the London market, and the important change is attributed to forced offerings of crude camphor by the English syndicate. There is a belief that the foreign speculative holders have more stock than they can carry, and that the lower prices indicate a weakened position, although the cables received are not of that tenor. The situation is somewhat mixed at the moment, but later developments may clear up the uncertainty. Arabic continues strong, with first picked advanced. Kino is strong, the recent cheap offerings having been absorbed.

Leaves—There is a good demand for short buchu and prices continue steady. Sena of all kinds continue to harden in price, owing to light stocks, together with the disturbances in the Soudan, which materially interfere with shipments of new crop.

Lycopodium—The demand has begun to improve, in anticipation of the coming political campaign, and values are steady.

Manna—The inquiry continues light and wholly for small parcels, with prices unchanged.

Menthol—Is weak and freely offered, but buyers are not inclined to operate in excess of existing wants, which are light and unimportant.

Opium—Business has been slow, and during the week only small jobbing sales were reported. Cables from Smyrna report sales at 8s., but later advices indicate a firmer tone, with a fractional advance.

Quicksilver—Continues in limited request, but prices are well sustained.

Roots—A continued firm market is reported for ipecac with a good seasonable demand, and a fair business has been done. Jalap is unchanged. Jamiaca ginger is very firm, owing to scarcity, nearly all recent arrivals of new crop having been taken for export to London. Senega is weak. Prime galangal is very scarce and firm.

Salol—Manufacturers' agents have advanced their quotations for bulk.

Seeds—The general seed market has not developed much that is particularly new or interesting, and, as a rule, the situation has been quiet, with the limited transactions almost exclusively of the jobbing order. All varieties of canary, except Sicily, are dull, weak and depressed. Dutch caraway is 1/8 cent higher in Holland, but supplies on the spot are yet quoted on the old basis. Cardamoms are very firm, with a fair business reported. Coriander is barely steady. Russian hemp and German rape continue firm. Mustard of all kinds are quiet, with California brown showing a decline. There is no further change in Italian fennel, which remains nominally steady.

Spermaceti—The market has ruled quiet without further change in prices.

Sponges—No business is reported, and the market is characterized as dull but firm. Latest advices from Florida state that the fleets from various points have started for the Rock Island fishing grounds, but the outlook is considered poor, owing to the recent numerous storms. The disturbance in Cuba has practically shut out that market, as little can be done in the way of gathering, and latest reports from Nassau indicate continued high prices for all varieties.

Sugar of Milk—The market is steady under a continued active demand, with values maintained.

Smoke the Dodge Club Cigar.

Testing the Legality of the Rebate.

From the New York Shipping List.

As stated in last issue, a Cincinnati firm of patent medicine dealers, having a National reputation for cutting prices and furnishing cut-rate stores with supplies, has threatened to inaugurate another war against the rebate plan. Previous litigation of the same sort was fruitless and costly, but the firm in question finds it more difficult to secure rebate goods, and prosecution is now threatened under New York State laws, which provide against conspiracy and boycotting. A great deal of bluster has been indulged in, and lawyers engaged by the prosecution seem to be very anxious to talk for publication and to give away their plans in advance. Officers of the National Wholesale Druggists' Association came in for a good share of condemnation, but they have stood such fire in the past, and are not likely to retreat in the present engagement.

What does this Cincinnati firm want? To procure goods on its own terms. Systematic attempts have been made for years by this concern to wreck the rebate system and to demoralize the whole trade. No regard is paid to rebate contracts, and the firm in consequence can only obtain goods from manufacturers and jobbers at long prices. The firm is only boycotted on the rebate, which is refused to all cutters. Not being able to dictate terms to all the trade, it goes from court to court to secure alleged rights, and in the meantime the daily papers are given information concerning patent medicine combinations, to prejudice the public mind.

It is thought that the proposed suits are intended to frighten the manufacturers, with the view of securing their goods on more favorable terms under cover, but we believe it is a mild April fool's joke and hardly worth serious consideration. All prosecution of this sort reflects credit on the management of the rebate system. With reference to the legality of the action of the manufacturer who endeavors to guard his terms under the rebate system, the opinion of Chief Justice Fuller, given in the case of Fowle vs. Park, was that "venders are entitled to sell to the best advantage, and in doing so to exercise the right to preclude themselves from entering into competition with those who purchased, and to prevent competition between purchasers; and purchasers are entitled to such protection as is reasonably necessary for their benefit."

Soon after the anti-trust law was passed the Committee on Proprietary Goods got an expert legal opinion upon the question whether the contract existing between the proprietors of "patents" and the wholesalers who secured a rebate was a violation of the new law, and the consensus of opinion was that it was not. Similar legal opinions were secured by D. Jayne & Son, Tarrant & Co., J. C. Ayer Company and the Hostetter Company, from lawyers of distinction. Their opinions were sustained by a decision of the Supreme Court, in the case of Fowle vs. Park.

BLANK BOOKS
INKS
MUCILAGE
STEEL PENS

And all Office Supplies.

Lyon, Beecher
& Kymer,

Successors to EATON, LYON & CO.

20 and 22 Monroe St.
GRAND RAPIDS.

ANY OF THE
COSTLY ARTICLES

made of plush require careful brushing. A coarse brush will destroy the beauty of the goods, and that's expensive. Our Push Dusters with Polished Handles, either soft or stiff, are the best we know of



and guaranteed not to injure the finest plush. A few of these goods on your shelves will bring you trade. Send for catalogue.

MICHIGAN BRUSH CO.,
GRAND RAPIDS.

WINDOW

DRESSING

MADE EASY.

A new book on the subject just out. Complete instructions in draping cheese cloth, making fixtures, etc. 57 illustrations, 52 new and novel designs. Any clerk can do the work by following directions.

FOR GROCERS ONLY.

Sent postpaid for \$1.00 by

C. S. THOMAS,

42 Wabash Ave.,
CHICAGO.

GYPSINE

THE PERMANENT BEAUTIFUL WALL FINISH

The only Cement Base Finish that does not set or settle in the dish. Well advertised, both generally through the newspapers and locally by means of the Special work that we do for each dealer.

Remember—Gypsine is Guaranteed!

Send for Color Card, copy of "Gypsine Advocate," and plan of special local advertising

DIAMOND WALL FINISH CO.,
GRAND RAPIDS, MICH.

WHOLESALE PRICE CURRENT.

Advanced—Gum Arabic.

Declined—Balsam Peru Cream Tartar, Gum Camphor, Oil Anise, Oil Cloves, Sub. N. Bismuth.

Table listing various goods and their prices, including sections for Acidum, Ammonia, Aniline, Baccæ, Balsamum, Cortex, Extractum, Ferru, Flora, Folia, Gummi, Herba, Magnesia, Oleum, and Syrup.

Table listing various goods and their prices, including sections for Morphia, Sinapis, Soda, Spts., and Zinc.

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.

SALT. Diamond Crystal. Cases, 24 3-lb boxes. 1.60 Barrels, 100 3-lb bags. 2.75

Jas. S. Kirk & Co.'s brands. American Family, wrp'd. 3.33



Single box 3.25 5 box lot, delivered. 3.20 10 box lot, delivered. 3.15

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.

Candies.

Stick Candy. Standard. 6 1/2 @ 7 1/2 Standard H. H. 6 1/2 @ 7 1/2 Standard T. H. 6 1/2 @ 7 1/2

Fish and Oysters

Fresh Fish. Whitefish. @ 9 Trout. @ 8 Black Bass. @ 15 Halibut. @ 16

Provisions.

The Grand Rapids Packing and Provision Co. quotes as follows: Barreled Pork. Mess. 9.50 Back. 10.00

Crockery and Glassware.

LAMP BURNERS. No. 0 Sun. 45 No. 1 Sun. 50 No. 2 Sun. 75



TOBACCOS. Cigars. G. J. Johnson's brand



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



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.

WASHING POWDER. La Besta 100 packages in case. 3.35

Crackers. The N. Y. Biscuit Co. quotes as follows: Butter. Seymour XXX, 3 lb. carton. 5 1/4

SWEET GOODS-Boxes. Animals. 10 1/2 Bent's Cold Water. 12 Belle Rose. 12

Fruits.

Oranges. Fancy Navels. 126-170. 3.75 170-200. 4.00

Nuts.

Almonds, Tarragona. @13 Almonds, Ivaca. @ Almonds, California, soft shelled. @12 1/2

Grains and Feedstuffs

Wheat. Winter Wheat Flour. Local Brands. Patents. 4.25 Second Patent. 3.75

Hides and Pelts.

Perkins & Hess pay as follows: Hides. Green. 3 @ 4 Part cured. @ 4 1/2

Fresh Meats.

Beef. Carcass. 5 @ 7 Fore quarters. 4 @ 5.50

Oils.

The Standard Oil Co. quotes as follows: Barrels. Eocene. @11 XXX W.W. Mich. Hdt. @ 9

Miscellaneous.

Oil Cans. Doz. 1 gal tin cans with spout. 1.60 1 gal galv iron with spout. 2.00

Bicycles

The Bicycle and Street Cleaning.

Written for the TRADESMAN.

Among the questions which are demanding consideration, resulting from the rapid increase in the use of the bicycle, is that of the proper care of streets. The conditions which have hitherto obtained seem to depend on the hypothesis that the city streets are designed, primarily, if not exclusively, for the accommodation of vehicles drawn by horses, except the special provision for street cars. The standard of cleanliness established is that to meet the requirements of animal traffic, which are not exacting. The only other considerations are that the poisonous dust from the pulverized filth shall be confined by moisture so that it shall not bring discomfort to pedestrians or intrude upon the denizens of adjacent buildings or work injury to the merchandise along the wayside, and that the accumulated filth shall be removed when the streets have become so much like the slovenly stable yards to which the horses are accustomed as to make excavation necessary.

From time immemorial, the sidewalks, with channels cleared along the crossings, have served the purpose of the pedestrian—the rest belonged to the horse. The advent of the bicycle has changed this condition, but as yet little has been done to adapt the street to its new use. But the urgency of the demand is such that in all the larger cities of the country there is taking place what may be termed a renaissance of street cleaning. The subject is receiving wide consideration, and investigations and experiments are being prosecuted on an unprecedented scale. While the movement is more backward in smaller towns, the subject is gaining attention and will soon be a live one everywhere.

The bicycle emphasizes the desirability of cleanliness in streets. To people of fastidious instincts the filth-covered pavements have always been an abomination; but the idea that there might be a remedy for the disgusting situation was too remote for consideration. In the use of the bicycle there is such an intimate relation to the actual filth that the question is forced upon the attention of every wheelman; and, now that bicycles already exceed in number all other vehicles in the city streets, and a few weeks will see the number greatly increased, a change in the situation cannot be far distant.

It is still too early to predict as to the methods that will be finally adopted, but the requirements of the wheel will not be met by the wetting-down system. Filth must be removed. Whether that removal shall be by mechanical sweeping or by a system of street flushing is yet to be determined upon. From the results of the experiments tried in this city so far, the probabilities seem to point to the latter method. Flushing a street cleans it. Sweeping leaves a residue of filth which must be confined by sprinkling. Sprinkling and the wheel are decidedly antagonistic.

It would seem that a system of early morning flushing of paved streets could be devised that would be fairly economical and that would obviate most of the need of sprinkling. If this could be done every morning, there would be little need of sprinkling for the entire day. Thus the cost of this brigade of terror to pedestrians and vehicles might

be abolished and the cost applied to the effectual removal of the cause of their necessity. The only demand for them then would be for the purpose of coolness in intense hot weather; and it is a question whether their room would not prove more valuable than their company for this object.

The advent of the bicycle marked the commencement of the era of general road improvement. This will extend to include street cleaning. The advent of the horseless vehicle will simplify the task; and not many years hence we shall look back upon the filth-laden streets of the present with wonder that their condition could ever have been tolerated.

NATE.

News of Gossip of Interest to Dealer and Rider.

There will be more tandems built this year than were put together in the last three years. "A bicycle built for two" is a wheel that meets with ready popularity, for several reasons. It is possible to be more companionable on a two-seater. The wheelmen who ride in pairs can converse along the road, while on single wheels this is a difficult occupation. Then, too, the exertion is much less. Two men on a thirty-five-pound tandem can cut pigeon wings around cyclists on single wheels, and then not half try. A woman who is not able to guide the silent steed may be escorted around the country without danger of a mishap, or at least without so much chance of it as though she were riding a single wheel.

* * *

The dog is not going to have things all his own way, after all—at least not in the State of Massachusetts. There is a law there which provides that any person may kill a dog that suddenly assaults him while he is peaceably walking or riding without the inclosure of its owner or keeper. Riding, as used in the statute, may not signify riding a bicycle, but the courts would undoubtedly construe it to have that meaning at the present time, especially as a man on a wheel is more exposed to the attacks of dogs than a man on a horse. Dogs are certainly a great nuisance and source of danger on country roads, and a cyclist would apparently be justified in resorting to almost any means to defend himself in case of attack, but no one would actually kill a dog unless forced to do so. To disable him by the use of ammonia or by some other method would assuredly be justifiable.

* * *

The manufacturer of the modern bicycle encounters one of the most complex and delicate problems known in mechanical engineering. The reason is that what scientists call "factor of safety" is lower in the bicycle than in almost any other mechanical product. In high pressure of guns, for instance, the factor of safety is even as great as twenty, which means that the guns are made twenty times as strong as is theoretically necessary for the strain they must bear. In ordinary guns the factor of safety is twelve, in boilers it is about six, in bridges usually five, and in almost every construction of machines it is at least four. These wide margins of extra strength are considered necessary as an offset to errors in theoretical computations or defects in construction and material. With the lightness of construction in bicycles this factor is reduced to a very small margin, being as low in some instances as 1.25. This being so, one can read-

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.

THE TALLY-HO TANDEM



Made by the only exclusive Tandem Manufactory in the World.

TANDEM TRUTHS.

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

THE TALLY-HO TANDEM CO.

TOLEDO, O.

ily understand why the makers of standard machines maintain such a rigid system of inspection.

* * *

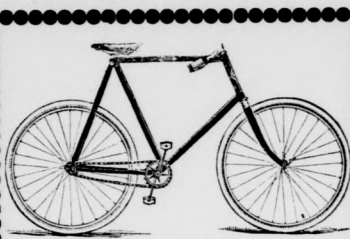
One of the most popular topics of conversation, when a number of people begin to talk of cycling, is the high cost of wheels and the probability of a reduction in prices within the near future. The favorite argument is that, with the largely increased number of bicycle factories in the country, and new ones constantly springing up, an over-production must result, and, following the ordinary laws of supply and demand, lower prices should ensue. Were there only one grade of bicycles, such a conclusion would not be far wrong, but from the present outlook, while there may be an over-production of cheap grades, there is a strong probability that manufacturers of high-grade machines will experience considerable difficulty in supplying the demand for some time to come. There is really no reason for any outcry against the price of wheels. In a wheel, the price of which is maintained at \$100, the buyer is sure of obtaining his \$100 worth, if not more, while if he pays only \$40, the chances are vastly against his getting even \$40 worth, gauging the proportionate value from the \$100 wheel.

* * *

There is something new in chain adjustments. Riders who have had occasion to tighten the chains on their bicycles are well aware that not a little skill is required to get the rear wheel set exactly true. On some wheels there is an adjusting screw, or something corresponding to it, on each side; on others the adjusting is all done on one side, and then the wheel has to be "trued" with the eye or by measuring the distance between the tire and the rear sidebars of the frame. This has been the general principle in all wheels until recently. Now there is a bicycle on the market in which the notches for the rear wheel are cut on the under side of the sidebars, so that the wheel cannot be moved forward on either side. Thus it is impossible for it to get "out of true." The chain adjustment is provided for in connection with the large sprocket wheel, and by a simple apparatus the chain can be tightened or loosened much more easily than is the case when it is necessary to loosen both nuts on the rear axle and move the attachments on one or both sides.

* * *

Cyclists who think of going to Canada will be interested in the new order issued by the Customs Department in reference to tourists' bicycles, which does away with the order previously in force. The order prescribes that persons bringing bicycles into Canada shall deposit at the port of entry an amount equal to the duty on the retail price of the machine, with a full description of the machine and a statement of the place and date at which the bicycle is to be taken out of the country. At the place and date mentioned, the amount of the duty will be refunded, but if report is not made at the time named, and if evidence of the exportation of the wheel is not furnished to the collector at the port of entry within fifteen days thereafter, the duty will be retained. Such a provision will not encourage bicycle tours in the Dominion, for a wheelman is liable to change his plans at any time, or circumstances may compel him to cut his trip short, so that he may not be able to depart at the point and time previously set. It would seem that a certificate setting forth the amount paid should be sufficient to cause its refund from the collector at any point where the rider goes out of Canada.



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.

In this part of the country, things sometimes turn out entirely different from what they would have done, had they not been otherwise from what you expected they were going to be.

Royal Mocha and Java

Never disappoints either dealer or consumer. This and 15 other brands of Dwinell, Wright & Co.'s coffees carried constantly in stock by

Olney & Judson Grocer Co.
Grand Rapids.

The Truth is Mighty And Will Prevail

We never deceive our friends—anything we advertise to do, we carry out to the very letter. A false advertisement is suicidal and poor business policy. It tears down a business, instead of building one up.

Our offers are so tempting that our competitors say that they cannot be, and will not be, carried out. Our reply is, "Just try us and see."

We adhere strictly to cash and we are gaining new customers every week. It is the only true way to do business, decidedly so at the present time, with the heavy depression that is overhanging the business interests of this country like a hideous nightmare.

Lent is over and we quote in the provision line for this week, Morgan Short Cut Pork at \$8.00; Clifton Family Pork at \$8.00; Heavy Mess Pork at \$8.00; Nonpartiel Short Cut Pork at \$8.00; Sunderland Short Cut Pork at \$8.00 per barrel.

Lard Compound, in 50 pound tubs, 4 1/2 c; Pure Lard, in 50 pound tins, 6c.

Sugar Cured Hams, mild cure, 8 3/4 c; Bacon, strips, 7 1/4 c; Picnic Hams, 6 1/2 c; Shoulders, 5 3/4 c; Briskets, 5 3/4 c; Dried Beef, ham sets, 9 3/4 c.

We renew last week's offers on dried fruits.

We offer 225 boxes 2 Cr. L. M. Raisins at 3c per pound.

We offer 150 boxes 3 Cr. L. M. Raisins at 3 1/2 c per pound.

We quote good Lemons 300's at \$1.95 per box.

We quote choice Lemons 300's at \$2.15 per box.

We quote strictly fancy Lemons 300's at \$2.40 per box.

Cash with order in current exchange; local checks taken only less collection charges.

THE JAMES STEWART CO.,

(LIMITED)

SAGINAW, MICH.

GOTHAM GOSSIP.

News from the Metropolis—Index of the Market.
special Correspondence.

New York, April 4—The idiotic young man who always puts on a light overcoat April 1 is now admitting that he made a fool of himself, for a colder spell in early April has seldom been seen. True, we have no snow eight feet deep, as is reported from Northern Ohio, but it is so cold that there is no fun in living. The weather has its influence on trade, too. Nevertheless, none of these things move us. This is the biggest town in America and of course we devote a great deal of energy to feeding this republic. People must eat and grocers are here for the purpose of selling them food products. Dry goods may languish, boots and shoes grow dull, hardware be slack, but the gay and festive grocer has never any reason to complain. This week we find a spirit of general contentment hanging over the jobbing district and dealers actually report themselves quite satisfied.

Coffee is duller than last week upon the whole but the demand has been pretty good and stocks in the interior do not seem excessive. Orders are quite frequent by mail and brokers seem to be fairly active. It was rumored that European dealers had cabled an offer to sell some coffee here and a reply was returned that this country could send the same grade abroad at 1/2c less than the foreign offer. The invoice value of Rio No. 7 here is 13 3/4c, it having taken a tumble of a little fraction. Amount afloat, 449,969 bags, against 448,425 bags at the same time last year. Mild coffees are held firmly at full former rates.

Sugar hesitates. Refined has advanced 1-16c since last report and the Trust has made some large purchases of raw at no advance. Quite a good many orders come in but mostly of small character and there is no difficulty in meeting them without delay. Granulated is held at 5 3-16c.

There exists a pretty fair demand for rice and considerable favoritism is being shown at the moment for foreign, especially Japan, the stocks of which are now considerably depleted. Prices, while not materially advanced, are most firmly adhered to.

Molasses is meeting with about the usual inquiry. The grades not up to best are neglected, but the fine sorts are taken quickly. Of course, trade is not as active as at a later period in the year, but dealers are quite well pleased and the outlook is for a pretty good season. There is some new crop Porto Rico here, which is selling within a range of 28@38c. It is very good, that is, the better grades are.

Syrups remain so nicely balanced as regards demand and supply that the tone of the market varies scarcely a hair's breadth from one week to another. There is certainly no great accumulation of the best grades of sugar goods and they bring prices which are fairly remunerative. Choice to fancy sugar syrups are worth from 18@22c, the latter being the outside point reached.

The spice market is held day after day in the same condition. Supplies are fairly large, prices satisfactory and demand even. No anxiety seems to be displayed either to buy or sell.

Teas are dull and listless, as usual. The little spark of vitality which seemed to spring up last week has been extinguished and the market once more is asleep.

Canned goods are rather depressed. Reports of new canneries being erected continue to come in a plentiful manner, and one can scarcely take up a country paper without seeing the familiar announcement, together with a statement showing the enormous profit there is in the business. This latter point is most ingeniously explained, however, in the catalogue issued by makers of canning machinery. It is clearly shown that an independent fortune is sure to overtake the man who puts \$1,500 into the machinery they make—and this in a very few years. Beware of the statements of the canning machinery maker!

Butter is firm and the demand is almost excellent. Orders are from large jobbers, however, and not for wants far ahead, and if we have some real spring-like weather we shall see a drop in the market. Extra creamery is worth 21c.

Home trade in cheese is fairly satisfactory to dealers. Stocks are decidedly low and the outlook is for a good firm market from now on until new goods arrive. There is a little doing in an export way on a basis of about 6 1/2c.

Receipts of eggs are much smaller this week and the tone of the market is materially improved. It is likely the advance is owing to the Easter holiday.

There are a good many methods to gain notoriety here, but the most original I have heard of is for a man to buy a box at a theater and send one of his menials into a cheaper part of the house, so that the latter can call attention to his master's presence during the acts by saying to the man next to him: "Do you see that gentleman in the box? That's Mr. Slickun, the celebrated lawyer. Never heard of him? Why, he's at the top of his profession!" This fake is not infrequently followed by some fat fees.

Lofty offices overlooking the buildings and rivers are at apremium among seekers after new quarters. In one office the windows have been painted over simply because the boss found he was catching the habit from his clerks of watching the ships instead of grinding away at his desk. The marine views to be obtained from the downtown structures are certainly fascinating, and in summer time they give a fellow that tired feeling which cultivates a longing for something else besides the daily routine.

Herrmann gave a private exhibition in a club a few nights ago. When he had finished, the members surrounded him and the spokesman stepped forward. In a graceful speech he told the magician how flattered and entertained they had been, and to commemorate the event they had decided to present him with a ring. Herrmann's heart fluttered as the speaker raised his hand. It came down suddenly on a bell on a small table. Herrmann blushed, declared it was the best trick he had ever seen, and paid the bill.

The small stores that were opened here two years ago for the sale of aluminum articles have grown into big stores, and the trade is increasing every day. It is interesting to learn that novelties are being added all the time to their stock. I pass a couple of these shops almost every afternoon, and every time I inspect the show windows something new attracts. When aluminum can be soldered and when prices drop a few notches, cooks will be handling lighter kitchen utensils and those people who now carry bags filled with all sorts of flasks and toilet articles will tote lighter goods.

A detective in one of the big department stores uptown said recently that his experience with women arrested for shoplifting was invariably the same, whether the woman was a professional thief or not. "There is always a denial first," he said, "and that is immediately followed by emphatic threats of a suit for damages against the firm unless the woman be at once released. This happens generally in the little room to which we take the women after they have been positively detected, and it is surprising to see the pertinacity with which a woman will stick to the assertion that she is innocent, even when the stolen articles have been taken away from her. We expect this naturally enough from professional shoplifters, but it is surprising in the case of women who have never been arrested before and may not be justly held responsible for what they have done. In those cases where we know the woman is not a professional and is probably suffering from some mental irregularity, she would probably fare very much better after the articles have been returned if she admitted her weakness and went quietly home. But it seems a part of the disease—if it is that—to protest innocence and threaten revenge, and none of the women ever omit that feature of it. One woman, for instance, was ap-

prehended in the store several times. She was the wife of a rich man who knew her peculiarity and had offered to pay for whatever she took. She was always followed and stopped in order to enable us to tell what the extent of her thefts had been. Every time that happened she maintained that she had taken nothing and threatened to bring a suit for damages against us. We saw what she had taken, sent the bill to her husband, and he paid it. In another case a girl was arrested and a number of small articles were found about her. She had been watched for some time and there was no doubt of her guilt. If she had confessed—as she was a respectable girl who had never been arrested before—that might have ended the matter. But her employer engaged a lawyer and threatened us with a suit of \$20,000 for damages. For our own protection, we had to press the case, and the jury convicted the girl without leaving their seats."

The new woman, having had a shy at almost everything that's going nowadays, has concluded that she wants to be an office boy. The other day the little owner of a golden head popped into an office and surprised the man at the desk by asking: "Please, sir, do you want an office girl?" The surprised gentleman told Miss Golden Head that there was no vacancy, and then she went on up to the top story of the skyscraper, repeating the same question to the occupants of offices and meeting with the same success. But the little new woman had determination written all over her rosy face, and before she quits she'll probably inaugurate a new era in office boys.

Flour and Feed.

The market for the past week has not been very active, yet the demand is increasing, especially for flour. The opinion is now quite general that at present prices an investment is safe. The stock of flour continues to decrease, even more rapidly than wheat, on account of the fact that so many mills are idle or are running simply for local business.

Should any serious foreign complications arise, the price of breadstuffs would be quickly affected and likely to sell much higher within a short time. The city mills have been running quite steadily for the most part, losing now and then a day because of an insufficient supply of wheat or a lack of shipping orders.

The demand for feed, meal and millstuffs has been good and prices are well maintained. The city mills are well sold ahead on millstuffs for the month of April.

WM. N. ROWE.

Good Value.

American, Central Park and Lodi Shirting Prints, 3 1/2 cents per yard.
P. STEKETEE & SONS.

Satisfied customers are good advertisers. Such are the customers who use Robinson's Cider Vinegar.

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Pay the Best Profit. Order from your jobber

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A man that will take that extra worry or burden from you? One who will do it honestly and is competent to attend to buying and knows values in dry goods, clothing, millinery; am a worker, if you employ me you will find it out. Write

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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.

WANTED—PARTNER TO TAKE HALF INTEREST in good dry goods business having capital of from \$2,000 to \$2,500; or will sell the whole business on good terms. Address Box 26, LaGrange, Ind. 8

GRAND OPPORTUNITY IN THE COPPER Country. My stock of general merchandise for sale. Reasons for selling made known to buyer. Address T. Willis, Jr., Agt., Calumet, Houghton County, Mich. 9

DRUG STOCK FOR SALE—BEST PAYING store in Muskegon. Will sell at a bargain, cash or time, at about \$1,500 if sold at once. I. F. Hopkins, Muskegon, Mich. 10

WANTED—STOCK OF GENERAL MER-chandise or dry goods, groceries, hardware, or boots and shoes, in exchange for city property or desirable farm. G. H. Kirland, 1151 South Division St., Grand Rapids. 999

FOR SALE—A GOOD LIVERY AND FEED barn and a small livery stock and a good dray line in one of the best towns of Northern Michigan cheap for cash; or will exchange for stock of goods. Address No. 2, care Michigan Tradesman. 2

PARTNER WANTED—TO TAKE ONE-HALF interest in paying hardware business. Good town in good farming country. No competition. This is an opportunity seldom found. Address for particulars. Hardware, care Michigan Tradesman. 1

FOR RENT—STORE BUILDING AND BARN in good trading point in center prosperous farming community. Only two merchants—room for more—especially druggist. Building large enough for hotel purposes. Will exchange property for a farm. J. L. Thomas, Cannonsburg, Mich. 5

COAL KILNS—THE LARGE AMOUNT OF suitable timber in this vicinity offers extra inducements for the location of coal kilns. Correspondence solicited. Address Box 153, Alanson, Mich. 993

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

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

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—STABLE AND FANCY GRO-cery stock, involving about \$1,400, located in live Southern Michigan town of 1,200 inhabitants; good trade, nearly all cash. Reasons for selling, other business. Address No. 907, care Michigan Tradesman. 907

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

MISCELLANEOUS.

YOUNG MAN OF 25 WOULD LIKE A SITU-ation as book-keeper or general office man. Competent business man. Best of references. Address M. care Michigan Tradesman. 6

WANTED—TO SELL THE BEST PATENT in the United States to make money out of. Will sell one-half interest or all. Address Box 121, Traverse City, Mich. 4

WANTED—POSITION BY YOUNG MAN OF good habits and with eight years' experience in the grocery business. Can furnish good references. Address R, care Michigan Tradesman. 3

WANTED—POSITION BY REGISTERED pharmacist. Address No. 7, care Michigan Tradesman. 7

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

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

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

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

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

WANTED—EVERY DRUGGIST JUST COM-mencing business, and every one already started, to use our system of poison labels. What has cost you \$15 you can now get for \$4. Fourteen labels do the work of 113. Tradesman Company, Grand Rapids.