

MICHIGAN TRADESMAN

Volume XIII.

GRAND RAPIDS, WEDNESDAY, APRIL 22, 1896.

Number 657

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

Columbian Transfer Company

**Carriages, Baggage
and Freight Wagons....**

15 and 17 North Waterloo St.,
Telephone 381-1 Grand Rapids.

Martin DeWright. J. Renihan, Counsel.

The Michigan Mercantile Company

3 & 4 Tower Block, Grand Rapids.
Correspondence solicited. Law and collections.
Reference furnished upon application.

The Michigan Trust Co.,

Grand Rapids, Mich.
Acts as Executor, Administrator
Guardian, Trustee.

Send for copy of our pamphlet "Laws of the
State of Michigan on Descent and Distribution
of Property."

Michigan Fire and Marine INSURANCE CO.

Organized 1881 Detroit, Mich.

Commercial Reports and Collections....

For the Commercial Standing of individuals, or to have your claims collected,
call Telephones 106 or 1030.
COMMERCIAL CREDIT CO., Limited.
Widdicomb Bldg., Grand Rapids, Mich.

Country Merchants

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

State Bank of Michigan

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

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

The.....

PREFERRED BANKERS LIFE ASSURANCE COMPANY

.....OF MICHIGAN

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

Home office, LANSING, Michigan.

Save Trouble
Save Losses
Save Dollars

TRADESMAN COUPONS

DEPARTMENT OF COMMERCE.

Ever since the agricultural interests of the United States have been represented in the Government by a Cabinet minister and a department, the importance of having similar representation for the great interests of manufacturing and commerce has been urged, and there is now before Congress a proposition to establish at Washington a department, presided over by a member of the President's Cabinet, and known as the Department of Commerce and Manufactures. This bill provides that the Department of Commerce and Manufactures shall have general jurisdiction over the foreign and internal commerce of the United States, except in so far as relates to the collection of revenue and the administration of customs and internal revenue laws. It shall also have jurisdiction over all matters relating to manufacturing interests of the United States, the extension of foreign markets, the increase of trade and trade facilities with foreign countries, and to perform all the functions relating to trade and commerce in the United States that are now performed by the Treasury Department.

It further provides for the transfer from the Treasury Department to the Department of Commerce and Manufactures of the Life-Saving Service, the Lighthouse Board, the Marine Hospital Service, the Bureau of Steamboat Inspection, the Bureau of Navigation, the United States Coast and Geodetic Survey and the Bureau of Statistics. The bureau of Statistics of the Department of State is also transferred to the new department and consolidated with the statistical bureau of the Treasury Department. Provision is made for the appointment by the President of a chief of the bureau of Statistics of Commerce and Manufactures, who will perform all the duties now imposed upon the chiefs of the two separate bureaus.

It also provides that the Consular Bureau of the Department of State and the several consular officers of the Federal Government and all other officers of the Government who are resident in foreign countries and are charged with the duty of facilitating and promoting the commerce of the United States shall be transferred from the jurisdiction of the Department of State to the Department of Commerce and Manufactures. Whenever consular officers shall be required to act in purely diplomatic capacity, they will continue to report to the Department of State, as at present.

The great interest concerned in the commerce and industries of the country would well warrant the erection of a department of the Government to care for them. The agriculturists, who are solely engaged in producing raw products, were for a long time the most important class, so far as a productive interest was concerned; but the growth of trade and manufacturing has been so rapid that they have come into great prominence, and, as the population of the country increases, they will develop all the more rapidly.

The figures of the census show that half a century ago the aggregate value

of all the products of manufacturing industries in the United States was only five-eighths of the value of the agricultural products. The growth of industry has been so rapid, however, that manufacturing outstripped farming thirty years ago, and the last census showed that the value of manufactured articles was more than three times the value of all that agriculture yielded.

Another important feature of manufacturing is the vast increase of value made by manufacturers. The crude products are commonly worth only a few cents a pound. When made into the various manufactures, they are enhanced in value from ten to one-hundred fold. It is the wisest statesmanship to look after the great productive interests of the country. The Treasury Department, to which all matters pertaining to commerce are intrusted, is already overcrowded with business, and some change seems necessary in the interests of trade.

In view of the indifferent manner in which the Spanish commander of the forces operating against the Cubans continues to carry out the bloody program indicated by his proclamations issued soon after his arrival, the question seems likely to become pertinent as to what good is likely to ensue from the act of recognition by Congress. The ostensible reason for urging the action was that this savage monster should be stayed in his cruel work. If the recognition of belligerency has a meaning, it would seem that steps to make it manifest should be taken in season to save as many from his cruel clutches as possible. The action of the President, in taking advantage of the part of the act of recognition which suggested the good offices of the United States in securing terms of settlement, by starting a procrustinating correspondence for the purpose of trying to secure autonomy for Cuba—a manifestly impossible undertaking—and ignoring the other features of the act, is an effort to nullify the action which seems probable of success.

People are always complaining of the trouble they have with agents. They overlook the fact that agents have sorrows of their own and that it is not a picnic to sell unabridged dictionaries and get people to insure their lives in the greatest company on earth. Frequently the agent is not cordially received and is told to wait for a man who has gone out for the whole day. Down in Ohio there is a merchant who has a particular prejudice against life insurance agents. He has tried every way to avoid them, without success, until he hit on the happy idea of shutting himself up in his safe. There he felt he would be secure. A few days ago he heard a life insurance agent's footstep on the stair. He shut himself up in the safe, as he had planned. It wasn't a busy day with the agent, and he sat down and waited an hour for the man. When he finally departed and the safe was opened, it was found that the merchant inside was unconscious, and he is likely to die.

ENGLAND AND AFRICA.

The events following the unauthorized and abortive raid of Dr. Jamison in the Transvaal, South Africa, have been of a character to promise important results for British rule in that region. The uprising of the Matabeles has made military demonstration necessary, with its usual consequence of an extension of British authority. The republic of the Transvaal is surrounded by the English, and, when it is remembered that in that country the Uitlanders, principally English, far outnumber the Boers, who alone have a voice in the government, it will be seen that there is a condition of things not likely to be permanent. The fact is impressed upon the observer of events in that region that there can hardly fail to be established a vast colony subject to English rule.

It is a coincidence that at the same time the situation in Egypt and the Soudan is scarcely less promising for the extension of the same authority. English rule in Egypt has done so much for the prosperity of that country that there is little danger of its ever being called to account or its authority taken away. Just as its rule is thus firmly established, the Mahdists of the Soudan give the opportunity for the advance of British arms to the South. While the challenge offered by the fatalists of the False Prophet is vastly more formidable than that of the Matabeles in the South, it is not one that cannot be successfully met by the English, and the consequence of success cannot fail to be a great accession of English colonial territory. Between the two movements it looks as though that country would soon be the dominant power of the Dark Continent.

THE GERMS MUST GO.

There is no telling what will be next claimed for the Roentgen ray. It is believed that hereafter all that will be necessary will be to flash your little X ray on a sick person and the ray will do the rest. It will ascertain what is the matter and cure it. Profs. Pratt and Wightman, of Chicago, two learned electro-therapists and bacteriologists, claim to have practically knocked the spots out of scarlet fever epidemics by their discoveries during the past month. They claim that Asiatic cholera will also be as harmless as the earache and that diphtheria will be no more dreaded than the toothache. Various germs were grown in tubes in proper media. Magnetic lines of force from the Crookes tubes were then turned on them. The cholera germs appear to have been wiped out entirely, while diphtheria germs were completely annihilated. There has been no growth in any other germs and the professors are ready to announce that, with certain modifications, the ray, properly applied, will destroy any form of infection. The idea is that, when a germ sees its own picture, and discovers what an ugly, measly-looking little thing it is, it will curl up and die. The Roentgen ray has a kind of Medusa look that gives it the marble heart.

Honesty is the richest legacy you can leave your children.

THE WOMAN BUYER.

The Lines in Which She Is Most Conspicuous.

From the Chicago Dry Goods Reporter.

Ever since women were employed as clerks in dry goods stores, some of them have been advanced to the positions of buyers. It is the minute knowledge of the wants of her customers and the instinctive feminine good taste in matters of dress that have qualified the woman to act as a buyer, and with such success as she has in most cases achieved. Women are crowding into every department of work, and in no business more than the dry goods. So long as women fill the positions of clerks behind the counters they will be found at the head of departments, and advising with the proprietor in the buying of goods. The latter is an inevitable result.

The number of women buyers who come to market to buy is a very small proportion of the real women buyers. It is very seldom that a merchant can send all his department managers to market. The expense would be too great. Having consulted with all his head clerks, he comes himself and does the buying for the entire store. If he is fortunate enough to have a wife who has good taste in selecting goods he brings her, and the help he receives goes far to show the need merchants have for a woman's assistance in buying stock nowadays. Some merchants are bewildered in selecting goods in many lines, if they do not have a woman to assist them.

The departments where women buyers are most conspicuous are those of muslin underwear, hosiery, ladies' and children's wear, etc. In departments like these the woman buyer has a decided advantage over a man, because she is in a position to know the desires of her customers. Her long apprenticeship as clerk has given her this knowledge.

There can be no doubt, after reading the following interviews, that the woman buyer has come to stay. The statements of some of the traveling salesmen, that from one-half to three-fourths of the departments in large dry goods stores are under the control of women, go to show to what an extent women are entering the retail stores. The travelers further say that in nearly all cases the lady department managers select the goods and the proprietor passes upon them. While the women cannot be called the buyers, in the sense that they place the orders, yet it is upon their knowledge, taste and judgment that the orders are made. It will be a long time, perhaps, before women who manage departments will be independent buyers, but they have now, many of them, reached a place of equal importance with the proprietor himself.

Among general salesmen there is a diversity of opinion as to the value of the woman buyer. Some have decided grudges against her. One individual remarked: "No, sir, I have no women buyers among my employees, and I thank my Maker that I haven't." Others are more tolerant, and are inclined to regard her as a necessary auxiliary to the dry goods store. "In certain lines of goods the woman buyer is better than a man," said one salesman. "These lines are those pertaining exclusively to women's apparel. A woman knows what is needed, a man only guesses."

Mr. Sanford, general salesman at the J. V. Farwell Company, had only high compliments for the women buyers whom he knew. "I know two women who are exceptionally good in purchasing. They are, in fact, better than many men. One woman manages a store in South Dakota. She began business in Chicago over twenty years ago, buying out a store in this city and assuming a debt, which was soon paid off, however, due to her good management of the business. A few years ago she moved to South Dakota, and her success there has stamped her as a woman of exceptional managerial ability."

There are other instances of women merchants who manage dry goods stores and who do all the buying for their houses. They are successful both in

buying and in disposing of what they have bought."

Mr. Lamberton, general salesman at the J. V. Farwell Company, knew of a young lady who did all the buying for a certain dry goods house in Wenona, Ill. "She buys with keen judgment and is thoroughly conversant with goods and prices. Fully three-fourths of the departments of large dry goods stores in the cities throughout this State are managed by ladies. The opinion of the women is always consulted by the proprietors of the stores when they make their purchases through the traveling man. The women managers know more about what goods will sell than the man himself. However, the women do not make the final decisions and do not exercise the fine business judgment in ordering that the man does."

Another general salesman said: "A number of merchants bring their wives to market to help select goods. In selecting from some lines of merchandise the man is helpless without his better half. A merchant was here the other day buying goods, and when asked if he wanted to look at the silks and embroideries, replied: 'No, sir, I won't go into those departments without my wife. If I did, I would get swamped.'"

Mr. Boring, of the muslin underwear, white goods and handkerchief departments of the J. V. Farwell Company, spoke enthusiastically on the subject of the woman buyer. "In most of the large dry goods stores the departments of muslin underwear and ladies' hosiery are under the management of women. These women have more or less authority in the buying of goods. In nearly all cases their opinion upon goods has as much weight as that of the proprietor. While these women may not have the final details of the buying to attend to, yet in the matter of selection their judgment is given great weight. The tendency for women to take charge of special departments in large stores is gaining strength each year. It is my opinion that in ten years one-half of the department managers in large stores will be women. What is true of the big stores of the large cities will ultimately be true in smaller places. The woman buyer is a success and will attain more and more authority as the years go by. In those departments where goods exclusively for women's wear are sold, the lady manager and buyer are inevitable. The goods are sold by women, who for this reason have a better knowledge of the wants of the customers than the proprietor of the store. Even in stores where the buyer is a man, the lady saleswomen are consulted and their opinion is given great weight. Woman is the equal of man in mental capacity, and a similar course of education will develop the same intellectual traits in each. Since women have stepped into the dry goods stores in the capacity of saleswomen, there is no reason on earth why, in the course of a few years, they will not share equal honors with men in the management of departments of the larger dry goods houses."

A successful traveler in the muslin underwear and handkerchief department of one of the jobbing houses did not herald the coming woman buyer with very much joy. "They may be all right and necessary in certain departments, but they are harder to sell goods to than men. They have good taste and fine judgment, but they have a hard time making up their mind. Women are not used to having much business authority vested in them and they do not have enough confidence in themselves. They look over the whole stock, make a selection, then in a few minutes change their mind about the relative importance of some of the articles, then look the stock over again, and finally tell us they will think about it over night. Next day we go back and find the original order cut in two, all of which is not the most pleasant thing in the world for the salesman. From my experience in such cities as Toledo, Cleveland, Detroit and Grand Rapids, I should say that three-fourths of the people who look over my goods are women. They practically make the selection of the order. In some cases they do the buy-

ing independently of the proprietor. Some of these buyers are very shrewd and are fully the equal of any men purchasers I meet. However, I do not think that a woman makes as good a buyer as a man. The only reason the women attain to positions as buyers is because they are saleswomen and understand the wants of customers better than anybody else. In the matter of judgment I do not think they are the equal of the man buyer."

Mr. Billig, traveler in the notion department of J. V. Farwell Company, thinks the proportion of lady buyers is growing. He said: "I visit the largest cities in Iowa and have many ladies among my customers. I think that in one-third of the stores I visit the buying of notions is done by women. That is, the women select the goods, but do not in all cases place the order. They are the real buyers, though not always the nominal ones. The women have better taste than the men, also a wider knowledge of what customers will call for. The proprietor understands that a clerk usually can sell what he or she thinks ought to sell. When he gives the buying of goods into the hands of one of his lady managers he instructs her to buy what she can sell. Knowing so well what will sell, the woman buyer seldom orders stuff that the customers do not want. The woman buyer is coming with the large department stores. In the smaller country houses she has not yet become conspicuous; but with the specialization which is found in the retail dry goods trade in the larger cities, the woman buyer has become indispensable."

Mr. Hibbard, head of knit underwear of Marshall Field & Co., said: "The women buyers who come in here are very shrewd. They take in the details of a garment at a glance, and nothing escapes their eyes. What a man would overlook or think of no consequence, they detect instantly, and you may be sure anything to pass muster must be perfect. They understand the make-up of a garment and its adaptability to their trade. The woman buyer, as she is seen in this department, is a success."

Mr. McLain, head of the muslin underwear department of the same house, said there were a few women buyers who came into his department and bought with rare discretion. He thought that most women lacked the "nerve" to make good buyers. "They are too timid, and do not like to assume the load of responsibility which a buyer shoulders in coming to market. The woman buyer is all right at home, where she can have the proprietor make the final decisions as to quantities, but she has not yet developed that self-confidence which is necessary for an independent buyer. This is largely due to a lack of business education. Whether women will ever get this education, and advance into positions of responsibility, is a question I have not yet solved."

Mr. Gilbert, who travels for the above department, thinks the woman buyer is increasing in numbers every day. "In one-half of the houses which I visit the goods are selected by women. These women are the heads of their respective departments, and have worked up to the management from the position of clerks. They are in touch with the customers, know exactly what will sell, and place their orders with the best of judgment. They select the styles and qualities of goods needed, and the proprietor tends to the business part of the purchasing. The help of the lady manager is indispensable to the owner of the store. Without her knowledge of what will suit the trade he would be completely at sea. She knows by intuition what will sell, and generally has a finer taste in selecting goods than the man. In those departments where articles for ladies' wear are sold exclusively (and these departments form a good part of a dry goods store), the lady manager is an absolute necessity. She has the clerkships in these departments, and must have the management of the departments and the buying of the goods."

Mr. Odell, buyer of hosiery in Marshall Field & Co., wholesale, remembered some women buyers with a great deal of admiration. "We know good buyers here when we see them, for we have visits from some of the best department buyers in the country. Some of the women who come here to buy goods are as well equipped with knowledge and experience as any men. Their proprietors make no mistake in sending them in. They are conscientious as well as shrewd, and get the best bargains the market offers. We have one man customer who comes in to buy every other season and sends his lady manager the alternating seasons. The lady is the better buyer of the two in this department, and, what is more, the man is sensible enough to admit it. Women buyers have every requisite of a good buyer, except a commercial instinct." This was the opinion of a department manager who sees a great many women buyers each year. He said: "Women have good taste, they know instinctively what will sell in their department of the store, but they have not yet acquired the decision and fearless judgment which, above all else, are necessary in this age. Only a very exceptional woman succeeds as a buyer. She is far above the average of her sex and must be taken as no evidence of the ability of women in general to succeed as buyers. The successful business men of to-day are those who take risks, and women fail at this point. What they lack is the training that a business experience alone gives. Most of the women buyers are really assistants. They have exclusive authority oftentimes in the selection of the goods, but the judgment upon the business side of the transaction is almost always left to a man. We might say that both the woman and the man are necessary to the buying of goods, and in this way we would reconcile the equality which nature meant the sexes should maintain in their relations. The woman, instead of supplanting the man buyer, is to be his co-laborer."

Mr. Williams, in the notion department of J. V. Farwell Co., said that some of the shrewdest buyers who visited his department were women. "Fully as capable as men in most cases, and many of them are ahead of the average man buyer. In the buying of corsets women are especially well qualified, because of their experience behind the counter as saleswomen. But the women buyers who come to market are only a small fraction of those who do the buying at home. In the largest stores throughout this jobbing territory the corset department is usually in charge of a woman, who has a great deal to do with the ordering of goods. The owner of the house either refers the salesman to the lady manager or else buys the goods with her assistance. He recognizes the value of her judgment in deciding what kinds and styles of goods will sell best. In the great majority of large stores the selecting is done by women, although questions of how many goods are needed in the different lines selected are settled by the man in charge of the house. The only objection to women buyers is that they are apt to be influenced by other than strictly business motives. If a woman likes a salesman she is apt to be prejudiced in favor of his goods. She is unable to keep her sympathies in the background. I remember one instance when I was on the road that proves my point. I had tried to sell goods to a certain woman in charge of the corset department of a large house in Milwaukee. Not being a particularly good-looking man myself, and the store being completely stocked with my line of goods, I was unable to make a sale. Just as I was turning away from the lady manager she observed my melancholy countenance and remarked, 'Oh, I am really sorry we couldn't buy this time, but next time you come I shall certainly give you an order.'"

As the correspondent for the Reporter was collecting information concerning the woman buyer, he was fortunate enough to meet a representative of this class of people in the person of Miss

Annie Jacobs, of Morton, Ill. For seven years Miss Jacobs has assisted her mother in the management of a dry goods and notion store at Morton. This was Miss Jacobs' second visit to Chicago in the capacity of a buyer. She said that she usually came to Chicago twice a year and staid three days each time. In reply to the question as to how she liked the work of buying, she said: "It is tiresome but not disagreeable. The goods that we want are decided upon before I leave home, so the trip to Chicago is not the most important part of the buying. I find the salesmen attentive and kind, but they do not overwhelm me with flowers, candy or theater tickets. I believe I am treated with the same consideration as a man and that my sex makes no difference in my business relations with them. I cannot see why a woman cannot buy as well as, or better than a man. So much of dry goods are for women only that I think a woman has the advantage of a man in selecting goods. I should certainly find it hard to go into a gentleman's clothing store and select a stock of goods for men."

Past and Future of Ginghams.

Chicago Dry Goods Reporter.

The air has at last been cleared on the gingham situation by the recent sales at Claflin's and the auction sale held last week in New York. For several years ginghams have been in smaller demand each season, but gingham manufacturers and their agents have been slow to admit this, and have struggled to keep ginghams in favor. Every effort has been made to bring out attractive styles, and, as a matter of fact, ginghams at the prices for which they have been sold for some seasons were the best value on the market in wash goods. Value, however, is not the main consideration with the consumer, and other fabrics than ginghams have been steadily gaining in favor.

It would not be safe to say that ginghams have gone out for all time, but when the appreciation and desire for ginghams are so small that they have to be sold at a loss on the cost of production, it is plain evidence that, for the time being, only a small percentage of consumers care for the fabric. No doubt the ginghams which were distributed at these sales will go into consumption freely and quickly, for the reason that they can be retailed at as low a price as prints, which have heretofore been the cheapest wash goods manufactured, excepting cotton challies, and the intrinsic value of a gingham is much higher than either of these fabrics.

A swindle which evidently is new in Missouri is being worked with great success in many towns there. A woman book agent appears in town and goes from house to house leaving books for examination. Next day a man calls to see if the books are wanted, and if they are not he takes them away with him. Usually they are not wanted. A few days later the woman agent appears again, and on being told that the man has taken away the books weeps copiously, says the villain has been collecting her books all over town, pleads poverty and so on, and accepts the proffered compensation.

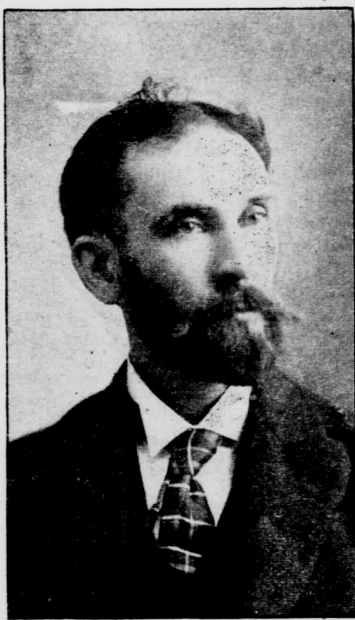
To sell goods nowadays and make it pay is a task that needs both brains and energy. It means to be alert from morning until night; and to succeed every point must be utilized. The retailer has abundant opportunity to display originality in advertising, in selections, etc. There are stores where the main work done is loafing. But in those where success is desired work must be the order of the day. This is the only way to bring and retain success—work and save.

You must keep what the people want, or they will not do business with you. It makes mighty little difference what you think, or what we think, or what we both think, they want, for the people will buy what they want, and if you don't have it somebody else does, and somebody else gets the trade.

SUCCESSFUL SALESMEN.

John C. Foreman, Representing Strong, Lee & Co.

John C. Foreman was born at Duns, Scotland, March 30, 1859, being the youngest of six children. He attended the public schools of his native village until 17 years of age, when the family removed to Hamilton, Ont., where the school work was finished. The young man then entered the office of a fire insurance company, where he acceptably filled a clerical position for five years. He subsequently entered the employment of a wholesale furnishing goods and notion house, with which he remained six years. Yearning for a larger field and wider scope, he removed to Detroit, where he found employment with Burnham, Stoepel & Co., remaining five years as house and city salesman. He then entered the establishment of Strong, Lee & Co., where he occupied the position of general salesman in the house very creditably for



four years. In January of this year, he accepted a position on the road, taking a portion of Western Michigan for his territory. He located at Muskegon, but finding Grand Rapids a more central point from which to cover his trade, he has removed to this city, locating at 41 Madison street.

Mr. Foreman was married eight years ago to Miss Chrissie Arthur, of Hamilton, Ont., and the family circle includes a boy 7 years of age and a girl of 5. A peculiar coincidence connected with his marriage is that his wife left the same port in Scotland—Glasgow—on the same vessel, on the same month and the same day of the month, four years after his departure for America.

Mr. Foreman belongs to no fraternity, nor is he a member of any traveling men's association. He is an attendant at the Presbyterian church and is doing his best to inculcate in his children correct principles of morality. He attributes his success to hard work, coupled with persistent effort and a determination to treat every customer fairly and candidly.

Has the subject of wrapping paper been given the attention it should have? There are many customers who carry their packages, and nothing is more annoying than to have the contents protruding before they are half way to their journey's end, by reason of having been wrapped in flimsy paper.

It is claimed that nearly 75 per cent. of all the tea imported into the United States comes through the port of Tacoma, at the head of navigation on Puget Sound. Steamship lines radiate from this port to all points on Puget Sound, to Alaska, San Francisco, Central America, China, Japan and Africa, carrying an immense traffic in all kinds of merchandise, especially wheat, flour, lumber and coal.

The women of Ohio, in revenge for the high hat law, propose to have another introduced, imposing a fine for going out between the acts to see a man, and for expectorating on the floor.

I have learned from observation that three things happen to a man who works steadily without relaxation. In the first place, he becomes nervous, irritable and hard to get along with. In the second place, the grade of his work falls off, his services are worthless, and he is liable to err in his judgment. In the third place, he dies suddenly. It is an incontrovertible law of nature.—Chauncey M. Depew.

Too much stock means loss, too little stock means loss; just enough stock means profit.

Building Papers Ready Roofing Roof Paints



Anything in these lines we are prepared to furnish at the most reasonable figures for the best quality.

We have had long experience in this business, and can guarantee you absolute satisfaction in every way. Let us show you.

H. M. Reynolds & Son,

GRAND RAPIDS, MICH.

DETROIT OFFICE, Foot of Third Street

It is Enough to Make a



Horse Laugh

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

TRADESMAN COMPANY,

Grand Rapids, Mich.

Around the State

Movements of Merchants.

Bessemer—H. K. Pino has purchased the drug business of H. H. Sheldon.

Lyons—F. E. Marcey has purchased the meat business of Vance & Barrus.

Byron—A. Hoisington will shortly open a drug store in the Bunce block.

Gould City—J. W. Summers, physician and druggist, has removed to Munising.

Plainwell—Heath & Smith succeed Hitchcock & Smith in the tailoring business.

Belleville—Cheeseman & Blackmar succeed Cheeseman & Heglund in general trade.

Grand Marais—R. J. Teeter has purchased the drug business of Frederick H. Osborne.

Baraga—Jos. Real succeeds Harry Coddington in the news and confectionery business.

Wayne—H. C. Blount & Co. succeed Hammon & Hawley in the boot and shoe business.

Reed City—Boelio & Gerber, agricultural implement dealers, have retired from business.

Pontiac—Dugald Brown is succeeded by Brown Bros. in the book and stationery business.

Hickory Corners—F. B. Lawrence, grocer and meat dealer, has sold out to Dickerson & Coleman.

Bay City—The style of the H. Carriere Pharmacy has been changed to the Carriere Pharmacy.

Williamston—Lounsbury & Lockwood succeed Lounsbury & Turner in the agricultural implement business.

New Lothrop—Gillett & MacKender are putting in a stock of general merchandise in the Gillett building.

Pine Creek—C. G. Morris & Son, dry goods dealers and grocers, have dissolved, C. G. Morris succeeding.

Laurium—The Burgan Hardware Co. has opened a bicycle department in connection with its hardware stock.

West Bay City—Isaac Golden succeeds Fanny (Mrs. I.) Golden in the clothing and boot and shoe business.

Wayne—Nash & McDermott, dealers in groceries and notions, have dissolved. The business will be continued by Geo. Nash.

Grand Marais—Geo. P. Fisher, of Sault Ste. Marie, has purchased a stock of tinner's tools and will open a tinshop at this place.

Big Rapids—Wicking & Storrer have removed the remainder of their fire sale stock from Mt. Pleasant to this place. Fred. Storrer is in charge of the business.

Hastings—Fred Spangemacher and Richard Johnson have purchased the Van Valkenburgh stock of hardware and will remove it to Middleville to close it out.

Big Rapids—Cochrane & Co. have removed their grocery stock from Cedar Springs to this place, where they have resumed business under the same firm name.

Thompsonville—W. A. Anderson has been bound over for trial in the United States Court on a charge of selling oleomargarine without first obtaining the necessary license. He gave bonds in the sum of \$300.

Yale—O. P. Chamberlain has retired from the firm of Chamberlain, Putney & Co., general dealers. The business will be continued by Frank Putney and Mary Chamberlain under the style of Putney & Chamberlain.

Cannonsburg—Hartwell Bros. have begun the construction of a two-story and basement frame store building, 24x50 feet in dimensions, which they expect to have completed by June 15. They will occupy it with their general stock.

Ishpeming—F. D. Rappelee, who has been for some time a trusted employe of Swift & Co. as manager of the Ishpeming Beef Co., has resigned, to accept the general management of the Consolidated Beef Companies of Menominee and Sturgeon Bay.

Detroit—Articles associating the J. H. Donaldson Co. have been filed in the county clerk's office. It will conduct a general merchandise tailoring business, with a capital of \$6,000 paid in. The stock is held by James H. Donaldson, 508 shares, and John W. Simcock and Gilbert Hart, one each.

Calumet—The annual job of carting the snow from the principal business street is now on hand. Snow gets packed in the street to a depth of five or six feet. Spring opens up so suddenly that, to avoid having cellars flooded, the snow has to be carted away. It is a novel sight to one unaccustomed to so much snow.

Vermontville—W. H. Benedict has begun the construction of a brick store building, 40x70 feet in dimensions, with plate glass front and all other modern improvements permissible in a town the size of Vermontville. Mr. Benedict expects to have the structure completed so that he can occupy it with his grocery stock by October 1.

Martin—Murray, Campbell & Co., dealers in hardware, paints, oils and agricultural implements, have dissolved, C. C. Murray retiring, having been appointed to the position of postmaster, in connection with which he will conduct a grocery and fruit store. N. A. Campbell, John Blair and John Mathews will continue business at the old stand as heretofore.

Saugatuck—A. B. Taylor has formed a copartnership with his brother-in-law, R. P. Russell, and on June 1 the new firm will succeed to the banking business of A. B. Taylor under the style of the Fruit Growers' Bank. In order to separate the banking business from his mercantile establishment, Mr. Taylor is erecting a two-story brick banking building, 20x40 feet in dimensions, which will be fitted up with all the modern improvements and conveniences.

Saginaw—The Wells-Stone Mercantile Co. ceased to exist as a mercantile establishment April 15, being succeeded here by Phipps, Penoyer & Co.; at Midland by Hawks & Co., while at West Branch the business is discontinued altogether. Phipps, Penoyer & Co. is a corporation, with a capital stock of \$60,000, all paid in. W. C. Phipps holds one-half, C. W. Penoyer one-third, and E. P. Stone one-sixth. Mr. Phipps for the past seven or eight years, has been Secretary and Treasurer and General Manager of the Wells-Stone Co. Mr. Penoyer is the younger son of Lewis Penoyer, one of Saginaw's successful lumbermen. He is a young man of push and business ability, and prior to a few months ago was with the Wells-Stone Co. for some time.

Petoskey (Democrat)—The spring decorations at Levinson's last week and this have attracted a great deal of interest, and they reflect much credit on Manager Washburne, who designed and executed the displays. Mr. Washburne conducted the principal dry goods store in Charlevoix for ten years and was the

youngest man we have ever known to succeed in such an extensive business. In four years he reduced an indebtedness of \$11,000 to less than \$4,000, but he was then closed out by the failure of his former partner, losing the accumulations of years in the forced depression of values, as so many others have done. We remember that, while Mr. Washburne was in business in Charlevoix, the leading dry goods papers, including the New York Economist and the New York Dry Goods Chronicle, printed reproductions of his window displays, accompanied by the most complimentary references to his originality and taste.

Manufacturing Matters.

Manistique—Two of the Chicago Lumbering Co.'s mills are running.

Thompson—The Delta Lumber Co.'s sawmill has begun sawing for the season.

Flint—H. W. Bickford succeeds Bickford & Freeman in the manufacture of bicycles.

St. Ignace—H. Walker is succeeded by M. Mulcrone in the fruit and cigar manufacturing business.

Locust—George Lord's new cheese factory started up last week, making eight cheese every other day.

Tustin—W. B. Miller, who operated a shingle mill at Reed City, has removed his plant to this place.

Croswell—Alex. McAllister denies the report that the Croswell cheese factory will not run as usual this summer.

Cadillac—J. W. Cummer is putting machinery into the old Cummer planing mill building for manufacturing maple flooring.

Ontonagon—The Edward Hines Lumber Co., of Chicago, purchased 6,000,000 feet of lumber of the Diamond Match Co. last week.

Cheshire—K. B. Edgell has purchased the cheese factory heretofore owned by the Cheshire Cheese Co. and will operate it in his own name.

Beaverdam—The Beaverdam Creamery Co. has moved the plant of the late Hamilton creamery to this place and will soon begin operations.

Ontonagon—The Diamond Match Co. is getting ready for one of the largest drives it has ever had, expecting to bring all the rears down this spring.

Sebewaing—Neuman & Beck, who operate a small sawmill here, have purchased shingle machinery and will manufacture shingles as well as lumber.

Roscommon—D. H. Matheson has sold his sawmill on the south branch of Au Sable River to U. M. Guilford, of West Branch, who has stock enough to run the mill two years.

Mt. Pleasant—Lewis Russell, who operates a sawmill in Coldwater township, has purchased the timber on 1,000 acres of land in Isabella and Mecosta counties. It is mostly hemlock.

Saginaw—Werner & Pfeiderer, who have large factories for the manufacture of bakers' machinery in London, Paris, Vienna and other European cities, have been induced to locate an American factory here.

Bay City—The active lumber manufacturing and shipping season has opened and those engaged therein are already in the harness. Several mills have started during the week and the work of rafting and delivering logs is being prepared for. It is true that trade is not what it ought to be, but somehow lumber manufacturers and dealers are hopeful of a fair business.

Detroit—The American Brass & Metal Works filed chattel mortgages April 20 in favor of Jacob Kock for \$31,100, and Henry Kock for \$15,500. The mortgages were given to secure moneys advanced.

Muskegon—F. A. Yeager, formerly of this city, who for the past two years has conducted a cigar manufacturing business in Traverse City, has returned here and started in his old business at 104 Myrtle street.

Drenthe—The Drenthe Co-operative Creamery Association, which was organized March 6 with a capital stock of \$3,600, will begin operations about May 15. M. Brandt, Sr., is President of the organization and J. S. Opholt is Secretary.

Brant—T. A. Cook has purchased the Brant Center cheese factory of E. P. Whaley, the consideration being \$500. Operations began for the season April 15. Mr. Cook acted as maker last season for Bates & Trautman's Cold Spring factory, at Hilliards.

Bay City—F. P. R. Graves is making extensive repairs to his shingle mill, putting in an endless log haul chain, drag saw, and a new foundation. He expects to begin making shingles next week, and will have one of the best equipped plants in the valley.

Copemish—The Krein hame factory is rushed with business. They are shipping from two to four carloads of manufactured stock daily, and have on their books orders for about 80 carloads, and are compelled to turn away orders continually, not being able to fill them on time.

Detroit—George C. Wetherbee represents, in a bill filed in the Wayne Circuit Court, that he has a \$4,000 interest in Starret & McVittie's hollow woodenware works and that he is dissatisfied with the manner in which the business is being conducted, and asks for an accounting.

Saginaw—The Princess Manufacturing Co., which commenced the manufacture of ladies' wearing apparel the first of the year with about fifty hands, is now furnishing employment to over 200 girls and shipping goods to points in Ohio, Pennsylvania, Indiana, Illinois and Michigan.

Detroit—The Armortite Interior Conduit Co. has filed articles of association and will manufacture conduits for electrical conductors. The capital stock is \$100,000, and the 10,000 shares are held as follows: J. F. Cummings, 3,600; John Thomas, 1,000; C. S. Johnson, 700; Duncan Macmillan, 2,000; J. F. Laird, 700; James Grant, 2,000.

Grand Marais—The sawmill of the Marais Lumber Co. has begun sawing. John Millen, President of the company, has associated himself with Mr. Forbes, of Negaunee, and will add a match factory to their already large plant. Mr. Forbes is a practical matchmaker and Mr. Millen is not a novice. Mr. Millen is also General Manager of the Manistique Railway. He has a long head, for, by starting a match factory, he will employ a large number of girls who will have beaux to come to see them Sundays—increased railway receipts the result, and good matchmaking all around.

Illustrated Advertising.

Drop a postal card to the Michigan Tradesman for a catalogue of many new and attractive cuts of different sizes which can be used in your advertising displays and obtained at very small expense.

Smoke the Dodge Club Cigar.

Grand Rapids Gossip

Chas. P. Reynolds, grocer at the corner of Burton avenue and South Division street, is succeeded by Flora (Mrs. W. H.) Potter, formerly engaged in trade at Jenisonville.

The Unique Shear Grinding Co., composed of Chas. P. Benedict and his wife, Sarah A., has dissolved. Chas. P. Benedict will continue the business at the same location, 40 Fountain street.

John Killean & Son, wholesale and retail grocers at 28 East Bridge street, have dissolved, John Killean retiring. The business will be continued by the son, Ed. J. Killean, at the same location.

J. G. Blakeley & Co., hardware dealers at 130 West Fulton street, and C. F. Blakeley, engaged in the hardware business at 77 South Division street, have joined hands under the style of the Blakeley Hardware Co., which will continue the business at both locations as heretofore.

About the most effective exhibition of ladies' shoes the Tradesman has seen is that in the show windows of Mayhew's shoe store. The shoes shown are all tan color and arranged on a foundation of hemlock bark. The natural roughness of the bark gives a dainty appearance to the goods, which is very attractive. The effect is greatly aided by the mirrors at the back and ends of the windows, apparently increasing the size of the exhibit about four times.

Judging from the little that is heard from the State Food Commissioner since he occupied so much of the attention of the trade a few weeks ago, it would appear that the food products of the State were in a satisfactory condition as to adulteration, or that that official has found it necessary to take a rest after his arduous and somewhat erratic campaign outside the line of his official duties. The torpid condition of the Commissioner, however, is amply compensated for by the unusual activity of the three Inspectors, one of whom—Uriah Heap Scattergood, of Ithaca—has been spending several weeks among the retail trade of Grand Rapids, instructing them as to the price they should pay for their ground pepper and other articles comprised in the line of condiments. A superficial reading of the statute would lead to the conclusion that all that concerns the Commissioner and his cohorts is the matter of quality and that the question of cost is foreign to their duties. Mr. Storrs learned this lesson in a most humiliating manner in connection with his denunciation of some Battle Creek preparations, but Inspector Scattergood is, apparently, disinclined to profit by the experience of his superior officer, insisting on exceeding the law until called down hard for his temerity. From present indications it is not at all unlikely that the Ithaca gentleman will get what he is looking for—trouble.

Effect of the Bicycle on General Trade.

A curious and interesting phase of the bicycle furor is its effect on general trade. Notwithstanding the fact that savings were hoarded for the purchase of wheels by very many during the winter months, when the time comes for the actual distribution, the demand is so great as to make a sudden and positive stringency in all other lines. Lo-

cally, this fact is manifestly apparent and there is no doubt that the same conditions prevail in most of the towns of the country.

That this factor in the problem of trade conditions is of some importance will become apparent when the magnitude of the trade is considered. During the early part of the season it was generally estimated that the output of wheels would be about 1,000,000. Later developments of the trade have been so remarkable that there is no doubt that this number will be greatly exceeded. The average price at which this output is being sold cannot be placed at less than \$60. Thus there is a sudden demand upon the best class of the consumers of the country, mostly in towns and cities, for a sum exceeding \$60,000,000. When the sale of \$100,000,000 of bonds occurred last winter, it will be remembered that considerable anxiety was felt lest that demand should cause a serious stringency, although it was known that it would be filled mostly from the idle capital seeking investment from banks and trust companies. If there was cause for anxiety at that time, there is much more when a sum nearly as great is to be assessed almost entirely from the retail buyers of the country. To be sure, this will be immediately restored to circulation through the liquidation of dealers' and manufacturers' obligations.

It is the observation of the Tradesman that this factor is producing as great an effect in local trade as could be expected. It is heard on all sides. Retailers are not able to make collections because the money must go or has gone for wheels. A West Side grocer asserts that one of his best customers cannot pay an \$80 account because he has purchased two wheels—one for his wife and one for his son—and finds it desirable to pay spot cash, in view of the attractive discount given for cash payment over time sales. The customer is "good as the wheat," but the grocer must carry him along another month in order that the bicycle dealer may not have to wait for his pay. A South Division street druggist asserts that his cigar trade has fallen off half since the bicycle season opened, owing to the fact that many of the customers of his cigar department have foresworn the use of tobacco until they have paid for their wheels. Cigar manufacturers corroborate these reports, and it is the same in all lines. The dealers may stand and look on, while the bicycle men are reaping their harvest.

It is encouraging, however, that, while this condition is at its height, there is an improvement manifest in general retail trade. This fact argues that when the bicycle demand begins to subside, through satiety, there will be something for the rest.

Change in Sugar Card.

The Grand Rapids Retail Grocers' Association has issued a new schedule for the sale of granulated sugar, as follows:

6½ cents per pound.
4 pounds for 25 cents.
8 pounds for 50 cents.
16 pounds for \$1.

The card issued by the Jackson Retail Grocers' Association on April 16 is uniform with that of the Grand Rapids Association.

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

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

The Grocery Market.

Sugar—While no change in quotations has occurred since the last issue of the Tradesman, the market rules very strong, with all refiners oversold, particularly the Philadelphia trust refiners and the independent refiners in New York. Great confidence is expressed by both the general trade and the brokers in a higher range of values, and many predict that the basis granulated will sell on, on or before July 1, will be about 6c. German sugars—especially granulated—are coming into increased distribution, but the sturdy patriotism of the American people will prevent any great amount of foreign sugar being used in this country, as the people realize that American sugars are manufactured by American workmen, while foreign goods are the product of the pauper workmen of Europe. The Tradesman is disposed to look upon the question of German sugar in the nature of a bugbear, which will soon disappear.

Tea—There has been a small increase to the country demand during the period under review, but no one is yet disposed to buy large quantities; but there is just enough increase to trade to give values a steadier tone. Prices remain very low, and any material increase to trading would undoubtedly be followed by an enhancement to values.

Canned Goods—No new features have developed during the past week and the general condition of the canned goods market remains just as dull as it has been for weeks. Sellers seem unable to arouse any interest among buyers, although now and again a better demand is reported, but it is safe to assume that it is the result of a shading of values rather than of any increase in the consumptive request. The changes in prices have not been very material during the period. Prices of canned corned beef are 5c lower on 5 pound tins and 25c lower on 6 pound and 14 pound tins.

Rice—Prices have shown no change and the demand continues very good. The stock in first hands of all varieties, except fancy head, is sufficient to meet all the wants of the trade. That grade is practically out of the market and is not obtained at any price. The scarcity of high grades of domestic is having considerable influence on the demand for Japan, and it is not unlikely that it will result in the revival of importation of fancy Java styles, which are at times substituted for high grade domestic rice, owing to similarity of grain and style.

Raisins—Little attention is given California raisins, beyond a small consuming demand, and as all holders are rather anxious sellers, prices are none too steady. London layers are practically unsalable and have declined considerably, ruling prices meaning heavy losses to owners. Three and four-crown stock is most wanted. Stronger foreign advices have caused slight advances in Sultanias and the demand has improved. Layer Valencias are also higher. The advance in Sultana raisins is due to a decidedly higher market in Smyrna, and the demand in this country being quite good, sellers find no difficulty in obtaining the increased prices.

Prunes—While the consuming season has opened, there has been no great desire shown to purchase and the usual activity does not materialize. It is said that the stocks in the hands of jobbers are not heavy, but they hold off and place orders only for small lots, apparently believing that further declines will

occur. One of the reasons for the depressed condition of the market is that there is considerable inferior stock being offered, and buyers want to purchase sound goods on the same basis that the gray fruit is offered at.

Coffee—The markets in Brazil are quiet, with little or nothing doing, sellers showing no disposition to part with their holdings. The receipts in this country are light, and the same is true at shipping points in Brazil. Europe has been buying options, not apparently believing in the large estimates of the next crops, but this had no particular influence on the spot market.

The Grain Market.

Wheat has been very quiet during the week, having no big spurts or depressions. Winter wheat closed about 1c lower and spring wheat ½c lower than one week ago. The fine growing weather kept it down. There were plenty of strong features, but the small exports, the large Western receipts and, as stated above, the fine weather were the depressing elements. There is nothing in sight to change the price much in the near future. The winter wheat receipts are better and the offerings from elevators are, also, increasing, which was anticipated, as farmers who have any to sell will sell it now. Owing to the small exports, the visible decreased only 847,000 bushels, while at the corresponding time last year the visible decrease was 225,000,000 bushels. Our exports will be more, as navigation on the lakes is now open, and wheat will be moved from the Western wheat centers, especially Duluth, where it is reported that 7,000,000 or 8,000,000 bushels have been sold for direct export. If this is true, prices will not only remain steady, but will be likely to advance. There was considerable speculation in coarse grain, especially in corn, owing to the small receipts; but at the close of the week there was no advance reported and corn was at the same price as at the end of the previous week. The same is true of oats. The receipts during the week were: wheat, 40 cars; corn, 28 cars and 8 cars of oats—rather an excess of corn, but the usual amount of wheat, owing to the 1,000 bushel cars. The mills are paying 68c for wheat.

C. G. A. VOIGT.

Flour and Feed.

The past week has been more active and with the advent of warmer weather the demand for flour has increased. Another reason for the increased demand and perhaps the chief one is that a large number of families make a practice of buying in the fall of the year a sufficient amount of flour for winter consumption and such supplies being now nearly exhausted, the regular weekly demand is much greater. Without doubt, the talk of the shortage and scarcity of the winter wheat crop, which is now making itself felt, stimulated free buying by consumers who were able to purchase last fall, and this accounts, in a measure, for the dull, dragging markets since January. A good steady demand is expected from this time on until a new crop is harvested, not only for home but also for export consumption. A rapid depletion of the visible supply of both wheat and flour may be expected, now that navigation is open and the grain fleets are under way. The city mills have all been running steadily, although but little stock is accumulating.

Feed, meal and millstuffs are in good demand and prices thereon have remained unchanged for the week.

WM. N. ROWE.

LARGER QUARTERS.

Burnham, Stoepel & Co. to Occupy the New Bagley Building.

Detroit, April 20.—The well-known house of Burnham, Stoepel & Co. has so long been identified with the corner of Jefferson & Woodward avenues, that the announcement of its removal to the new Bagley building, on Larned and Bates streets, has, naturally, excited considerable interest in commercial circles. This concern has been looking for a building large enough for its constantly increasing business for the past two years, and has at last succeeded in closing arrangements for the new Bagley building, which is claimed to be the largest building devoted to the wholesaling of dry goods in the State. Notwithstanding the addition of two floors in the adjoining store, about five years ago, and the occupancy of the Snedcor & Hathaway building, for the storage of original package stuff, it was found inadequate for the wants of the increasing business, consequently the change to larger quarters was a matter of absolute necessity.

The concern was organized as J. K. Burnham & Co. in the spring of 1875, the firm being composed of Jas. K. Burnham, Frederick C. Stoepel and Albert H. Munger, all of whom were connected with the former house of Allan Sheldon & Co. The house opened for business at 228 Jefferson avenue, which it occupied for a period of five years, from which it moved to its present location. The firm name was changed in April, 1887, to Burnham, Stoepel & Co., at which time the large wholesale dry goods business of Tootle, Hanna & Co., of Kansas City, Mo., was purchased by Messrs. Burnham, Stoepel & Munger. This purchase necessitated some changes, with the result that Messrs. Burnham and Munger moved to Kansas City, leaving the Detroit business in charge of F. C. Stoepel, J. J. Crowley and James Wilson, the two latter being admitted as partners. From the very first the business was successful and to-day the house stands second to none in the Detroit wholesale dry goods market in point of sales.

The principles followed in conducting the business were not to base profits on limited sales, but rather to depend on a large volume of business, depending on the intelligence and discrimination of merchants for encouragement in the building up of business on the lines indicated.

The new store will be ready for occupancy about July 1 and will be entirely remodeled, although now a practically new building. The changes contemplate the placing of new boilers, engines and a complete electrical plant, three swift running elevators, convenient private and general offices (included in which will be set apart a space to be placed at the disposal of customers), a complete sprinkler system, and improvements generally, which will insure one of the most convenient buildings adapted to the dry goods jobbing trade to be found in the United States.

The various departments, under the management of competent help, will be arranged as follows: On the first floor, wash goods and dress goods will be displayed; second floor, notions and white goods; third floor, furnishings and hosiery; fourth floor, domestics, oil cloths, carpets, etc.; the fifth floor will be devoted to the charging, packing and shipment of goods, and in the basement will be stored all original package stuff.

The concern employs twenty traveling men, covering Michigan, Ohio and Indiana; and, in addition to the large jobbing house of Burnham, Hanna, Munger & Co., of Kansas City, Mo., it has a factory employing between 600 and 700 hands engaged in the manufacture of shirt waists, shirts, overalls, jackets, pants, etc.

The buyers of this concern have made unusual efforts to get together the most attractive lines of goods to be displayed

at the time of the opening of the new store, and it will be in the nature of a surprise to the trade to see the result of efforts which have been put forth to display all the latest and best things in the dry goods line.

The firm wishes to emphasize its desire to have the store made the headquarters of merchants visiting Detroit and no pains will be spared to have them feel welcome.

RAPID GROWTH OF CITIES.

The expansion of the big cities, both in the United States and abroad, is so rapid and pronounced at this time as to excite the liveliest comment and many speculations as to the probable size of the greater centers of population in another quarter of a century. The well-known engineer, E. L. Corthell, has compiled some interesting figures recently on this subject.

According to this authority, the calculation being based on the latest censuses, the increase of population in the greatest cities is upon the following decennial ratio: Greater London, 18 per cent.; Greater New York, 33 per cent.; Philadelphia, 25 per cent.; Paris, 10 per cent.; Berlin, 37 per cent.; St. Petersburg, 15, and Chicago, 106 per cent. In 1920, by Mr. Corthell's figuring, London will have 8,516,000 people; Chicago, 8,200,000; New York, 6,191,000; Berlin, 3,496,000; Paris, 3,234,000; Philadelphia, 2,002,000, and St. Petersburg, 1,500,000. What is true of these big cities is substantially and proportionally true of the smaller cities—a phenomenally rapid growth.

The reason is easy to determine. The comforts and advantages of city life are drawing the aspiring youth of both sexes from the country. The men who have made a competency, also, in the small towns and in the country are moving into cities to obtain the benefits of the educational facilities and enjoy the conveniences of metropolitan life. And just in proportion as a city presents these superior advantages and comforts of living, in that proportion it draws new population. The city with parks, paved streets, thorough drainage and sewerage, good schools, rapid and extended local transit, efficient policing and honest, progressive government and up-to-date business methods is the city that will catch the new people and the new investments. As has been stated before in these columns, the proportion of the population living in towns of 8,000 inhabitants and over at the beginning of the century was but 3 per cent. in this country; now the proportion is but a fraction short of 33 per cent. And just as wide-awake, progressive America is getting the bulk of the world's immigration, the wide-awake, progressive cities in the various states are getting the greater number of the people who are flocking to the towns from the villages and fields.

Bicycle Sundries.

Silk for tires has been produced by a French tire maker. The silk is used instead of cotton fabric in the special racing tire.

One of the newest uses to which the bicycle has been put is its introduction as an aid to the life savers in patrolling the beach.

It is said that all machines used in the French army are to be equipped with electric lights capable of being turned on or off at will.

The bicycle is proving of great use to the medical profession. In many cases the sick can be thankful that the doctor has a bicycle, and can thus be at the bedside in less time than that required for harnessing a horse.

GOTHAM GOSSIP.

News from the Metropolis—Index of the Market.

Special Correspondence.

New York, April 18.—Records which go back fifty years show nothing which equals the present hot spell at this time of the year. New York has sizzled at 80, while in the suburbs from 85 to 90 is recorded. No one knows what a day may bring forth and, consequently, thousands dare not change their winter underwear. To say that it is uncomfortable is putting it mildly—very mildly.

But business is better. That's the thing. Within the last six days we have ushered in some trading which has, actually been lively. While this applies to more than one line of trade, it is particularly true as regards the jobbing grocery business. Prices on some staples show decided advance and strength is shown where weakness predominated a week ago. This does not apply to potatoes, but it does apply to the wretched old despised rutabaga, which is actually worth more just now than the potato.

It applies to sugar, also, and this great staple now seems to have fairly started on its upward summer way, and there is no telling where it will stop. There has sprung up a renewed demand and this is, probably, owing in no small degree to the warmer weather. Orders have come in freely from out-of-town dealers and as they all want them filled immediately there is a lack of supply. The result is that some orders will have to wait a few days. For raw sugar the position is yet very strong and all reports indicate that holders will have their own way.

The tone of the coffee market is stronger, but no advance is perceptible and it is hardly likely that any will take place, as the statistical position is not favorable for any appreciation in price. Tea seems to be driving coffee entirely out of England, and while this will have no effect here, perhaps, it is true that "every little helps" and if the coffee which formerly went to England comes here in the future, it will simply add to our supply of the bean. Supplies of mild coffees are rather light and, as there seems to be no great amount in sight, the market appears to be slightly stronger. Of Brazil coffee afloat there are 474,578 bags, against 444,078 bags at the same time last year. Invoice value of Rio No. 7, 13 3/4 c.

Teas remain in about the same old rut, unless possibly, in sympathy with the general grocery market, there is a little better undertone. At the auction sales, Wednesday, there was a little better display among bidders, but at best the prices were low and the outlook altogether is not very cheerful, although no worse than it has been.

Rice is firm. Holders are making no concessions whatever and advices from primary points are of a most encouraging nature. Of course, the best grades are in best demand, but other sorts are selling pretty well, and, upon the whole, the market is very satisfactory. Prices have shown no advance, yet no surprise would be occasioned should one take place.

The spice market is reported in a satisfactory condition by those interested and the demand is quite good for this time of the year. Recent prices are firmly adhered to and there is no weakness in the staples whatever.

The demand for molasses is, perhaps, hardly as large as last week and the market remains pretty much unchanged. Prices have not been altered and full rates are exacted for best goods, while they are about the only kind much sought after.

Syrups are selling at full figures, and the demand is very good for best goods. The supply is not at all excessive and the market is strong.

Canned goods are about unchanged; that is, the market is no duller, because that is impossible. Of course, every day sees a lessening supply; but stocks are ample enough in all conscience. We may have a frost after this hot wave which will knock the fruit crop end-

wise. Maryland fruit growers are, probably, mighty anxious about this time.

Dried fruits are selling in the slowest sort of way. Prices are unprecedentedly low, yet matters might be worse.

Fresh fruits, lemons, oranges, etc., exhibit considerable improvement. Orders for lemons come in freely and the whole line shows a tendency to advance. There are plenty of lemons here for all wants. New pineapples are arriving and the market for this delicious fruit is firm.

Butter must be of the best sort to bring over 16c. With free arrivals and a light demand the market shows no encouragement to dealers.

There is a pretty good demand for cheese. Home trade shows considerable improvement and on the best grades of full cream cheese there is a steady improvement. For grades other than the best the demand is slow and prices are much depressed.

Arrivals of eggs continue large and rates have declined until now the best sorts are worth not over 12c. The excessively hot weather will certainly develop a huge crop of eggs which are a "little off" and the market is likely to suffer accordingly.

AN ENCOURAGING EXAMPLE.

The spasm of reform must have been stronger in New York City than the general public has been ready to admit, if, as the World says, the last gambling establishment has been closed in that modern Babylon. Imagine New York without its gilded palaces of chance! Chance in a few instances, and a dead sure thing in the others, for the proprietors.

Yet the World says that the lottery has gone, the pool rooms have disappeared, and faro and keno and roulette and the professional poker game are no more. Even the green goods business is said to no longer pay respectable day's wages and the gold brick is without its old premium and goes slowly at bullion prices. True, the World notes an exception—the tobacco trust; but it seems that the law is powerless to take hold of the stock gamblers. They play their big game recklessly and defiantly. The only consolation is that the small wage-earner cannot be reached by these big sharks. The suppression of the other kinds of gambling, however, in the metropolis is in itself a wonderful achievement. Taken in connection with the closing of the side doors and the maintenance of a dry and decent Sunday, this reform success in the big city leads the general public to hope that laws can be enforced after all. Municipal codes will begin to command some respect again after a while.

The fact is, the people generally are beginning to get surfeited with the open and flagrant disregard of law. The violators of the codes have been too aggressive—they have misconstrued popular indifference at times into popular approval and have proceeded to take charge of the various municipal agencies for maintaining good order and good government. Then popular patience ceased to be a want of virtue and became resentful. What has been accomplished in New York can be accomplished elsewhere. That city kept on trying new men until at last it got an honest and fearless police board—then the enforcement of the law followed as a matter of course. The law will always be respected if the officers of the law are honest and efficient. Vice can only flourish by permission of the officials.

The talk of the proprietor is often less eloquent than the silence of the clerk who is a good listener.

Our New Store

19, 21, 23, 25, 27 and 29 Larned St., Cor. Bates St.,
NEW BAGLEY BUILDING.

The Largest Wholesale Dry Goods Building
In Michigan



Will be ready for Business about JULY 1st.

Our New Building will be complete and modern in every respect and especially arranged for the expeditious handling of customers' orders.

We extend a Hearty Welcome to the Trade of Michigan to make our store their headquarters when in Detroit.

Burnham, Stoepel & Co.

DETROIT, MICH.



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 22, 1896.

SYMPATHY FOR MURDERERS.

Much of the attention of the local press and the public has recently been occupied by the accounts of the terrible tragedy costing six lives at Pentwater and the trial of a homicide in this city. In both cases the murderers have seemed to have a larger share of public sympathy than is usual.

In the Pentwater case the first victim was the manager of a "soulless corporation." In all communities where large corporations have been built up, even though the existence of the town depends upon the industry, there is a large element which cherishes enmity against the management. This is a sufficient reason why there are so many ready to find excuses and palliations for the fiendish crimes of Minshell. The facts in the case seem to be these: Minshell came to Pentwater to handle the insurance and collection business of the corporation. In accordance with the universal practice, the management gave only 10 per cent. on the large amount of insurance carried. The regular rate for small risks is 15 per cent. This gave Minshell about \$500, in return for a nominal amount of clerical work occupying but a few days in the year. He proved incompetent as a collector and, in justice to the interests of the business, that portion of the work was taken away from him. Considering that he had a small income, as indicated, and practically all his time, while his wife and daughter were earning something as music teachers, it would seem that his case need not be so desperate. As too often happens, however, he had neither taken steps to increase his earnings, nor gauged his expenditures to his income. Instead, he had used \$850 of money belonging to insurance companies and was a defaulter. He knew that the companies were about to demand settlement and that exposure and disgrace were imminent. In this emergency he proved to be a revengeful coward. Rather than manfully face the trouble his mismanagement had brought, he revenged himself upon his benefactor, because the latter had not been so liberal as he demanded, and, by murdering his family and himself, sneaked out of the ordeal of financial trouble and disgrace. The fact that he manifested a tenderness for his family doubtless increases the sympathy for him, but that tenderness was not sufficient to cause him to make any self-denying effort for their proper support. The trial of the murderer Holmes, in

this city, has afforded opportunity for the exhibition of misplaced sympathy, based on different causes but not less to be deprecated. The respondent in this case is a man of intelligence and one who has received a liberal and technical education at the expense of the State. He came to this city and found profitable employment, but selected a boarding place in the class where his intelligence and education must need create antipathies. When these began to manifest themselves and he was subjected to the rough horse play to be expected in such cases, instead of looking for a more suitable place and companionship, he cherished a resentment against his tormentor which prompted him to obtain a revolver and to have it ready for use. For a man with his antecedents and education, without ever having had a legitimate use for such a weapon, to be thus provided is sufficient evidence of premeditation.

In the estimation of a large circle of sympathizing friends the act committed in the delirium of passion made the murderer a hero. The difference in the education and the degree of intelligence between the two men was never taken into consideration, and the too general popular verdict was that the victim was served right for his roughness. This has seemed to be the opinion of the murderer's relatives and friends, and to judge from his bearing it seems to be the opinion of the murderer himself.

It is to be deprecated that in this case there was so much expert testimony of a high character offered to establish the theory of emotional insanity. This tended to raise the self-pitying esteem of the murderer still higher and to furnish an extenuation for "insane" anger, which is not well for the young of the community. It is a matter of astonishment that so many reputable medical practitioners should lend their voice to this pernicious and dangerous idea.

The apparently heartless bearing of the prisoner and the manner in which he accepted the sympathetic attentions of his effusive friends, without at any time showing the slightest feeling for the victim of his savage rage or his relatives, did much to secure a prompt and unanimous verdict of conviction from a sensible jury.

Under the circumstances the extenuation of this man's crime on the ground of great provocation is most pernicious. Rather should he be the more severely dealt with, as his intelligence and culture leave him no excuse for the vicious indulgence of vindictive passion against one whose unpleasant ways, if distasteful, could be easily avoided. If his passion in any degree could have extenuated his act, there should have been contrition manifested and, instead of accepting the sacrifice of his father's property in the attempt to defeat the ends of justice by what he knew to be a false plea, he should have willingly paid the penalty of his crime against the State, at whose hands he had received such favors, until such time as he could have shown, by a life of repentance and self-control, that he had become fit to be set at large by executive clemency.

It is estimated that the quantity of oysters passing through the hands of Baltimore dealers this season will fall 20 per cent., or 1,000,000 bushels, below that of last season. This decrease is attributed to lack of care in the methods of handling the crop and of proper care for the beds of the Chesapeake, which are the largest in the world.

BUSINESS CALLS.

A grave concern to many people is the etiquette to be observed in the making of social calls. That part of the ceremony presenting the most difficulty, perhaps, is the ordeal of terminating them. The caller of society who can make a graceful, pleasant and, withal, prompt exit is one who has made good progress in social culture.

Calling is, relatively, as frequent an occurrence in business life as in social; and in the making of business calls there are the same vicissitudes. To the novice and uncultivated, as in the other kind of calls, the great difficulty is the ending of them. Not that the matter is of so much conscious concern to the business caller—the failures are more frequently a result of slovenly carelessness than in social life. Deficiencies in this direction are more noticeable in young men than in those of wider experience.

In the making of a business call, the business should be the object of the call, and when the business is transacted the business call should be promptly terminated. In too many instances, when the business is finished, there are careless, lazy hesitation and waiting. This is not businesslike, and is a "give away" on the caller whenever it occurs.

It does not, necessarily, follow that the business caller should always immediately proceed on his journey when the business of the call is ended. If the circumstances and the humor of the recipient of the visit are propitious, there may follow a friendly call or chat; but let the business be wound up and the change to the other kind of call be positive. Any hesitation or waiting, that seems to need something more to be said when all is said that is necessary, quickly becomes exceedingly annoying; and, while the man receiving such a call may not formulate in his mind the reason for the annoyance, he conceives a dislike unconsciously.

There are some men—young men mostly—who consider an abrupt, gruff manner as a businesslike acquirement. Such a manner is quickly set down by the man of experience as callow affectation. This is not so serious a danger as the other, but it is one to be avoided. Be natural; be courteous; but, above all, be prompt.

STAPLES AND STOCKS IMPROVE.

The sudden transition from winter to summer weather had a decided influence on retail trade throughout the country, and the influence has extended to wholesalers and has even created demand at manufacturing works. There is still conservatism in buying, which argues a healthy quality in the improvement.

Many of the quotations for staples show improvement, noticeably those of sugar, flour, wheat and corn, with a slight advance in cotton, while most other lines are unchanged.

The operations of the steel and iron combinations have not been productive of increased orders and are, on the whole, disappointing. There is an increased demand for plates and bars, but Bessemer pig and gray forge are a shade lower.

The unsatisfactory condition of the woolen trade still continues. Several more mills have shut down and some have reduced wages to per cent., while still others are working half time. The demand for goods does not improve and the sales of wool are less than half what

they were for the corresponding time last year. There is an improvement in the demand for cottons; but many works are shutting down or curtailing production. There is an improvement in the demand for hides and the shoe trade is better.

There is a decidedly increased activity in the stock market, the leading industrials and railways especially looking up. Sugar stock has been especially active. There is an increased demand for American securities in London, as confidence in the improving conditions in this country increases. The Moore stocks, Diamond Match and New York Biscuit, have both made new high records, the former reaching 104½ and the latter 96¾.

An indication of generally improving conditions is found in the fact that bank clearings, which had been declining from week to week for a long time, show an increase of no less than 6 per cent. Failures number 244, against 231 the preceding week, but there are less important ones.

ENGLISH PROSPERITY.

It is interesting to note that, while American national finances are in a very discouraging condition, with a constantly increasing deficit, the report of the English Chancellor of the Exchequer shows that the revenues of that country have never been in so prosperous a condition. The expenditures of the year were greater than for any preceding year, yet the surplus was £4,210,000, the greatest ever known. The report states that the increase of exports and imports during the year amounted to over £21,000,000. As a result of the English policy of encouraging trade with the colonies, the report states that there was an increase in the imports of tea from India and Ceylon, amounting to £10,000,000, replacing that amount of Chinese tea. The Chancellor states that the large surplus had caused a considerable decrease in the public debt. It is proposed to reduce taxes on account of the increasing surplus.

Commenting on the revenues, the statement is made that the consumption of tea, tobacco and sugar had greatly increased, from which it is argued that the condition of the working classes is becoming greatly improved. It is a coincidence that this improvement occurs at a time when the employment of American artisans is rapidly decreasing; when the mills are shutting down because their product is replaced by the shoddy goods which have kept the English workmen employed, to their own and their country's prosperity. It is a comfort to know that we are contributing to the prosperity of somebody, but as charity properly begins at home, it is worthy of inquiry as to whether some policy that should keep our own artisans at work would not be more consistent than the present arrangement.

The spirit of trade combination which has been so manifest in this country recently is by no means confined to the Western World. Such combinations have been in process of evolution in England for some years and there is recently the same disposition to regulate prices and production, the measures taking the form of restriction and allotments, with fines for violation of the agreements, the same as in this country. There are, also, a number of such combinations in Germany, and the French system has just gone through a reorganization which makes it the most complete and effective of any.

THE METRIC SYSTEM.

The consideration of the bill introduced in the House early in the present session of Congress, providing for the adoption of the metric system for use by the United States Government, after July 1, 1898, and for the extension of its use to the people at large after July 1, 1901, has given the subject a renewed interest. It will be remembered that an act was passed by Congress in 1866 authorizing the use of the system, but not making it compulsory. It was thought that its manifest advantages would win for it a recognition and voluntary adoption. Its friends, however, found themselves greatly mistaken in their anticipations, for, while the desirability was conceded, there were too many established methods and interests to be interfered with for the movement to progress by voluntary action. The law has been practically a dead letter, so far as general trade is concerned, and there is, perhaps, less interest in and knowledge of the system among the people at large than there was at the time of the enactment. The manner in which the matter is being taken up now, however, promises different results.

It may be of interest to devote a small space to a history and description of the system. During the Middle Ages there was developed in all the countries of Europe a variety of weights and measures, similar to that obtaining in this country, only with less complexity, perhaps, in the different countries. Early attention was directed to the subject of the adoption of a more philosophical system, and as early as 1528 a decimal system, to correspond with the universal method of numeration, was suggested by a French physician and scientist. The development of his idea was very slow, for it was not until 1790 that any decisive steps were taken for the establishment of a system. At that time Prince Talleyrand distributed a memorial among the members of the Constituent Assembly, urging the desirability of some system to displace the inconvenient and illogical variety which then obtained in France. This action led to the appointment of a committee of five of the leading scientists and mathematicians of the country to determine some natural standard for such a system. The report of this committee proposed that a certain portion of a circle of the earth should be adopted as such standard and specified that the ten millionth part of the quarter meridian of Paris should be the new unit of measure.

The next thing was to determine the length of this unit. To do this a commission was appointed to measure an arc of the meridian between the cities of Dunkerque and Barcelona. Notwithstanding the fact that the work of this commission was carried on during the French revolution, so that their labors were frequently interrupted by the arrest of the surveyors on account of the suspicion of the people, when their work was finally completed it was found to agree very accurately with preceding measurements and with the theoretical computation. The result was the establishment of the meter, equal to 39.37079 inches in our measure, as the new unit. The adoption of the system based on this unit soon followed, the universal overturning of all precedents by the revolution no doubt opening the way. This has been followed by the adoption by all of the European countries, except Great Britain, Russia and

Denmark, and on this continent it has been adopted by Mexico and Central and South America.

About twenty years ago an International Commission, in which the United States and most of the countries of Europe were represented, held a meeting in Paris for the purpose of verifying the meter and preparing formulae for the making of duplicate standards of the meter for the different countries. This work involved the most careful methods known to mechanical and chemical science, and the standards thus prepared defy the detection of any inaccuracy by known methods.

The metric system is based on this unit. Decimal divisions and multiplications of this constitute measures of length. The square of this unit constitutes the unit of square and cubic measures in the same manner. Measures of capacity are a decimal part of the same standard, and the standard of weight is obtained by the weight of a quantity of distilled water, at a temperature just above freezing, equal to a cubic centimeter. Thus the system is made to apply to all requirements. Its simplicity and convenience are all that can be attained in the Arabic system of notation.

It is difficult to describe the systems which it is intended to replace by the metric in this country. Not content with arbitrary units for the different kinds of measurements and weights with no relation to each other, there must be different systems for the different kinds of computations, as, for instance, avoirdupois, Troy and apothecary's weights; and, to add to the confusion, the same terms, as ounces, pounds, etc., are used in the different kinds of weights for different quantities. Thus a pound Troy is less than a pound avoirdupois, while an ounce Troy is more than an ounce avoirdupois. There are tons of varying quantities, a hundred-weight sometimes meaning one thing and sometimes another.

When it comes to measures of capacity the confusion is almost without limit. Acts of legislatures in all the different states are almost constantly defining the different measures for this or that commodity. There is an endless assortment of bushels, pecks, quarts, gallons and barrels. Dealers may buy by beer measure and sell by wine measure, thus cheating in quantity. A report to Congress states that there are 130 different sizes of bushels in this country for measuring products and that none of them are the size of the English bushel. But the task of describing the abominable condition of the American system(?) is beyond the ability of the Tradesman and it desists.

Perhaps the most serious obstacle to the adoption of the entire metric system is the question of land measurements. There is no doubt that superseding the acre and the section would work serious complications; and it is a question worthy of investigation as to whether the work of reform would not be facilitated by leaving the land measurements out of consideration. These certainly afford considerable obstacles and there are few, if any, practical disadvantages in the present system. Would it not be better to confine the work to the lines in which the need is so great, and in which there are comparatively few obstacles to overcome, and leave the land measurements to a more propitious season, should a change be found necessary?

Elsewhere in this week's paper the Tradesman publishes a communication

from its long-time contributor, S. P. Whitmarsh, which is of value as indicating the character of the objections usually advanced to making a change to the metric system. The writer observes, very justly, that the change will be a radical one and that it will render worthless much of the apparatus of exchange now in use. It may be observed that the superseding of much of the clumsy, inexact appliances for weight and measure which have been inherited from a generation before the modern exact, scientific methods of construction were possible would not be the most serious calamity. The benefit of a clearing out of this old rubbish to make room for that which is made correctly would go far to compensate for the loss sustained.

The fact that a bill providing for the full adoption of the system is receiving favorable consideration at the hands of Congress argues that there has been some progress made during the thirty years since there was legislative action permitting its use. The observation that legislation alone will never effect the change is, of course, true. Education, however, can, and will, prepare the way for it, and in conjunction with legislation will eventually attain the result.

The Tradesman is not exactly pleased with the tendency of its contributor to treat the system as a "new," "fantastic" or "French" method. This illustrates the estimation in which it is too commonly held, and this method of treating the subject is not in accordance with the consistent thoroughness usual in his writings. It is true that the French scientists were foremost in the work of establishing a logical, scientific system, but great care was taken that as few local or National characteristics should find their way into the system as possible. Thus, when the writer speaks of the "fantastic terms of the French method," he ignores the fact that there is not a word of French origin in the system. The scientists preparing a system for universal adoption very consistently drew for their terms upon the universal classic languages, Greek and Latin. Surely it was an inconsiderate slip of the pen when the metric nomenclature was classified as "fantastic" and "French."

It is not probable that the terms of our present systems will soon go out of knowledge so as to realize the sad catastrophe of spoiling the sentimental aphorisms referred to or injuring the poetry of Shakespeare. Surely the writer would not wish us to translate all the terms of quantity or distance in the history and literature of the past into the present American systems.

Considerable significance attaches to the statement that 17,000 cars of grain have gone to Gulf ports for export since December 1, from localities which had been in the habit of shipping via Chicago. That city claims that cuts in freight rates are responsible for the diversion. Whether this be the case or not, the short distance from the Southwest to the seaboard via the Gulf ports makes them the natural outlet. This has not been available heretofore, because there was no harbor to accommodate the largest vessels. This difficulty is now obviated by the completion of a sufficient harbor at Galveston; and, whatever may have been the cause of the diversion this season, there is no doubt but that, in future, export grain will follow the route thus shown to be practicable.

THE PROBLEM OF IMMIGRATION.

Although it is not to be expected that the present session of Congress will take up many more important questions after the appropriation bills, now well on the road to final passage, are disposed of, nevertheless, it is just barely possible that the immigration problem may be touched upon. A presidential year is not a good year to take up such questions, but the groundwork for future action at the short session, to begin in December next, may be laid.

The present immigration laws provide for the exclusion of paupers, criminals, insane persons and contract laborers, and while it is admitted that these restrictions do exclude a large number of undesirable people, it is likewise evident that the check placed upon immigration is not sufficient.

There was a time in the history of the country when the rapid development of new sections made immigration from all quarters desirable; but for the past fifteen or twenty years it has become evident that the inflow of alien population was too rapid to be healthy or desirable.

For a very long time the inflow of immigration produced no noticeable ill effects, as prosperity and the ability of our American population to quickly assimilate the alien elements neutralized any evils that might naturally have been expected to flow from the constant invasion of the surplus population of Europe. It has become evident of recent years, however, that this power to assimilate has been materially weakened, and that slowly, but surely, foreign nations and un-American ideas are becoming grafted upon the population of many sections.

The people of Northern Europe being allied sufficiently close in blood and traditions to our own population to make assimilation easy, there have arisen no ill effects from immigration of that class; but with the inflow from Southern Europe the case has been very different, and the influence upon the population of the sections in which this class of immigrants have settled has been very marked. How to check this undesirable element among the immigrants seeking our shores is, therefore, the problem which our statesmen will have to solve.

The percentage of illiteracy is very large among the immigrants from Southern Europe; whereas, in the case of the immigration from Northern Europe the very reverse is the case. It has, therefore, been proposed that a proper way to correct the evil would be to include illiterate persons among the classes of immigrants excluded from admission.

With this object in view, a bill has been introduced in Congress amending the immigration laws so that all persons over 16 years of age who are unable to read and write their own language shall be excluded. This provision, if adopted, would, undoubtedly, prove a more effectual check upon undesirable immigration than any of the existing provisions of the law, and for that reason it is worth the careful consideration of our legislators when the conclusion of the presidential campaign will afford them the necessary leisure.

Norway's supply of cod liver oil is rapidly diminishing. Not only are less fish caught, but the livers of those taken are of inferior quality. While in 1893 the yield of oil was 26,813 barrels, in 1894 it was 18,500, and in 1895 12,680 barrels, with every prospect of smaller harvests in the future.

THE DOCTOR'S STORY.

Written for the TRADESMAN.

I had just graduated from an Eastern medical college and had opened an office in a city in the State of Ohio. A modest sign was at the side of the door and beneath my name were the words:

SURGERY A SPECIALTY.

I had given this branch of my studies the chief portion of my time, believing that I had the necessary skill and nerve to make it a success and also that good work in that line would bring me the most money.

I was a bachelor and lodged in my office. One fearful inclement night in April, when wind, rain and crashing thunder combined to drive every animate thing to shelter, I was awakened by hurried raps at my door. Springing from my bed and crying out, "Wait a minute!" I was soon in my clothes and opened the door. Two men stepped inside, while close to the curbstone the dim outlines of a carriage and horses were revealed by the electric flashes.

"Are you Dr. Denny?" asked one of my visitors.

"I am," was my reply, "and at your service."

"Then with the least possible delay will you enter the carriage with us and we will take you to the patient?" Noticing me reach for my pocket case, he continued, "Take your surgical instruments, doctor, as an accident has occurred."

In a few minutes more we were comfortably seated in a closed carriage and the driver was urging his horses forward.

After a rather prolonged silence I enquired whether the patient was a lady or gentleman and what caused the accident. As if wishing to say as little as possible, the same speaker replied in two words: "Gentleman—elevator."

All was again silent, except the noise of the elements, for what seemed to me some fifteen or twenty minutes. During this time, we had turned in different directions until I wondered if we were "boxing the compass," when I enquired how far the patient was from my office.

"Mile and a half," was the laconic reply; and, before I had time to say more, the vehicle stopped in front of a two-story building.

A street lamp near by lighted the way and revealed a basement, with steps descending to a door, the upper half of which was glass; but there was no sign of light or life within.

"Wait for us, Ben," said the spokesman to the driver, as we alighted.

He led the way to the basement door and rang a bell. A middle-aged woman, holding a small lamp in her hand, was seen coming through a long hallway. She opened the door and admitted us.

"Well, how's Charlie by this time?" enquired the man who seemed to do all the talking.

"Sleeping quietly," was the woman's reply.

She led us to an upper room where the wounded man was lying. As I approached the bed, I noticed his stertorous breathing and said enquiringly, "He has had an anodyne given him?"

"Yes, doctor," the man answered; "I gave him one grain of morphine just before starting for your house. But examine his right arm, please," and he removed the covering.

A handkerchief was tied tightly around the arm above the elbow, with a knot upon the main artery. Both bones

of the forearm were fractured, and portions of the flesh had been torn away as if with great violence.

As the speaker saw me critically examining the wound, he again spoke: "For the patient's sake, doctor, ask only the most necessary questions about the accident, but do for him all that may be necessary, and your fees shall be promptly paid;" and I noticed the most eager anxiety and solicitude in his countenance. "Will he lose any portion of his arm?" he then asked.

"I think not," was my reply. "Was his arm caught in the elevator, or did he fall?" I enquired, as I proceeded to pick up the arteries and dress the wound.

I saw the two men cast rapid glances at each other, as I asked the question, and the speaker, his countenance plainly indicating annoyance, said: "Pardon me, doctor, if, for the present, I give you no particulars; all will be explained in due time."

I made no reply but continued my work, reducing the fracture and bandaging the limb. Then, giving the lady some orders regarding his food and drink, I announced myself ready to depart.

The speaker now turned to me again, saying, "I am a stranger to you, and, as an earnest of my intentions, accept this" (placing a \$20 gold piece in my hand); "and now I will accompany you home."

When we were again seated in the carriage, my companion became more talkative, reverting only once, however, to my patient, by saying that he was not a relative, only a companion of his, and that an unfortunate accident had occurred, for which neither of them was responsible.

I answered that I hoped for the best and believed that no serious result would follow. As we reached my office, I remarked, "It will be necessary for me to see the patient again at 2 p. m., to-morrow, and unless you are to send for me, you might give me the street and number, or I shall be unable to find the place."

"My carriage will call for you at that hour," was his short reply, and he bade me good night.

* * *

Sitting before my comfortable fire in slippers, feet, reviewing the incidents of my night's adventure, I puzzled my brain regarding the cause of the accident. It was clearly a sudden blow and probably from a solid substance and hurled with great force. The parties were apparently gentlemen and wealthy, and their surroundings were in keeping with such, and—well, I would be thankful for my fees and await further events.

* * *

It was 9 o'clock the following morning before I was seated at the breakfast table. Glancing at the morning paper the waiter had placed before me, the following startling lines caught my eye:

Bold Robbery of the Warren Bank! The vault lock blown in pieces by some powerful explosive and \$25,000 in gold and bank notes carried away! Destruction of vault and furniture complete.

The noise of the fearful storm during the night prevented the explosion from being heard by any person, so far as known. There were no traces of blood to indicate injury to the thieves, although it is impossible they could have escaped it, as the adjoining room is a perfect wreck and pieces of iron were thrown in all directions. No clue to the robbers except a few fragments of cloth, evidently from a coat sleeve. A

Standard Oil Co.

DEALERS IN

Illuminating and Lubricating

OILS

Naptha and Gasolines

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

GRAND RAPIDS, MICH.

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

Highest Price paid for Empty Carbon and Gasoline Barrels

HAS NO EQUAL
FOR CARRIAGES AND HEAVY WAGONS



Keeps axles bright and cool. Never Gums

1 lb. / 3 lb. / 5 lb. / TIN BOXES

4 doz. in case.
2 doz. in case.
2 doz. in case.

25 lb. Wooden Pails.
Half Bbls. and Bbls.

Scofield, Shurmer & Teagle,
GRAND RAPIDS.

heavy reward will be offered for the burglars.

Rapidly my mind reverted to my patient of the night before—the shattered arm, the secrecy, the gold coin so generously paid me, the lateness of the hour I was summoned, the short replies to my questions, and now here were pieces of a coat sleeve found in the ruins! It was clearly my duty to insist upon more definite information as to the cause of the accident to my patient, or I might be arrested as "particeps criminis" in this robbery. When the carriage should come for me that afternoon, I determined to be told, in unequivocal language, the cause of the injury. So, when the gentleman appeared, I commenced conversation by asking him how long he had been a resident of the city, and if he would oblige me by telling me his name.

Without hesitation, he replied: "My name is Clermont, and I have resided here more than twenty years."

"You have not given me the details of the accident to your friend—or perhaps brother—whom I visited last night and, as his physician, I desire to know his name and the particulars." Noticing the flush on his face and the compressed lips, I quickly continued, "Pardon me, Mr. Clermont, when I frankly say to you that the startling occurrence of last night, as recorded in this morning's papers, and the condition of my patient, together with the discovery of fragments of a coat sleeve, bear a close analogy to each other, and you must be aware that I will be expected to make a report of my case to the chief of police."

As I ceased speaking, the man rose from his chair and his brow darkened. "You evidently do not know me, sir!" he thundered. "My friend and I are respectable and honorable gentlemen. We never stoop to the practice of robbery. We are well and publicly known in this city and county, and would be the last persons suspected of crime. We are gamblers by profession, but make no secret of our vocation and are as proud of it as you can be of yours; and we have large bank accounts in this city. You will find my name, sir, on the last census roll—'T. C. Clermont, gambler and capitalist'—and you will be informed that I donate liberally, not to public, but to private charity, and am the first to assist any suffering. This accident to my friend, Mr. Davis, I had hoped to keep secret; but, as you display so much curiosity, I will briefly disclose the particulars: A stranger to both of us was quarreling with his partner at the gaming table, and aimed a blow at him with a ragged piece of broken stove, intending, as he said, to kill him. He missed his intended victim, and the iron descended upon Mr. Davis' arm, injuring it in the manner you saw. This, sir, is all there is to it." Raising his voice to a higher pitch, while his face flushed with anger, he continued: "I now demand your receipted bill for medical services, which I will cancel at once, and you will consider yourself discharged from further attendance upon Mr. Davis; and, if you ever dare whisper that we may be criminals, I will make this city too warm for you!" and, as the man ceased speaking, he walked back and forth like a caged lion.

I attempted to partially apologize; but it was useless and I turned to my table and made out a receipted bill for medical attendance—\$40—when, without a word more, he laid a double eagle no

the table, placed the receipt in his vest pocket, turned and passed out the door and entered his carriage. I could not rid myself of the belief that my patient was one of the parties to that robbery and that Mr. Clermont had deceived me, and that evening I had an audience with the chief police officer of the city, who listened with interest to my statement regarding my patient.

"I knew you were summoned to attend Mr. Davis," he replied, "and had I not known just how he was injured, I should have suspected and arrested him, although the coat he wore and the fragments of a sleeve found are not of the same material or color. I have long known both Davis and Clermont and they have always apparently shown their true colors to the world; they are both generous and charitable with their money and, in every respect—except it may be in their vocation—of good morals. The breaking of Davis' arm was purely accidental, although the man who dealt the blow admitted that he intended to kill his partner in the game; and it was the stranger's money, and not Clermont's, that paid for your services, as he insisted upon defraying all expenses attendant upon Davis' recovery; and I only hope you demanded a good fee."

In conclusion, I will only add that I still believe my patient received his fearful wound from the explosion in that bank, although there was not a particle of evidence produced to associate him with the robbery. I believe he was acting as a sentinel for the real operators on that eventful night. It was six months before Mr. Davis again appeared in public, and then much emaciated and hardly his former self. Detectives were employed to work on the case and, although strong suspicions pointed to parties connected with that gambling house, neither the thieves nor any portion of the money were ever discovered.

FRANK A. HOWIG.

The King and the Pope.

The King and the Pope together
Have written a letter to me:
It was signed with a golden scepter.
It was sealed with a golden key.
The King wants me out of his eyesight:
The Pope wants me out of his See.

The King and the Pope together
Have a hundred acres of land:
I do not own the foot of ground
On which my two feet stand:
But the prettiest girl in the kingdom
Strolls with me on the sand.

The King has a hundred yeoman
Who will fight for him to-day;
The Pope has priests and bishops
Who for his soul will pray:
I have only one true sweetheart,
But she'll kiss me when I say.

The King is served at his table
By ladies of high degree;
The Pope has never a true love,
So a cardinal pours his tea:
No ladies stand round me in waiting,
But my sweetheart sits by me.

And the King with his golden scepter,
The Pope with Saint Peter's key,
Can never unlock the one little heart
That is opened only to me.
For I am the Lord of the Realm,
And I am Pope of a See:
Indeed, I'm supreme in the Kingdom
That is sitting just now on my knee!
CHARLES HENRY WEBB.

Likely to Cause Trouble.

Mistress (angrily)—Bridget, I find that you wore one of my low-necked evening dresses to the 'bus-drivers' ball last evening. It's the worst piece of impudence I ever heard of. You ought to be ashamed of yourself!

Bridget (meekly)—Oi wuz, mum—Oi wuz. And me young mon said if Oi iver wore sich an ondacent dress in public ag'in he'd breck our ingagement.

The note of a man who tries to evade giving it by saying his word is just as good will bear watching.

A BIG MAN=U

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

\$\$\$
Saved

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

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

VALLEY CITY MILLING CO.,

Sole makers of the famous Lily White Flour,

Grand Rapids, Mich.

The 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.

BARBER & CRAW.

L. O. Barber.
C. B. 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.

Shoes and Leather

Bungville Committed Suicide.

Written for the TRADESMAN.

Who's Bungville? Why Bungville is a village. And do villages commit suicide? Most assuredly they do. Like individuals they get tired of life and long for "Kingdom come," and so they blow themselves out. The most common method in vogue among villages, of putting an end to their own miserable existence, is the granting of a bonus to a one-horse railroad company. If the bleaching bones of all the villages in this America of ours which have committed this unpardonable sin were gathered together in one awful, ghastly pile, it might serve as an effective object lesson in showing up the pernicious evils which follow in the wake of bonus granting, and lead municipalities into a wiser way of managing their affairs. In view of the many valuable essays which have been written and published in our trade journals, showing the unbusinesslike nature of the system, and giving practical examples of its evil results, it would seem that some such terrible object lesson was needed to overcome the hypnotic influences made use of by bonus hunters in the accomplishment of their designs upon the people.

We are living in an era of railroads. The railroad has destroyed old conditions of life and revolutionized everything. We seem to depend upon the railroad for everything that life is worth the living for. Somehow, the very breath essential to our existence derives a certain stimulus from the puff of the locomotive; and the man who finds himself so far removed from a railroad that he cannot hear the whistle of a passing train is simply out of the world.

Bungville was in the world before the dawn of the railroad era. When the iron horse changed all things, the old village was told that she had been dropped out of the world in the great readjustment of things, and that she must give up the ghost or buy a railroad. She bought a railroad—and gave up the ghost, too. The ghost, although given up, remains in Bungville and cadaverously grins at the Bungville taxpayer every time he is called upon to pay interest on the railroad bonus.

Bungville is older than Chicago. It is a half-century older than Grand Rapids. It was once the main trading center in a large section of country. It was in the front, but two trunk lines of railroad having crossed the back townships, reversed things and relegated Bungville to the rear. The county seat was a larger trade center than Bungville; it was eight miles distant and situated on one of the trunk lines before mentioned. Now, it was a most natural thing on the part of county seat business men to covet the trade enjoyed by Bungville and the other villages lying beyond in this now back portion of the county. To catch that line of trade would be a smart trick, especially if the victims themselves could be made to pay the expense of working the trick. There is only one scheme known to fallible man by which a trick of this kind can be successfully played, and that is by building a bonused line of railroad. A company was accordingly organized to build a railroad from the county seat out through the county, terminating at a village on the lake shore, and being about twenty-five miles in length. It was to act as a feeder to the trunk line, and great care was taken in the survey

to tap every four-corners where it was possible to do so without crossing its own track or tying itself up in a hard knot. When everything was ready the old stock arguments were brought out and dusted and assigned to the spouters. The tax-payers of Bungville and other points along the proposed line were given the same old hash, in the same old manner, and it had the same old stimulating effect, followed by the same old nauseousness that marks the experience of all municipalities which have been thus bled by designing schemers. Bungville was wild with delight at the prospect of a railroad. Two or three of her leading business men were bought with a price to play the part of "stool pigeons" in decoying the shy and suspicious farmers of the townships into the meshes of the fatal net. Of course, the price paid for this valuable service was not a result of bargain and sale; it was simply a complimentary donation of a little stock—just a mere something to strengthen their own faith in the scheme, and make them feel as though it was their duty to better the condition of their fellow men by inducing them to vote this bonus mortgage on their farms.

The farmers were promised a home market for their surplus products and an increase of farm values. The Bungville real estate owners were made to see a sudden demand for houses and lots and a rapid increase in values and rentals. The village tradesman and mechanic had the scales removed from their eyes by these spouting quack doctors, and immediately they saw an increased demand for their wares and felt an additional weight of silver in their pocket. The ball, once set in motion, gained in momentum right up to polling day, by which time pretty much everyone who had a vote had made up his mind to get out of his own light and vote for the bonus.

Bungville got the railroad and the county seat got Bungville's trade. From the very day the first train passed over the road—which was on a Saturday—the Saturday trains have carried passengers into the county seat and return at reduced rates. The early afternoon train is generally filled with farmers and villagers, gathered up along the line, bearing baskets of eggs, butter and other supplies for the county seat market; and they return on the evening train with armfuls of parcels and packages of all kinds. When the Bungville contingent alights from the train and files up the hill on a Saturday evening with their parcels and bundles, it causes a clammy sensation to creep up the vertebral columns of the two or three merchants who remain in Bungville.

As a trade center, Bungville is no more. She gave up her life for a railroad, and put a twenty-year mortgage on her lifeless remains besides. But what care the half-dozen nabobs who live in elegant mansions and enjoy princely incomes? What care they if the tradesman's business is ruined and the toiling artisan is driven away from home to seek for work? What care they if the windows of the little shop are boarded up and the home representing the saved-up earnings of years has become a thing of no value? What care these aristocratic, purse-proud descendants of wealthy ancestors whether the grass grows in the streets of Bungville or not? The leading Bungville hotel has made two or three men well off in the years gone by, but now it is reduced to a low-down den of infamy and

vice—and yet the elite will not raise their little fingers to stop the shameful orgies enacted there. These wealthy "bumps on logs" are alike indifferent to the shameless licentiousness of the evil inclined, and the adverse circumstances surrounding the poor and needy. They have a railroad and the masses must help pay for it. They can ride over to the county seat to do their shopping, and in the summer months they can ride out to the lake shore and luxuriate in a cottage. They are in no wise concerned with the question of how to earn bread. But the masses are, and the one thing they will never again do in Bungville is to vote for a bonus to any railroad. E. A. OWEN.



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.

Wales=Goodyear Rubbers

"AMERICA'S BEST."

Every pair of them stands
For Fifty years of



EXPERIENCE,
SKILL AND
REPUTATION.

Herold-Bertsch
Shoe Co.

.....Sell them at Wholesale.

GRAND RAPIDS, - - - MICHIGAN

Our
Terms
Positively
The
BEST.



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.

Pointed Toed Rubbers.

From the Shoe and Leather Gazette.

Pointed footwear has been seized upon with such eagerness that blunt-toed rubbers and even the Opera toe are not equal to the emergency of fitting the footwear of the majority of the people who wear rubbers of the lighter weights and who belong to the vast army of Razor toed shoe wearers.

Consequently the rubber-shoe manufacturers have found it obligatory upon them to build their sandals and their croquets and their storm rubbers and their clogs and the rest of their lightweight goods along the lines of the 20th Century and the Needle toe of the leather-shoe manufacturer. They have thrown aside their new aluminum lasts and gone over to the wood last manufacturer again and ordered lasts made with all the style and finish put into lasts for leather shoes.

Even here the multitudinous array of different points and shapes confuses them and they groan in spirit as they blow their money in for wood—and realize that in a few short months perhaps all this timber will go into the furnace.

What is the result of all this?

In the first place, rubber shoemakers will not make this huge variety of stuff except on orders from the jobbers. In the second place, jobbers will not assume the risk of ordering big stocks of these goods until retailers show their feeling in the matter by placing orders themselves.

Briefly, then, those who defer ordering pointed toed rubbers until the latter part of the season will get left, just as a great many did last season. The Gazette knows of one jobber alone who was "shy" 3,000 cases of pointed toes. He couldn't get them from the factories and his customers went without. Here, then, is the situation in a nutshell—if you want pointed toed rubbers order them early in the season and be assured of getting them. Waiting in this case is pretty sure to result in dissatisfaction. If there was lack of them last year, how much greater deficit must be looked for this season when pointed toes are of supreme importance and must be fitted.

Success in Speculation.

From the Kansas City Packer.

A man, to engage in speculation, has to be constituted particularly for the work in hand. It is not every man who is fitted to be a speculator any more than any other business. The most successful are those who combine a quick perception and who, when once taking a certain course, follow it out. Often, however, those who pursue this course come out losers. There are countless instances, too, where men who have been successful for years in the end have gone to the wall, but this will apply to any business. It is stated on the authority of statisticians that not more than 2 per cent. of the persons who have amassed fortunes keep them until they are called to their last account. This may be on the principle there is no lane but has a turn in it.

The successful speculator must be born, not made, as is said to be the case with poets. The attributes of success must be implanted in a man, which later in life will be brought out. How often it is that men start out in life in a business for which they really have no aptitude and become failures, while later they make a change to some other line and become conspicuous successes. Aptitude is necessary to success in any business and to act contrary is but setting at defiance the laws of nature. Take Jay Gould as an instance of a successful speculator, manipulator, or whatever he may be called, and while he has had many imitators they have generally been conspicuous failures because they did not possess the aptitude.

Bishop William Taylor has been successful in introducing the use of soap in Africa, and has large quantities shipped to him frequently, but the natives do not use it for cleansing purposes. It passes as currency.

Practical Decorating and its Value.

In these enterprising and progressive days every effort must be put forth by the wide-awake retailer to show his goods in the most advantageous way possible. The dry goods trade has been revolutionized, as it were, in the past decade, the old style of doing business having passed away; new ideas and new business methods have been introduced, subjecting the trade to the keenest competition. Where it was once possible for anyone who displayed goods for sale to do an apparently successful business, now it is necessary for the merchant to be thoroughly up in all the branches of the trade to achieve success.

The successful and popular store of to-day, then, is the wide-awake and thoroughly up-to-date one, but to be in perfect readiness for the spring trade the planning and arranging must be commenced early. With the store in good business shape, freshly cleaned and renovated and all the necessary improvements made, the merchant feels confident of a successful season. Does it ever occur to the indifferent or careless merchant how valuable as an advertisement a clean coat of paint would be to his premises, thereby making it more inviting for the ladies to enter his place of business? It matters not how large or how small the store is, or the size of the town you do business in; these changes are absolutely necessary, they bring new life, and very often amount to a genuine boom for a business house.

The most modern and up-to-date advertising medium is the store and window decorating; therefore, the lack of nice show windows and all the necessary display stands is a great drawback for a window artist, but the artist has to be in part a mechanic, so he shall have no difficulty in making a modern window stand; trade can be won even if the fixtures are homemade. The window and its success are not confined to any particular line of the mercantile trade; the grocer, the druggist, and the hardware merchant, as well as the dry goods man, pronounce upon its advantages and success.

In making an artistic display it is not necessary that all the goods in the store should be placed in the window; show only one line of goods at a time, and the general effect will be much better. Real artistic taste is necessary in the blending and combining of shades, so that the finest results will be produced. There are but few who thoroughly master the art or are successful in doing the many things required of a window dresser.

The first requisite in window designing is to understand color, then originality is essential in producing new combinations that will immediately arrest the attention of the passer-by and return fruitful results. The window artist should be the "fashion book" of the house, and by his aid the blending of colors and harmony of effects are produced and the possibilities of combinations in shades and variety of style shown. Every assistance and encouragement should be given him in his work, and sufficient time allotted, as there is no branch of a business so tedious and at times so disappointing as the work of the window-dresser.

H. A. MADDOCK.

What's to Hinder?

Cadillac, April 10—This is a very pertinent question these hard times, and, though I have no direct knowledge of how the United States of Columbia is run, it is safe to say that the system of private property in land would hinder there as here. We have all the wealth in timber, minerals, etc., we can use right here in our own United States, but private property in land prevents those who need from getting any of it without giving up to those who control these sources of wealth a large percentage of their products for the privilege of helping themselves from nature's storehouses. From a single taxer's point of view, what's to hinder?

ARTHUR V. HARMER.

More Than Satisfied!



Is what our customers say—not only with the **Boston Rubber Shoe Co.'s** goods, but with the prompt and complete attention we have given their orders. . . . It's nothing new—but always the same if you deal with. . . .

W. A. McGraw & Co.,
Jobbers of Rubbers.

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.



**Michigan Bark
& Lumber Co.**

Grand Rapids, Mich.

508, 509 and 510
Widdicombe Bld.

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

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

Correspondence Solicited.



We Pay HIGHEST MARKET PRICES in SPOT CASH and Measure Bark When Loaded.
Correspondence Solicited.

THE METRIC SYSTEM.

Serious Obstacles in the Way of Its Adoption.

Written for the TRADESMAN.

It is more than 30 years since this French method of computing length, capacity and weight was formally legalized by congressional action with the intent that it should in time take the place of the present crude system that, like our language, has been gathered from many divers sources. Even as early as 1866 tables explanatory of metric measure were published in the 12th edition of the U. S. Dispensatory for the especial benefit of pharmacy and medical practice. Yet we find ourselves near the close of the century but little farther advanced in the direction indicated by the above action. Scarcely one in a thousand druggists to-day has adopted the system, except in an experimental way, nor have physicians intimated a desire to assist in bringing it to the test of actual practice. The discussions of its merits have heretofore been of an *ex parte* nature, and were confined mostly to the pages of drug journals. Perhaps a few medical periodicals may also have mentioned the subject. But to the whole people, who are expected to welcome this foreign candidate for public favor, the question has never been submitted as one demanding their serious attention.

One may be pardoned for wondering why a system so long and persistently advocated as an important aid in the prosecution of every home enterprise, and equally desirable in extending trade with other nations, should have made so little progress towards universal acceptance in three decades, since, as its supporters claim, Germany and Austria succeeded in establishing it inside of three years by legal enactment. It would seem as though a change of such importance, if really practicable, could have been by this time fully understood and accepted by all. But if the advocates of the new system depend on legislation alone, there is every probability of another generation passing away before the American people can be induced to use metres, litres, and grammes in place of terms which, however unscientific and inconsistent, have come to be second nature by long usage. So long as no special effort is made to explain to the mass of our people who daily buy and sell by weight and measure why the metric system is superior to the present methods, varying as they do in different localities there surely can be no practical progress made by simply enacting a statute declaring it to be the legal standard, to be enforced after the year 1900. Congress once attempted a like experiment with the currency, by making a greenback dollar the measure of value for all commodities and a legal tender in every state of the Union except for custom dues. Though appealing powerfully to the spirit of patriotism, this statute was wholly inoperative in many Western States, and was never enforced there except in cases of *ex post facto* contracts.

Even the educational method used in persuading pharmacists to adopt the metric system have produced no results commensurate with the efforts put forth. So long as the medical profession continue to follow precedent in prescribing, and for the most part dispense their own prescriptions, what practical use can the druggist make of metric measure behind his counter? As well might

he learn French as it is spoken, in hopes to serve more acceptably an occasional customer who can speak no other language. The demand in this case may very properly precede the supply—especially as the latter requires so little preparation to satisfy the former.

The scientific advocates of the metric system, as applied to medicine, who are so persistent in urging it upon druggists may be assured that whenever prescriptions, written *a la Francais* come to be filled, the accommodating dispenser will gladly accept both the new diction and the *quid pro quo* that should follow delivery of the goods. And should the reform spread till the majority of customers became used to the ordering of drugs in amounts expressed metrically, the knight of the pestle will stand ever ready to deal them out in grammes and litres, with all the multiples and decimal subdivisions thereof, to all who may apply.

While suspending judgment on the question whether it is best for us as a people to adopt the metric system in all the transactions of life, the writer believes it is worth while to consider in advance all the possible results likely to follow from such a radical change. Once determined on, it may be found a larger task than many imagine to adjust the business and economic interests of the country to the new basis. Compared to the feat of widening or narrowing the gauge of every railway track in the land, the project appears colossal. First, every scale with beam showing pounds and ounces must be altered, if not thrown away, and also all balance weights wherever in use. Every pocket rule, yard-stick, ten-foot pole, measuring tape, surveyor's chain, steam gauge, cyclometer, etc., will become back numbers because readjustment is impracticable. All the school books in the land relating to mathematics will have to be thrown out, for like reasons, with the plates from which they are printed. A new lot must be bought, and our public school classes in arithmetic reorganized to fit the new order of things. A similar course must be pursued with the geographies and atlases that measure areas of water and land by miles, and height of mountains or depth of seas in feet. The cost of this change is enormous to contemplate, and a few may be impertinent enough to ask, "Will it pay?"

But this is not all. Descriptions in transfers of land, in deeds and mortgages now on record will have to be translated into the legal version whenever duplicates or new transfers are necessary. Surveyors' plots and architects' plans will also be subject to revision when copies are required. Whoever peruses any book in public or private library in which weight or measure is referred to will find himself obliged, if he reads understandingly, to translate the text to suit the new usage. In fact, the imagination can hardly cover the infinite variety and extent of disagreeable effects that are sure to follow from so slight a cause as the mere change of a few tables of weights and measures, if resolutely carried to its inevitable conclusion.

The opinions and acts of mankind are as often controlled by sentiment as by appeals to material advantage. This question has a sentimental side, which will appear in evidence should the metric system, with all the term implies, prevail as National usage over the one

To Catch



Desirable trade and retain it is the ambition of every wide-awake merchant. It cannot be done by selling inferior goods at any price. You may bait your trap with "quantity" and "prices," but if "quality" is lacking, the delusive snare will turn on you like a boomerang.

Sears' One Pound Zephyrette

(The latest and daintiest of choice wafers.)

Packed in cases (Superb quality.
of 27 boxes each. (Delicate flavor.
Handsome label.)

Retail at 15 cents.

Don't forget Pecan Wafers. They will please your finest trade.

The New York Biscuit Co.,
Grand Rapids, Michigan.

COMPUTING SCALES

More than 19,000 in use



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

\$30.00

which includes Seamless Brass Scoop.

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

...

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

The Computing Scale Co.,

Dayton, Ohio.

we now have so deeply rooted in custom, however great may be its faults and disadvantages. We have many time-honored aphorisms still in use that the plain people find appropriate to certain occasions, which they would be loth to surrender to a foreign intruder. Among them are the following: "A miss is as good as a mile." "Give him an inch and he will take an ell." "A pint is a pound the world around." Of a man in peculiar difficulties they say, "He is in a peck of half-bushels." These and similar phrases handed down by tradition serve as expressions to convey a definite meaning. Yet, translated as they would be into metric measure, they would be only idiotic drivel.

If the new system prevails how can we contemplate the desecrating influence it will have upon the works of the Immortal Bard? Many pedantic critics have twisted his poetic measures to suit their esthetic fancies, in hope to improve on the original, to develop their idea of his true meaning. Yet so far no one has trifled with the text on points suggested by the French system. But may not the tragedian of the future who takes the part of Shylock feel it his duty, under a law of Congress, to interpret it in a style that shall recognize the binding obligation of said statute? And when in the most thrilling portion of the play he proceeds to interpolate the metric equivalent of 16 ounces avoirdupois for the pound of flesh due him from Antonio, what will the true lovers of Shakespeare think of it? As his graceful syllables expressing in grammes and decimals the weight of that debt flow out upon the audience, how will the gallery gods howl their derision at the insult offered to the memory of the greatest dramatic author the world has ever known.

It is not a pleasant anticipation for fishermen and hunters accustomed to drawing the long bow, in relating exploits with the rod or gun, to know that, after the next century begins, they will not be permitted to measure the trophies of their skill by the old terms that convey a definite meaning to the average listener, but must, instead, smother the most ambitious exaggerations as to weight, size and distance in a foreign lingo that is only half acclimatized. It will also be a severe blow to the prosperity of the Ananias clubs that have heretofore depended on the strength of the English system of mensuration to embellish a favorite whopper built in the Queen Anne style of lingual architecture. The fantastic terms of the French method, entering into the thread of a story (though the latter may be a chef-d'oeuvre) will scarcely interest American auditors, and must destroy much of its force and effect.

In short, the question whether the metric system is, on the whole, a tree likely to thrive and bear fruit on our soil needs to be more thoroughly understood by the masses than it is at present, before it can obtain unanimous acceptance. Nothing is lost by carefully considering every possible effect of any new reform, especially one like this, that, if not universally accepted, will increase the diversity of the present methods of mensuration. Scientific men, however, may better accommodate themselves to the change than can the entire business of the country.

S. P. WHITMARSH.

Dissembled honesty is like the poison of perfumes. Its sweetness kills.

The American Dictator.

Written for the TRADESMAN.

It is becoming more and more an acknowledged fact that the American machine is the best in the world. There is a growing belief that whatever is made with it is better, generally, than other machine-made goods; and, with this for an established fact, the wonder is why these American machine-made goods, the acknowledged best in the world, are not finding a better sale in the world's markets. Even in those instances, altogether too rare, where enterprise has done its best to forward the interests of manufacturer and merchant, it is found that there is a hitch. The goods do not sell. They are looked at, they are admired, they create wonder that the newest manufacturing country is by far the best; but, when all is said and done, the goods are unsold and the parties most interested are asking why not.

Charles Dudley Warner, in the April number of the North American Review, answers the question in a single sentence: "We should make what the markets demand." America has not been doing this. She has been working up her raw material with her matchless machinery according to her own ideas, and, finishing the work, with the dictator in manner and in voice, says: "Here are the goods you want—this is the article you are looking after;" and when, with lifted eyebrow and a shrug of indifference, the customer turns away, the American dictator, with answering brow and shrug, exclaims: "Very well, if you don't want the goods, you needn't buy them; but you'll have no more until these are disposed of." The American tradesman, in dealing with foreign trade, insists on doing what he would discharge his salesman for doing behind his counter at home.

It is reasonable to conclude that the tradesman in the United States had better turn over a new leaf, if the commercial interests of his country are to be improved. He has made a mistake in the position he holds with the trading world. By some strange fallacy, he has got on the wrong side of the trading counter, and has forgotten his manners, as well as the commercial interests he has at heart. What has he to do or to say as to what goods are called for? If the demand is for cable, shall he offer clothesline, and insist on its being taken? If the call is for cheese, shall he, with the ungracious remark, "That or nothing," give the "filled" article? It is the purchaser who is to be satisfied, not the manufacturer; the wearer of the clothes, not the tailor who takes the measure and makes the garments; and the American dictator, in the face of this, sends forth his "Thou shalt" and "Thou shalt not," violates the first principles of trade; and then grumbles because "these foreigners are scooping everything in sight." It is unbusinesslike, it is un-American; and the sooner the American dictator throws off his robes of office and buckles down to his legitimate business, the sooner will come the business that should have been his long ago, and the sooner will he stop the ruinous policy of forcing skim-milk upon a customer who is calling for cream.

R. M. STREETER.

The merchant who thinks he will advertise just as soon as his business warrants it will most likely never get out the warrant.

SPRING & COMPANY

IMPORTERS and JOBBERS.

Show
Largest
Line
of

Gents' Furnishing Goods

Ever Offered by Them

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

GRAND RAPIDS.

A slight jerk--the spring does the rest

Pointers on Window Shades



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

VOIGT, HERPOLSHEIMER & CO.

WHOLESALE DRY GOODS

GRAND RAPIDS, MICH.

Our Wash Goods Stock



Is now complete. Calicos, Ginghams, Seersucker, Wide Prints in colors and Indigo, Outing Flannels, Shirts, Pants cloths, Cottonade, Denims and a new line of Red Damasks, 58 inches wide @ 20c.

Write for samples, if our traveling men do not call on you.

P. STEKETEE & SONS,

GRAND RAPIDS, MICH.

Candy!

A. E. BROOKS & CO.,

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.

5 & 7 South Ionia St.,
GRAND RAPIDS, MICH.

FREE ROOFING

Write to Warren Chemical and Manufacturing Co.,
1120 Chamber of Commerce, Detroit.

a book containing over 100 views of New York City and incidentally some information about the best thing in the market in the way of

Produce.

No Danger of an Overproduction of Good Butter.

I confess myself greatly amused at the articles appearing in some of the trade journals of late, predicting dire results to the dairy interests of the country through the possibility of an overproduction of good butter.

While I admit there is a possibility of overproduction, I do not think there is any probability of it in the near future. Those producing a strictly first-class article of butter at any rate need have no fears; their trade will be the last to suffer. I know butter is lower now than it has been for many years at a corresponding season, but I cannot think for a moment that it is all caused by overproduction. There are numerous causes for it. One of the most potent is the depressed condition of every industry. Many are out of employment, scarcely able to purchase the necessities of life, to say nothing of the luxuries. While these would be very glad to purchase the best quality of butter, if they had the means, they are obliged to be content with a cheaper grade and are glad to get that. A great many, too, have been eating second or third-class butter, not knowing what really good butter is. Suppose that only half the people buy the best and the remainder use a cheaper grade or oleo. The best butter would all be required for the former; the latter would be obliged to depend upon cheap butter or oleo. The object is not so much to induce people to make more butter as to make a better article and make it cheaper. People will in time become educated to know good butter from inferior, and they will not be satisfied unless they get the best. Then good butter will sell higher and poor butter still lower, for the reason that there will be less call for it than now. It is simply astonishing to find how much poor butter is being made. Go into the average grocery store and examine the stock on hand and you will be surprised that more than half of it can be sold at all. The truth is there are thousands of pounds used annually in the manufacture of fancy soaps—butter that ought to sell for 20 to 25 cents per pound, to be consumed in a legitimate way, selling for 8 or 10 cents or less, to be used for such purposes. The demand for good butter ought to increase in proportion to the supply. If the quality were improved, consumption would increase rather than diminish. People always eat more of a good article than of an inferior one, without a thought of its cost.

If 90 per cent. of the butter would grade No. 1, there would be very little demand for oleo and very little would be used. To tell the honest truth, I would rather eat good oleo than poor, rancid or bad flavored butter. Not that I advocate the use of oleo when good butter can be had, or believe that it is right to sell oleo as butter at all. When a buyer knowingly buys oleo instead of butter he has no right to complain. But the Government should see that no one is deceived a moment as to either. It is the innocent purchaser who complains upon discovering the truth. A short time ago I went into one of the leading hotels in a neighboring city of 40,000 inhabitants and made inquiry as to furnishing them with butter. The proprietor informed me they were using oleo because they had found it impossible to procure a good article of butter

in sufficient quantity. He said they were using about a hundred pounds per week and had been unable to get anyone to supply that amount of uniform color and quality.

That does not look as though there was any danger of overproduction of really good butter. That the markets are and have been badly glutted with poor butter is certain. So long as people persist in making No. 3 butter there is no danger the market will be overstocked with No. 1. Before people can be taught to make a fancy article they must first be convinced that they are not doing so now. Tell a woman that her butter is not first class and she is insulted in a moment.

The majority do not know what good butter really is and naturally they think theirs is as good as any. They have not the opportunity to compare it with the best, nor have they anyone to tell them wherein they have failed. They raise the cream, skim it and churn when most convenient, without regard to surrounding influences, and get something called butter. When ready for market it is probably as white as chalk, with a good, bad or indifferent flavor, as the case may be. Perhaps it contains a good percentage of buttermilk and, as a consequence, will have a still more pronounced flavor or smell in a few days.

My views may seem extreme or exaggerated to some, but those who buy their supply at the ordinary grocery store will not think so. In order to supply our regular customers at all times we are often under the necessity of purchasing there for our own use. In that way we get a knowledge of the variable quality of store butter.

O. J. VINE.

Make Regular Shipments.

One of the most successful ways of marketing any kind of produce is to secure a regular channel into which the goods can be moved promptly at the best prices that are current on arrival. Every large receiver must have customers who take certain brands regularly; this is necessary to the proper distribution of the stock. If each day's receipts had to be thrown on the market to take their chances of sale, and often in competition with similar goods from a hundred different points, there would necessarily be times of great depression, when values would fall very low. Then, again, there would be brief periods of excitable markets, with prices dangerously high. The average would, we think, give less favorable results than under the system of securing a regular distribution for a very large part of the stock.

Under the plan of having a specific and regular place for the goods as they arrive, it is necessary to have the co-operation of the shipper. For instance, a commission merchant goes to Jones and induces him to buy a brand of butter, assuring him that every possible means will be employed to get that brand regularly. Jones agrees to this and distributes the lot to a dozen or more of his customers who like the flavor, character, color and saltiness and soon begin to think that nothing is quite so good as his favorite brand. Everything runs smoothly for some time. Shipments come along each week, are sold on arrival at the very highest market price and returns made quickly. All at once the goods are missing, or there may be only a small part of the usual shipment. Word had reached the Secretary of the creamery, or the buttermaker, that some

SALT

Diamond Crystal, "the salt that's all salt," Peerless Crystal, Packers' Rock, and Ice Cream Salt. Lump Rock Salt for horses and cattle.

JNO. L. DEXTER & CO.,

..... JOBBERS

12 Griswold St., Detroit.

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.

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.,

BENTON HARBOR, MICH.

J. ROBINSON, Manager.

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.

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.

EARLY FRUITS AND VEGETABLES

Ask for our weekly quotations.

F. J. Dettenthaler,

117 and 119 Monroe street,
Grand Rapids.

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.

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 Fillers. 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.

other market was doing a little better and the week's make was marked up another point. The effect is easily understood. The jobber has to go in search of other stock, which may or may not wholly satisfy his customers, the receiver loses the outlet for the butter when the difference in values changes in favor of the original shipping point, and the disarrangement of the entire business is not only very unpleasant but decidedly against shippers' interests.

We urge the importance of selecting a house which merits implicit confidence, seeing that a regular channel for the goods is secured, and then never breaking that connection while the services rendered are satisfactory. Any temporary gain by diverting the stock elsewhere for a short time will invariably be lost before the balance sheets of the season's work are closed.

Too Much Independence in the Grocery Store.

Stroller in Grocery World.

I believe in independence as much as any man possibly can. I wouldn't allow a man to expectorate in my face any quicker than anybody, but I am strongly convinced that independence can go too far. It goes too far when a man who attempts to be independent goes around with a chip on his shoulder. I've seen some men who made a specialty of independence. Every other word they said was: "I'm independent. I say what I mean. I say to a man's face what I say to his back." They seem to roll their independence under their tongues like a sweet morsel.

One of the worst traits a business man can have is to be this way. I saw an evidence of this last week. It was in the store of a Philadelphia grocer, up in the Northwest. I had occasion to go in there on business, and I sized the man up as soon as I heard him talk. He was an "independent man" clear through.

"Well, young man, what do you want?" he said, brusquely, as I went in. Well, now, you know such a greeting as that rattles a man right on the start.

I told him who I was selling for and what I had.

"Don't want it," he said; "wouldn't handle it with a ten-foot pole. Your stuff's no good, and neither is the house you're working for," he said. "I always say what I mean, young man; I'm independent."

Well, this sort of thing made me hot under the collar, and I started in to give the man a straight line of talk. In the midst of the argument a customer came in, and he left to wait on her. I stayed where I was.

The customer was a lady, and she wanted a certain brand of canned peas. "Eighteen cents," said the grocer. "Why, I can get exactly the same thing at Smith's for 14," said the lady. "Why do you charge so much more?" "Smith's is the place to go for them, then," said the "independent" grocer. And the man actually put the can back in its place and came from behind the counter, forcing the lady to leave the store whether she intended to or not. A few pleasant words, a courteous explanation and a sale might have been made, besides retaining the lady's good-will. As it was, she was angry at the grocer's brusqueness, as she had a right to be, and her face was flushed as she left.

That was customer No. 1 lost.

The grocer had just started to argue with me when another customer came in. It was a young girl about thirteen or fourteen. She wanted several things, and the grocer wrapped them up.

One of the articles was crackers. The grocer weighed them out, and he had the scales exactly on the balance.

"You don't give very good measure," said the girl. "Mr. Smith down here always makes the scales go down."

"This is my measure," said the independent grocer. "If you don't like it you know what to do." And he

smiled complacently to think how independent he was.

The girl's face reddened, but she didn't say anything. When the order was finished, the grocer added the items and announced the result:

"Eighty-three cents."

"Isn't that a mistake?" said the girl. "I only make it 78 cents."

The grocer showed her his figuring, and, as it proved, he was right, but he needn't have been insulting about it.

"Huh!" he said, with a sneer, "you can't do a little sum in arithmetic like that, eh?"

The girl was mad clear through then.

"Yes, I can!" said she, "and I'll never come into your mean old store again!" And she meant it, too.

Customer No. 2 lost.

Then the grocer came around to me, and was going to show how independent he was again, but I was disgusted with him and cut the thing short. I derived more satisfaction out of a thing I said to him just as I left, than anything I've done for a long time.

"The biggest fool idiot I ever knew!" I said, "was a man who was so independent he thought he had to rub up against everybody."

Then I left him to think it over.

Is Partnership Desirable?

From the Commercial Bulletin.

Partnership troubles are many, and partnership troubles are few. Here are two opposite statements, and both true, depending on the view point from which the survey is made. Looked at from one point partnership is a failure, and from another standpoint it is a success. A great deal depends on the firm as to whether partnership is a success or a failure.

As a general proposition it can probably be said that most good business men prefer to be their own managers, free from the entanglements of partnership with its possible misunderstandings and worriments. This feeling may refer more to smaller lines of business than to large corporations. Take the general store of the country, for instance. A successful business man can on the whole better manage a business than where equal partnership exists. But men find it convenient and politic at times to unite their interests with some one who is supposed to have influence in the community in the matter of drawing trade to a store. The preference to be sole proprietor is waived by the one for the advantage that is expected to follow a union of forces. Thus many partnerships are formed for the benefits they are supposed to yield to a business.

In this view is partnership desirable? There are many complications involved in a discussion of the question. If two men can agree, or rather avoid disagreements that annoy, it is probably true that in mercantile affairs advantages follow partnerships. But this point should be well considered in advance. Differences of temperament, personal habits, general disposition, are proper matters for consideration in this connection. A man of strict moral ideas and clean personal habits would not want to ally himself with a man of opposite character; there would be trouble sooner or later, because the opposite natures would clash; the same is true where the principal considering a partnership is not of strong moral character.

Not enough attention is paid to these matters when partnerships are agreed to. A business alliance must be well formed or trouble will follow. It is better to do the work well at the beginning rather than make an alliance that will result in unpleasantness later on and which will make readjustment necessary.

It appears that the single State of Georgia now has more manufacturing than the whole South had in 1860. This is an illustration of the remarkable change that has been taking place in Southern industries during the past thirty years. That section is no longer giving all of its attention to agriculture, but is reaching out for additional means of prosperity, in imitation of the North.

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.

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 Peas	2 lb. Sifted Fancy June Peas	2 lb. Refugee String Beans
	3 lb. Apricots	

Canned

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

Goods

Vienna Cream and Fruit Drops

New novelties in the baking line. Ask
our salesmen to show you samples.

CHRISTENSON BAKING CO.,

Manufacturers of Crackers
and Sweet Goods.
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.

Garden and Field Seeds

In Bulk.

Wholesale and Retail.

All Fresh Stock.

GRAIN, FEED, HAY and Straw,
Wholesale and Retail.

We buy Potatoes in car lots and Beans
in carlots and less; also Eggs
and Country Produce.

Beach, Cook & Co.

128-130-132 West Bridge St. W. T. Lamoreaux's
old stand.

Grand Rapids, Mich.

CHAS. A COYE

Manufacturer of

Tents, Awnings, Horse, Wagons and Binder Covers.

Send for prices.

11 PEARL STREET,

GRAND RAPIDS, MICH.

"LA DELICATESSE"

A "Confection in Cheese."

"LA DELICATESSE" CO.,
Herkimer, N. Y.

TIRELESS TRAVELERS.

Tales Told by the Wayside—Interesting Experiences.

From the Milwaukee Sentinel.

"I went to see Fanny Davenport Thursday night," said a well-known traveling man, "and, while watching the excellent performance and admiring the beautiful scenery, I was reminded of a play I saw a short time ago in one of the back woods towns in Indiana. I do not remember the name of the piece, but it was a border drama, filled with thrilling situations, and before the end of the second act the stage ran red with blood. The actors, if they can be called such, were of the kind that believe that it is necessary to yell at the top of their voices in order to bring out the points of the play. In other words, they were 'scenery chewers,' and the way they strutted about the ten by fourteen stage was ridiculous.

"The third act opened in a wild and picturesque spot in the Rocky mountains, with a miner's cabin in the foreground. The star, a young woman with yellow hair and black eyebrows, was seated at the door, bemoaning her fate. 'Oh, what shall I do?' she cried, wringing her hands in anguish; 'for three long days have I been in this miserable place without food, and now—'

"She got no farther, for there was a heavy footstep and the villain strode upon the stage.

"Well," said he in a voice of thunder, 'have you made up your mind to become my wife?'

"Never, you base, vile villain; sooner would I die than become the wife of such as I know you to be."

"That is exactly what you will do," said he. 'Prepare to meet your Maker!' With this remark he drew a large and gleaming knife from his belt and started toward her. He had taken but a few steps when an unexpected thing happened. For some cause or other the flat on which was painted the mountain scenery had not been properly braced and fell with a crash, carrying with it the cabin. The man saw it coming and made an effort to shield the young woman.

"Lay down!" he yelled, as he dropped flat on his stomach. The woman attempted to do so, but was not quick enough, and the flat struck her on the head. The canvas was old and rotten and her head went right through it. She was unable to release herself and there she stood. The audience yelled and during the excitement the villain crawled out from under the flat and helped to release the young woman from her unpleasant position. It was some little time before the curtain was rung down, and after it was the audience yelled until the man and woman came out and made a bow. He proved himself to be master of the situation, however, and in a neat speech said he believed he and the woman were the only people living who ever had a mountain fall on them and escape uninjured."

"Your story reminds me of another," said a member of the party, who was listening to the above, "and, as an Indianapolis man named George Mitchell is concerned in it, I believe this would be a good time to tell it. This happened a few years ago when Mitchell was on the stage. He joined a fly-by-night company playing in Davenport, Ia., and the very day he arrived the company went to the wall. He supposed everything was lovely, and that night went on to do the part of a scout in a Western play. He was dressed in buckskin and while he was on the stage conducting a party of settlers to a place of refuge in order to escape from the Indians, a constable and several deputies arrived. They at once seized everything, including Mitchell's trunk, and when he wanted to change his clothing they refused to allow him to do so. In vain he argued that the suit of buckskin was worth more than the clothing he wanted to wear, but the constable was bull-headed and said he was compelled to take things just as he found them. This was a pretty predicament, but Mitchell was compelled to make the best of it, and that night he was forced to walk to

the hotel dressed in the garb of a wild Western scout. The next morning he telegraphed home for enough money to buy him a suit of clothing, and then he returned to Indianapolis a sadder and a wiser man."

"The tricks of the old-time salesman are varied and many," said a veteran yesterday, "but I remember an instance where a country merchant got the best of one of the smartest men that ever traveled out of Chicago. This happened years ago, shortly after the close of the war. The merchant kept a sort of general store in Crawfordsville, and one day a Chicago traveler came along with some accordions which he offered at a very low figure. He explained that they had been slightly damaged in a steambot wreck on Lake Michigan, and, while they were slightly soiled, were just as good as new. The samples were all right, and the merchant took about two dozen at a price far below cost. About a week later the instruments arrived and were found to be ruined and unsalable. Instead of bringing suit for damages the merchant swore to get even. A short time later his opportunity arrived. He saw a chance to buy some flimsy cloth, and this he sold to the traveling man, who thought he saw an opportunity to make some money. He purchased the entire lot and then sold some of it to other merchants in Crawfordsville.

"If my memory serves me right, one of the first men to buy a suit from the cloth was a Methodist minister, who was holding revival services in the woods near the town. The suit looked nice and everything would have been lovely had not an unfortunate thing happened on the first day he wore it. The preacher was on the platform busily engaged in pointing out the straight and narrow path when it began to rain. I do not exaggerate when I say it rained hard; in fact, the water came down in torrents, and before he could get to a house he was wringing wet. He stood by the stove with a woe-begone look on his face, and when his clothes began to dry they also began to shrink. It was not long before they began to rip as well, and the ladies were politely requested to retire. Inside of twenty minutes the trousers had crawled up to his knees and the coat sleeves almost reached his elbows. The trousers were almost as tight as the skin, and the poor unfortunate follower of the meek and lowly Nazarene was beginning to suffer, not only humiliation, but bodily pain as well. He soon realized that there was only one way out of his trouble, and that was to get out of the clothes as quickly as possible, but when he tried to do so he found that the trousers stuck to him like glue. Some of the good brethren suggested that it would be necessary to cut them off and finally the minister consented. After twenty minutes' work he was relieved of the trousers, and a boy was dispatched to the town after another pair. If I live to be a thousand years old I shall never forget how that minister looked as he sat by the stove dressed only in his underclothing. Finally the boy arrived and the minister dressed himself and made a sneak for home and the meeting broke up in confusion.

"As might be expected, the incident caused indignation among the good people of the vicinity, and the man who sold the cloth was roundly denounced for taking advantage of the minister by selling him such a flimsy suit. He was forced to make him another; then he decided to bring suit against the traveling man who sold him the stuff. He did so and, owing to the feeling among the good people in Crawfordsville and vicinity, found no trouble in recovering damages."

It was when the prohibition movement first gained the ascendancy and became a fixed fact in the form of statutory law in Kansas that Herman Hulman, the famous wholesale grocer of Terre Haute, maintained an extensive branch of his business, from which he sold whiskies all over the West and Northwest, and nowhere enjoyed a better trade than in the State of Kansas, where prohibition came with a force

The Great Van Twiller

Again I have the agency for this, the greatest 5 cent cigar ever made.

Send orders by mail and they will have prompt attention.

J. A. GONZALEZ,
Grand Rapids, Mich.

Representing the

Best & Russel Company,
Chicago, Ill.



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.

.....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.

which was likely to wipe out Mr. Hulman's business in that section.

If ever there was a man of ready expedients in active business life that man was the great Terre Haute grocer, and this stood him well in hand at the period in question.

One day an old friend of Mr. Hulman's was visiting him and, of course, was spending a little time at the Main street establishment.

In a storage room on the second floor of the great building he came upon several rows of shelves containing a library of splendidly bound books. He was something of a literateur, and his attention was accordingly at once attracted to the display of volumes. He saw that all the standard poets were included in the collection, and, pursuing his examination, he discovered that among the miscellaneous works were Bunyan's "Pilgrim's Progress," "Ten Nights in a Bar-room," "Ten Years in Hell," by Luther Benson; "The Rum Fiend's Grasp," "Scientific Poker," by Robert Schenck; "Baker's Hygiene," "Combe's Dietetics and Digestion," and many others. More from matter of habit than for any other reason he took down "Ten Years in Hell," and was astounded to find that what he supposed was a story of the well-known and erratic reformer's struggle with the drink habit was nothing but a pasteboard box, in the form of a book, and that it was quite heavy. Then he noticed in the top of the box, so to speak, in the upper edges of the leaves, a sliding circular disc, which he shoved back. Then he looked down into the "book" and discovered a bottle. Inverting the box, the neck of a pint bottle slipped through and he caught it in such a manner as to enable him to draw the cork. Turning it up to his mouth, he took a stiff drink of bourbon whisky, simple and pure. Then he replaced the book in its place on the shelves and retraced his steps to the office below, where he asked Mr. Hulman if he had added a book department to his already mammoth business. "Oh, no," was the sententious reply. "Those books on the shelves up stairs are simply samples of packages I have had prepared for my Kansas trade."

It was even so, for it was not many days until two or three car loads of the Hulman library were consigned and in transit to the Kansas correspondents of the house.

The Tramp's Device.

"Madam," said the tramp, as he put his nose through the grate of the basement door, "kin I ask a favor of you?" "Well, what is it?" demanded the housewife, impatiently.

"Will you give me a description of the outcast what dropped dead at your table the other day? I fear it was me brother."

"What do you mean? No outcast has ever dropped dead at my table."

"Then I have been heartlessly deceived," continued the tramp. "The lady in the yellow house across the street told me that a man had died while eating one of your meals."

"Step inside, my man, and I will tell you all about that story. That hateful creature across the way is my deadliest enemy. She told you that story to hurt my reputation as a cook. Now, to prove to you that her insinuations are absurd, and that my cooking is as good as any in this town, I will ask you to try it. How do you take your chocolate?"

"With cream and buttered toast," he replied in sympathetic tones as he pushed his legs under the table.

No Fixed Wages.

Applicant—No, I didn't git no fixed wages where I was last. I worked on time.

Business Man—Were you discharged? "Yes, sir. I expected to be there for years, but they discharged me in three years for bein' good!"

"That's strange. Where did you work?"

"In the penitentiary!"

A well-cultivated brain is a great labor-saver. Study a little harder.

OF THEIR OWN MAKE.

How Indiana Merchants Increase the Volume of Currency.

United States Marshals recently nipped a neat game in the bud in the little town of Linton, Ind., and some of the leading citizens were arrested and taken to Terre Haute for trial, charged with making and circulating a substitute for money.

The names of the defendants are Frank Martin, manager of the Linton Supply Co.; Nathan G. Dixon, manager of the Summit Coal Co.; Finney Strong, a partner in the Linton Supply Co.; John W. Wolford, general merchant, and his three sons, Edward, Thomas and William Wolford.

Martin is charged with making and circulating coupons and checks in sums of less than \$1, in lieu of money. The other six defendants are charged with substituting a coin of their own, similar to pool and card checks, for the lawful coin of the realm. All were placed by Commissioner E. F. Williams under \$500 bonds each for appearance at trial on Tuesday, the 21st. John W. Wolford gave bonds for his sons, who were not present. Edward is lying at the point of death and the other children are at his bedside.

The United States marshal confiscated almost \$80,000 worth of the checks and coins, and there is said to be a consignment of the coins weighing over 800 pounds now on its way to Terre Haute, where Commissioner Williams will have charge of it, pending a hearing of the case.

The scheme of the defendants, briefly, amounted to compelling the people of the community to trade at said defendants' stores, while workmen at the mines were paid in the checks. So completely had the substitution driven out the genuine article that doctors were compelled to receive their fees in it, and John Wolford, the merchant, with several thousand dollars' worth of the substitute in his store, had to borrow enough good money to get him to Terre Haute and return. The coupons and coins range in denomination from 5 cents to \$1 and were redeemable at 85 cents on the dollar. The defendants claim to have consulted attorneys before beginning their operations.

The scheme is a pretty one and a very profitable one to the operators, provided they could in the end secure the necessary money to redeem the substitutes and for carrying on their business. But it was, likewise, risky, as the present turn in affairs proves.

Her Small Offense.

The beautiful though richly dressed young woman stood before the police magistrate. Beside her on the bench was her accuser, a stern-faced merchant in the dry goods line.

"I'm not a kleptomaniac, sir," she began, when the time came for her to speak in her own behalf; "it's my first offense."

"That may be true enough, your honor," broke in the merchant, "but we must be protected, you know."

"But the article was so small that I didn't think my act in taking it would be construed in the light of a theft," pleaded the maiden again.

"I am extremely sorry for you," responded the kindly faced magistrate in a husky voice, "but it is my duty to see that the law is maintained. What was the article you took?"

Opening her purse, the accused withdrew a something and placed it before his honor. "There it is," she said.

"It is, indeed, too small a thing to speak of," muttered the magistrate as he unfolded a red silk bathing costume.

And, as the young woman walked ad libitum from the court room, she cast a withering glance at the defeated merchant.

A good window advertisement can be secured by placing a representation of the "Old Oaken Bucket" well, with the outside covered with shoes and placarded, "A well-selected stock of shoes and slippers."

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.

"There is no higher art than that which tends toward the improvement of human food."—HENRY WARD BEECHER.

MICHIGAN SPICE CO.,

MANUFACTURER OF

"ABSOLUTE"

Pure Ground Spices

"ABSOLUTE"

Baking Powder

"ABSOLUTE"

Butchers' Sausage Spices

"ABSOLUTE"

Cigars

Importers of "ABSOLUTE" Teas, Roasters of "ABSOLUTE" Coffees, Jobbers of Grocers' Sundries.

L. WINTERNITZ, Manager.

1 and 3 Pearl St., Grand Rapids. Tel. 555.

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.

Parisian Flour

Parisian Flour

Lemon & Wheeler Company,

SOLE AGENTS.

Parisian Flour

Parisian Flour

Bicycles

The Demand For The Bicycle.

The increase in bicycle demand has gone far beyond expectations. When it was proposed to manufacture a million wheels for the market of 1896, double the number for the preceding year, it certainly seemed that there would be more built than could be sold at profitable prices. Manufacturers and dealers hoped that, with improving times, there would be a sufficient demand to warrant the large output. The hopes as to better times have not been realized. General business has become more discouraging ever since the opening of the year. But, in spite of this fact, everything that is offered in the shape of a wheel finds almost immediate sale. The factories are increasing their outputs as far beyond their original intention as the supply of material will enable them to do, running, many of them, day and night. It is certain that the output of wheels will far exceed the estimated million, and they will all be sold.

It is interesting to conjecture what the demand would be if times were not so stringent. There would, doubtless, be a greater output, for, undoubtedly, the general dullness has deterred many from entering the field of production. It is a fair inference that, as times improve, the demand will also continue to increase, thus arguing a favorable outlook.

The demand is almost universal. Many who poohed at the undignified plaything are now to be seen gracefully skimming along by its aid. Many a mother who declared, "No daughter of mine shall ever ride on such a thing!" is accompanying her daughters, and with little less enthusiasm than theirs. Old men find in it a renewal of the exhilaration of youth, and invalids are recognizing its efficacy in the restoration of health. It seems to have conquered all prejudice in the conservative classes and to have become the ambition of all who can procure the means of possession.

Its economic value is coming to be more and more appreciated. In the United States postal service it affords a wonderful acceleration of the service and saves much of the weariness of the constant walking before its advent. In the police service in great cities it is rapidly becoming a necessity. It is interesting to note that for this service the demand is for expert, athletic wheelmen, who can outdistance those who become speedier on the same vehicle than ordinances allow, and for the overtaking of those who are disorderly or criminals, and also for overhauling fast drivers or runaway teams. Numbers of instances of efficient work of those who are filling such positions in the New York service have recently appeared in the press, and there is no doubt but that the experiment will result in a greatly increased demand for men capable of doing such work, who are sufficiently athletic, as well as for the wheels.

Then, for uses of general transportation, not only for those whose business requires much travel—as collectors, etc.—but for transportation to and from labor or business, it is found that the wheel is more economical than any other mode of transportation, soon paying for itself in the saving of car fares. Its use enables many to live in comfortable homes outside of the crowded districts, which would otherwise be unat-

tainable. As these economic reasons for its use become more appreciated the demand increases.

Where will it end? As already intimated, there is little doubt but that it will greatly increase, and for a considerable time to come. In the large cities every school for learning to ride is crowded to its capacity. The streets already present a remarkable spectacle, the wheels far outnumbering all other vehicles. A year or two ago, a path made by the bicycles was a curiosity; now, the wheels are having a decided effect in improving the streets and the paths are prominent everywhere. It is already a question of importance to manage to avoid collision with pedestrians or with other wheels. Both have to be educated to avoid unpleasant incidents. It is impossible to predict the end; but it is not unreasonable to say that no mode of progression has ever made a greater change, since legs were invented, than is likely to result from the introduction and development of the wheel.

NATE.

Money in the Mails.

A member of a Boston firm doing a large mail order trade, receiving several hundred letters a day in answer to their advertisements, and with money in nearly every one of them, has this to say about the proper way of making small remittances by mail:

"I think the mails of our country are safe, but there is no need of the people becoming reckless, and they ought to understand that in remitting money, as in nearly everything else, there is a right way and a wrong way. The safest way is to get a postoffice money order, or, if one has a bank account, send a check or draft. If one doesn't happen to have money on deposit at the bank, he should give the amount to be sent to a friend who has an account and let him write a check or procure a draft.

"The express money orders are another good way to send money safely. All the express companies now issue them in any amount, and when sent to a point where the company has no office, they will be cashed by any bank or merchant.

"A registered letter is considered quite safe. All that is necessary is to go to the postoffice, put the money in the envelope, and tell the postmaster or registry clerk to register the letter. A receipt is given and another is returned, when the letter is delivered—all this for a fee of eight cents.

"If one takes ordinary care in inclosing money in letters, the chances for losing it are probably not one out of a thousand. Silver should be wrapped in paper, or a better way is to take a piece of cardboard and cut a hole in it the size of the coins; then put them in the hole made, pasting paper over them on both sides. This, however, should be placed inside the folds of the letter.

"When sending postage stamps for fractional parts of a dollar, they should be wrapped in oil paper to prevent their sticking together, and one and two-cent stamps are preferred by most mercantile houses to stamps of the larger denominations.

"All letters, whether containing money or not, should have the address of the writer in the upper left hand corner of the envelope so that, if not delivered, they can be returned promptly."

The sunflower crop is one of the best paying in Russia. A good crop is worth, as it stands in the field, \$25 an acre. The seeds are sold by the farmer for from 4s to 6s a pound; then the merchants salt them and retail them for 12s a pound, and at every street crossing in Russian provincial cities are stands and peddlers with baskets, selling to the passers-by the salted product of the big sunflower, which is eaten.

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.

The Drummer and the Dressmaker.

Written for the TRADESMAN.

I was sitting in our living room, one evening last week, writing a letter. I had already finished two others, so it was quite late.

The other person in the room was Miss Perkins, a dressmaker who had been working in the house for some time.

I was interrupted in my writing by Miss Perkins' remark, after having consulted her watch, to the effect that it was past eleven and time to go to bed.

Certainly, this was a most ordinary incident, and seemingly not worthy of further comment, yet in the fact of Miss Perkins' consultation of her watch hangs a tale.

Miss Perkins started life in Baltimore, the daughter of wealthy parents, who, subsequent to her fifteenth birthday, unfortunately lost all their riches. She then learned the art of making dresses and has been working at it nearly all the time since. She is now forty-five on her own confession. Ten years ago, she went to Texas to fill a responsible position to which she was called, and then, when the World's Fair came along, she was seized by the Chicago fever and started thither.

She had a brother living in Kansas, and so it was that she came by way of the "Santa Fe" with a stop-over in her pocket—she was a dressmaker and could have all the pockets she wanted. Her ticket allowed her to get off at Emporia and take a train on a little sleepy road that ran up to Buzan every morning at 7 o'clock. In case she missed this train at Emporia, she must wait over a whole day, in that pinched-up, dreary, forsaken village. This was decidedly to be avoided, if possible.

She went to bed early, on the Santa Fe train, to be ready to get up in time to leave the car at Emporia. She slept the sleep of a tired dressmaker who snores—she sometimes goes to sleep in her chair and we all know how she snores.

At three o'clock in the morning she was awakened by a terrible commotion in the lower berth next to her own, and, when she had gained sufficient presence of mind to comprehend that it wasn't a smash-up or an earthquake, she learned that the man in the berth from which came the disturbance wished to leave the train at the next stop, which would be in just two minutes from the time she awoke. The porter had been late in calling him, and he had lazily turned over once or twice, as a matter of habit, and so it was that he had only two min-

utes in which to robe and get off the train.

He was furious at the porter, on whose shoulders he insistently laid the blame, and, by all that was holy or otherwise, they should hold that train for him to get dressed in a respectably leisurely manner. He cowed the porter with his vehement verbosity, and finally browbeat the conductor into his view of the case.

They held the train for the ogre—that was the pretty name Miss Perkins dubbed him then—to take his time in completing his toilet, and the dressmaker missed her train at Emporia and had to wait all day for the next one.

By 3 o'clock she was completely at her wits' end for some occupation. She had vanquished everyone in sight by a magnificent display of her qualities as a conversationalist. She was a talker, and everybody in the hotel knew it before dinner and by three o'clock had learned to keep a respectful distance from her broadsides. Many a time has she talked me to sleep, and I would defy anything under heaven—even an X-ray—to discover anything in her talk but words and wind.

When landlord and landlady and the waitress and the one other guest had one by one stolen away from her on the plea of duties unperformed, she strolled out upon the veranda and saw, to her delight, approaching the hotel, in a single carriage, a portly, red-faced man, who had, from the appearance of the rig, driven several miles across country.

He reined up with a great deal of fuss and feathers in front of the hotel, and, dismounting, stamped his way into the office, in a manner distinctive of those who spend their lives going up and down the country, as he did, selling goods and practicing urbanity of manner in difficult situations—such as, for instance, the study of country hotel menu cards.

But it was all over with Miss Perkins. Her fluttering maidenly heart was touched as it had never been before, and she knew he was the man for her. To make a long story short, before many quarters of an hour had passed, the admiration had become mutual.

The two parted, after a delightful afternoon, with the promise to correspond.

They did so, intermittently.

Time rolled on, as time will occasionally. Benjamin Harrison was nominated for the presidency against Grover Cleveland.

Miss Perkins was an ardent Democrat. She offered a wager on Cleveland to her friend. He accepted if she

would allow him to name the stakes. She did so, and his proposition was that, if she lost, she was to belong to him.

She won, and his end of the wager was paid with the gold watch from which she told me the time, the other evening.

Thus it is seen how many and extremely varying circumstances conspired to bring about the simple act of Miss Perkins' looking at her watch.

But the funniest part of the whole story remains to be told: The man who raised such a cyclone in the sleeping car, and who caused Miss Perkins to miss her train at Emporia, was the identical man who afterward gave her the gold watch. L. L. S.

It is easier to get into debt than to get out of it.

Just Strong Enough.

Not long ago Sandow was going from Kansas City to Omaha, and had occasion to go into the day coach. There he was accosted by a tall gentleman with long side-whiskers.

"Excuse me, sir," he said, "but are you not Mr. Sandow?"

"Yes," said the strong man.

"You can lift three tons in harness?"

"Yes, sir, that is my record," the Hercules returned.

"You can hold two hundred weight at arm's length?"

"Yes."

"And put up three hundred pounds with one arm?"

"Yes."

"And six hundred with two?"

"Yes."

"Well, then, would you kindly raise this car window for me?"

It is very noticeable how the memory of him who is both debtor and creditor fluctuates.

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

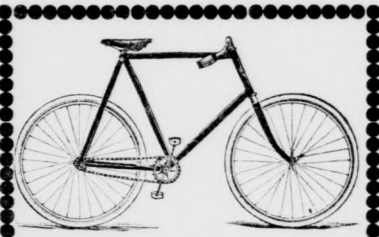
ESTABLISHED REPUTATION!**Helical Tube Premier****March****America****Monarch****Cycloid****Outing****Envoy and Fleetwing****Wolverine****Featherstones.**

Write us for Territory, Prices, etc.

ADAMS & HART,

Bicycles and Sundries—Wholesale and Retail,

12 West Bridge St., Grand Rapids.

**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.

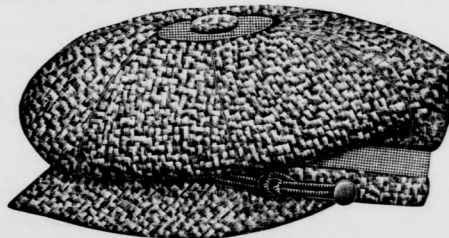
Also agents for Sterling, Dayton, Phoenix, Ben Hur

Agents Wanted.

We have wheels from \$40 to \$100. Correspondence invited.

THERE'S WISDOM IN A COOL HEAD**Hirschberg's Patent
...BICYCLE GOLF CAP...**Ventilated around the Side
and Top of the Crown.

Will keep the head cool in the most sultry weather.



PATENTED.

Manufactured by the
....Imperial Cap Manufacturing Co....Who are Sole Manufacturing Agents
for the State of Michigan.

Send for Sample Cap.

Men's, \$8.50 per dozen. Boys' \$8.00, per dozen.

IMPERIAL CAP MANUFACTURING COMPANY, 125, 127 and 129 Jefferson Ave., Detroit.

Hardware

The Tragic Fate of a Washboiler.

A washboiler was sitting upon the curb line, away down by degradation and about a bushel and a half of ashes. It was an old boiler, in fact one which might be classed as one of the "has beens." Its thoughts were something like these:

"Once I was a resplendent and beautiful truncated cone, worth eighty-nine cents, and evolved from the purest iron ore, coated with the brightest and cleanest of tin. To be sure, I was an inverted cone, and hollow at that, but I was both handsome and useful, and I commanded respect. I led an easy life. In fact, I worked only one day in the week, and although it was hot work for a few hours, I rested for six days, and had little to complain of. I might be enjoying the same life yet but for the slovenliness of a new servant. When I was young I was in the care of a woman who took great pride in my appearance, and on Monday at noon, when my work was done, she was careful to wipe me dry and stand me upside down in a place where I could get plenty of fresh air. A few months ago this woman disappeared and a slatternly girl took her place. I realized the difference the first day she took me in hand. She rapped me against a laundry stove, in the first place, and made a most disgusting dent in my side. When my work was done, she hurriedly drained me and then left me setting upon the wet floor of the laundry. The water trickled down my insides and settled an eighth of an inch deep. By the end of the week it had all evaporated, but then my trouble began. I felt the oxide of iron entering into my soul from inside and out.

"It was the same way the next week and the next. Then trouble came. I began to break first in one place and then in another, and was sent to the tinker's. He daubed acid and solder on my seams here and there and sent me home, but it was of little use. Cankering rust had attacked me everywhere, and hole after hole appeared. I shed bitter tears, which sizzled upon the hot stove, and the more I cried the less they thought of me. One day I saw a handsome new boiler carried into the laundry, and I went banging down the cellar. Since then I have been battered and bruised most relentlessly. Filled with nasty, choky ashes every morning, banged against the furnace, beaten with pokers and shovels, pounded upon the sidewalk, teased by hook-bearing Italians, and abused most grievously by rough-handed scavengers."

Just then an ash man hoisted him aloft and tipped him over the side board of the wagon. A rude gust swept over the wagon at that instant, and much of the contents of the old boiler went flying down the street and into the eyes of the passers-by. The ash man got some in his eyes, and, muttering a German oath, he flung the poor old hollow and empty cone down upon the curb. After a preliminary spin, it assumed a perpendicular position, groaned, and then emitted something like a sigh of relief as it pulled itself together. "I am glad my bail is gone," it said. "It was always a nuisance, constantly banging my rim and pulling my ears. It's gone for good now, and I'm really thankful. Here, you keep off, boys. You wouldn't help me a few minutes ago when I was full of ashes and you might have done me a

kindness by relieving me of some of the pressure, but now you come around trying to have fun with me. Keep off, I say. Let me alone."

This was addressed to two rollicking gusts of wind which came at the light boiler from opposite sides and almost twisted him into the gutter. They whistled up a number of other gusts and shrieked, "Here's fun, boys!" and then they went at him with repeated onslaughts. The boiler held his ground valiantly for a moment, and then two of the lustiest gusts caught him up and hustled him into the gutter, where he lay moaning on his side. Then all the big and little gusts went at him like college boys in a cane rush, and he fairly shrieked as they banged him over the pavement. He would not roll straight, but turned in a circular sweep to get back to his home. Just as he thought to attain the goal another gust would catch him in the fullness of his system and throw him end over end, or whirl him on his chine, until finally a huge rotary gust caught him up, sent him spinning in the air, and dropped him into the arms of a full-back gust, who ran with him under a trolley car. That was the end. He came out flattened and rent asunder, and a boy on the sidewalk called to another: "Hoop la! did you see that old washb'iler git smashed?"

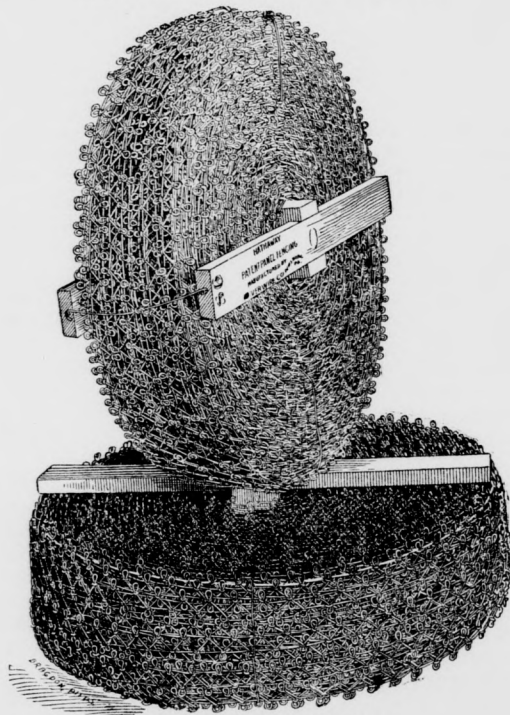
Value of the Store Window to the Hardware Dealer.

In some lines of business the store window has its daily dressing. It is made attractive by its changes. So important a matter has this become, both in a commercial and spectacular sense, that it is cultivated as an art and recognized as a special feature in the promotion of trade. A store window is, or ought to be, a cameo, in which we have in artistic grouping of what is offered for sale on the counters behind the picture. Where this rule is observed the eye of the public is attracted, and its patronage not only invited, but generally secured. Here you find the crowd without and also the crowd within. The clerks are busy. The hum of business is heard, and the cashier is in no danger of taking a nap as the cash goes through his fingers. On the other hand, a window that has no new picture behind its glass fails to arrest attention, and if it does it is simply to leave a bad impression on the mind of the passing critic. It is like an unwashed face on Sunday morning, or a collar that knows more of dirt than of soap. It is slovenly and forbidding, and if trade prospers under such conditions, it is as novel as a poke-bonnet would be on the moon, or a third eye in a calf or a baby. It is needless to say that such instances are to be found in every city, town and hamlet. The neglected window has a stale and invalid appearance. The same old sad-iron stands in the corner, with a suggestion of real estate on its sombre countenance. A coal hod finds a fixed abode where the spider weaves a web for flies on a lounging buck saw. A stray hammer and an imprisoned axe divide a forlorn situation with an auger and a gimlet that have been mutual friends for months. A sleigh bell has the same position in summer as in winter, and an ice cream freezer looks out on the street in December as it did in June. The idea of exhibiting goods according to the seasons has never invaded the petrified exhibit. The same old stove does duty when the world is perspiring as it did when men were wearing ear-

A couple of pointers and other information on

Olivers' Hathaway Patent Panel Fence Wire

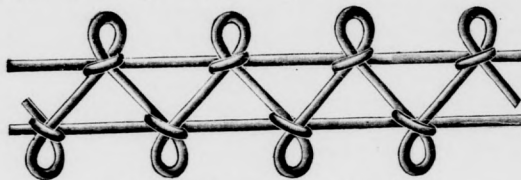
The Ideal Fencing for Fancy Stock



FROM A PHOTOGRAPH.

Cheap, Strong, Visible, Durable, Handsome.

Regular—Put up on spools of about 100 pounds each. Runs twelve feet to the pound, and is 1 1/4 inches wide.



The above shows 1/2 size of "regular" wire.

NOTICEABLE FEATURE.

Notice particularly that the main parallel wires are wrapped around and securely fastened to the ziz-zag truss wire. This construction makes a rigid, visible and absolutely **non-collapseable** fencing strand, a distinctive feature with the Hathaway fence, not found in other patterns of panel or truss fencing. Write for prices.

FOSTER, STEVENS & CO.

GRAND RAPIDS, MICH.

TINWARE.

We carry a full stock of
Pieced and Stamped Tinware.

WM. BRUMMELER & SONS

Manufacturers and Jobbers of TINWARE.
Dealers in Rags, Rubbers, Metals, etc.

260 S. Ionia St.
Grand Rapids, Mich.

STONEWARE

Delivered from cars into
your store at

Manufacturers' Cash Prices.

Drop postal NOW to

W. S. & J. E. Graham

Grand Rapids.

laps, and the pair of skates that might have attracted a longing look when the ice was three feet deep in the river have still the same cold smile for the passer-by when the summer fly is being roasted on the window pane. Now, there is no reason why this abnormality should exist, unless it be in the misfortune of the dealer's being born tired, or the clerk objecting to soil his digits. In the hardware trade, as in all others, demand has its seasons, and there is certainly no lack of material in a hardware store wherewith to make a kaleidoscope of its window. There can be no doubt but that a little more attention to window dressing according to the seasons would do much to help trade, when under different conditions, it has a struggle to evade the sheriff. Anyhow, it remains a fact that where a store window is neglected, and its exhibit has the unchanging face of a stone dog, it might as well draw the blinds or close the shutters.

"Jim the Penman" Caught.

At regular intervals for the past seventeen years counterfeit notes have made their appearance which were executed entirely with a pen and brush, and were so cleverly made as to deceive even experts. The person who was putting these dangerous bills into circulation came to be known as "Jim the Penman" among United States secret service men, but none of them was able to discover his identity. All sorts of clues were followed, in one instance the detectives working on a case for two years, but not one was able to get anywhere near the clever counterfeiter. Many innocent persons were placed under surveillance and arrest from time to time, but they proved that they, like the government, were simply the victims of the mysterious penman.

The pen drawn counterfeits first made their appearance in 1879; that is, the first one of them was detected at the treasury department in that year. The redemption bureau at Washington keeps a record of the number of every note issued. One day a \$20 bill came in, bearing a number that was on a canceled note. It looked all right, and the department experts about came to the conclusion that the canceled duplicate bill was a counterfeit. Finally, however, one of them ran his wet thumb over the corner of the bill under examination. The result was a blur, showing that stationers' instead of printers' ink had been used in making the note. It was then clear that the counterfeiter was doing his exceedingly clever work with a pen and brush. That was the only thing that was known about him for years, despite the fact that he continued to issue his bills regularly, in denominations of \$10 and \$20, and generally in the winter season. The average lease of life of the plate counterfeit is two years, but "Jim the Penman" worked over sixteen years without being detected. His success was due largely to the fact that he could do his work without the assistance of confederates.

But "Jim the Penman" has finally been caught, and this is how it came about. On March 28 a respectably dressed man went into a saloon on Cortlandt street, New York and, after buying a drink and a cigar, tendered a \$50 note in payment, saying he was a farmer in Pennsylvania and wanted the change to pay his hands. The bartender charged the bill, but after the stranger had gone he examined it and came to the conclusion that it did not feel just right. He hunted up a policeman and the two soon after found the stranger at a ferry counting his change. He was arrested and gave the name of Gilbert. At the station the city detectives tried to sweat him, but could learn nothing other than that he was a German who said he got the counterfeit bill among others paid him for some Government bonds. Then the United States secret service men, among them Deputy Chief Ray Bagge, took hold of the case.

It was finally discovered that "Gil-

bert" came from Flagtown, N. J. Detectives sent to that place found that a German named Emanuel Ninger lived there, who answered to the prisoner's description. He came to this country twenty years ago and got work as a sign painter. Five years ago he bought a farm at Flagtown, where he is now living with a wife and four children. He passed as a retired merchant, and had little to do with his neighbors. The latter understood that he got regular remittances from the old country.

When the secret service men searched Ninger's house they found genuine bills amounting to \$4,000, three government bonds of \$1,000 each and \$1,100 in coin.

They also found pens, pencils and ink used in making spurious notes, and pattern pieces used to copy them. The chain of evidence was made complete by the discovery of several more counterfeits Ninger had passed in New York, and when he was confronted with it in the sweat box the man confessed everything. He said he first made the tracings in pencil so as to correct possible mistakes with the pen afterwards. The seal was the most difficult of all to counterfeit, and it took him some time, he said, before he could get the right color, a light red. The numbering was in green ink. He used a white ink to make the tracings over the dark background, and also with a pen he cleverly imitated the silken fiber of the genuine note. He vowed that he did not use a magnifying glass to make the microscopic lettering, and said he could make a pen portrait of a person so fine that it would look exactly like a photograph. His skill appears all the more marvelous when any one sees his hands, which are big, fat and clumsy, like those of a ditch digger. Ninger had made counterfeits of the denominations of \$10, \$20, \$50 and \$100. It generally took him two weeks to turn out a bill. His counterfeiting work was mostly done in the winter time.

A Hazardous Business.

From the New York Shipping List.

If a bank fails and deposits have been received within thirty days of the date of the suspension, the officers of that bank are liable to criminal prosecution for embezzlement, the penalty for which is a fine double the amount involved and imprisonment from one to three years. No matter what the circumstances, no matter what the causes of suspension may have been, the law says a crime has been committed by the banker, broker, banking company or incorporated bank officers.

Such is the decision of the Illinois Supreme Court. It has caused consternation in banking circles of that State, as the radical interpretation of the law is too sweeping in its application to a large and influential body of business men. Absence of fraudulent intent or any other plea in extenuation can have no standing in court. A capitalist who occupies the honorary post of director and leaves the management to others is considered just as guilty as the President or other officer. Fire may wipe out the assets of a bank, or forgeries or thefts may cause a bank to suspend. No matter. Every depositor who put in money within the thirty-day limit has cause for action under the criminal act. It makes no difference that the assets of a closed bank are greater than the liabilities, and that every depositor will receive dollar for dollar by waiting. If the money of the thirty-day depositor is not paid on demand, he can have every officer arrested for embezzlement.

Such an extreme view of the law by the highest court in the State makes banking a highly dangerous business in Illinois. Many fair-minded and honest bankers see in this decision the possibility of criminal prosecution for acts of which they have had no knowledge and over which they may have had no control.

Cheese cloth, loosely tufted over the floor of a window, combined with an artistic decoration of the same material for the sides and back, although nothing novel, makes a very pretty dressing for a window.

Hardware Price Current.

AUGURS AND BITS

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

AXES

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

BARROWS

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

BOLTS

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

BUCKETS

Well, plain.....	\$ 3 25
------------------	---------

BUTTS, CAST

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

BLOCKS

Ordinary Tackle.....	70
----------------------	----

CROW BARS

Cast Steel.....	per lb 4
-----------------	----------

CAPS

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

CARTRIDGES

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

CHISELS

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

DRILLS

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

ELBOWS

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

EXPANSIVE BITS

Clark's small, \$18; large, \$26.....	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's.....	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
Case 3.....	1 60
Case 10.....	65
Case 8.....	75
Case 6.....	90
Finish 10.....	75
Finish 8.....	90
Finish 6.....	10
Clinch 10.....	70
Clinch 8.....	80
Clinch 6.....	90
Barrel %.....	1 75

PLANES

Ohio Tool Co.'s, fancy.....	@50
Sciota Bench.....	60&10
Sandusky Tool Co.'s, fancy.....	750
Bench, first quality.....	@50
Stanley Rule and Level Co.'s wood.....	60

PANS

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

RIVETS

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

PATENT PLANISHED IRON

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

HAMMERS

Maydole & Co.'s, new list.....	dis 33 1/4
Kip's.....	dis 25
Yerkes & Plumb's.....	dis 40&10
Mason's Solid Cast Steel.....	30c list 70
Blacksmith's Solid Cast Steel Hand 30c list.....	40&10

HOUSE FURNISHING GOODS

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

HOLLOW WARE

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

HINGES

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

WIRE GOODS

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

LEVELS

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

ROPES

Sisal, 1/4 inch and larger.....	5 1/4
Manilla.....	9

SQUARES

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

SHEET IRON

com. smooth.....	com.
Nos. 10 to 14.....	\$3 30 82 40
Nos. 15 to 17.....	3 30 2 40
Nos. 18 to 21.....	3 45 2 60
Nos. 22 to 24.....	3 55 2 70
Nos. 25 to 26.....	3 70 2 80
No. 27.....	3 80 2 90
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra.	

SAND PAPER

List acct. 19, '86.....	dis 50
-------------------------	--------

SASH WEIGHTS

Solid Eyes.....	per ton 20 00
-----------------	---------------

TRAPS

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

WIRE

Bright Market.....	75
Annealed Market.....	75
Coppered Market.....	70&10
Tinned Market.....	62 1/2
Coppered Spring Steel.....	50
Barbed Fence, galvanized.....	2 35
Barbed Fence, painted.....	2 00

HORSE NAILS

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

WRENCHES

Baxter's Adjustable, nickle.....	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 1/4
Per pound.....	6 1/4

SOLDER

1/2 @ 1/2.....	12 1/4
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 IC, Charcoal.....	6 25
14x20 IX, Charcoal.....	6 25
Each additional X on this grade, \$1.75.	

TIN—Allaway Grade

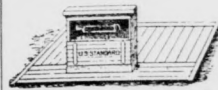
10x14 IC, Charcoal.....	5 00
14x20 IC, Charcoal.....	5 00
10x14 IX, Charcoal.....	6 00
14x20 IX, Charcoal.....	6 00
Each additional X on this grade, \$1.50.	

ROOFING PLATES

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

BOILER SIZE TIN PLATE

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



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.

RUBBER STAMPS

SEALS AND STENCILS

WIL J. WEILER MUSKOGON MICH.

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

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

Talk That Tells!

80%, 110%, 144% PROFIT.

Figure it out and see that you get this profit. You never heard of such offers before, did you? Grocers seldom get a chance like this to make big profits quickly.

BURNHAM'S

No-Tox Wild Cherry Phosphate.

Scientifically Prepared, Does not Precipitate, as Many Others Do, Keeps Indefinitely in Any Climate.
The Most Rapid Selling and Satisfactory SUMMER BEVERAGE ever put on the Market.

TRIAL CASE

Contains 1 dozen 8 oz., 25c. size, and 2 dozen 10c. size.

COSTS
\$3.00
Profit 80%

RETAILS FOR \$5.40.
Demonstration Outfit FREE.

BARGAIN CASE

Contains 3 dozen 8 oz., 25c. size, and 3 dozen 10c. size.

COSTS
\$6.00
Profit 110%

RETAILS FOR \$12.60.
Demonstration Outfit FREE.

BONANZA BARREL

Contains 8 dozen 8 oz., 25c. size, and 8 dozen 10c. size, and 1/2 dozen 50c size.

COSTS
\$15.00
Profit 144%

RETAILS FOR \$36.60.
Large Demonstration Outfit FREE.

OVER FIFTY THOUSAND CASES SOLD LAST SEASON in ninety days, and it was an off season for summer drinks at that, besides only a small part of the country was covered. We were not prepared for such a rush, consequently were unable to fill many orders. What do you think of it? Just facts, that's all.

EVERY CUSTOMER will receive a complete demonstration outfit free (see illustration), with large sample bottles, pitcher, tray and glasses, and advertising matter enough to reach every customer they have. No better way in the world to show up goods, and no more trouble than to prepare a pitcher of ice water.

Prepared and labeled to conform with all the requirements of State Boards of Health and Food Laws.

AS FOLLOWS:

Packed complete in this barrel. One gallon jug for sampling, one tray, six glasses, 1 pitcher, banners, posters, show cards, circulars, etc.

Be sure to use the Demonstration Outfit every hot day. It sells the goods. You can afford to, it costs you nothing.



E. S. BURNHAM CO., NEW YORK, SOLE MFRS.

Order from your jobber and be sure you get NO-TOX. If he does not keep it, apply to us direct.

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.

SUCCESSFUL SALESMEN.

Jas. W. Moore, Traveling Representative Burnham, Stoepel & Co.

Jas. W. Moore was born in New York City, July 4, 1850, his antecedents on both sides being English. About 1857 the family removed to Detroit, where Mr. Moore's father took the management of the Detroit office of R. G. Dun & Co., which position he filled to the satisfaction of all concerned for seven years, when he was promoted to the management of the St. Louis office and the family removed to that city. Here Mr. Moore attended the City University, pursuing the Latin-Scientific course for three years, when he returned with the family to Detroit, his father forming a copartnership with John Stephens in the wholesale grocery business, under the style of John Stephens & Co., taking the position of credit man. The father subsequently took a similar position with the dry goods house of Allan



Sheldon & Co., seven years later retiring from the business to accept the management of the Mobile office of Dun & Co., which position he still occupies.

In the meantime Mr. Moore had finished his education and taken the position of shipping clerk for John Stephens & Co., which he filled for four years. In 1871 he entered the employ of Allan Sheldon & Co. as stock-keeper and house salesman, and nine years later was rewarded for faithful service by being promoted to a position on the road, taking as his territory the G. R. & I., F. & P. M., C. & W. M. and a part of the D. & M. He continued in this position for ten years and, probably, would have made no change but for the retirement of Allan Sheldon & Co. from trade, in consequence of which he severed his connection with the old house one day, and the next day engaged to cover the same territory for the wholesale dry goods house of Burnham, Stoepel & Co., with which he has remained ever since. Mr. Moore is a prime favorite with the veteran and venerable

Mr. Sheldon and, on the retirement of the Sheldon house, the senior partner voluntarily gave him a letter of recommendation, which is believed to be the only recommendation ever given by Mr. Sheldon. Mr. Moore naturally cherishes it greatly, in view of the nineteen years of faithful service of which the recommendation is a token.

Mr. Moore was married May 2, 1880, to Miss Louise A. Whiting, of Detroit. Two children complete the family circle, a boy of 15 and a girl of 6 years. Mr. Moore resided in Detroit until nine years ago, when he removed to Grand Rapids, where he now resides in a comfortable home at 6 Portsmouth Terrace.

Mr. Moore is a member of no secret order and but two associations—the Knights of the Grip and the Royal Arcanum. He is an attendant at Grace church and is a liberal contributor to a considerable number of charitable enterprises.

So far as the Tradesman's information goes, Mr. Moore has but one hobby, and that is a horse. Inasmuch as he has no bad habits—not even being addicted to the use of tobacco—he naturally feels that he has a right to indulge himself in this hobby, although it is proving quite as expensive as some other habits of a more damaging character. When he came to the city, in 1887, he brought with him a "combination horse," which could trot, gallop, run, pace and walk under the saddle. Wm. H. Hoops, who will be remembered as an expert horseman at that time, offered Mr. Moore \$300 for the animal, but the owner was so much attached to him that he refused to sell the steed for less than \$1,000. It is a cold day when Mr. Moore does not have from one to three horses on his hands, either in the livery barn or out to pasture, and his friends among the traveling fraternity delight in telling how Mr. Moore has paid the board of a horse at Eastmanville for the past three years at the rate of \$1 per week, rather than sell a \$150 horse for \$100, on account of the depression in the horse market at the present time. This recalls the experience of Horace Greeley in buying \$12 worth of hogs and feeding them \$12 worth of corn and then selling the whole outfit for \$18.

Mr. Moore attributes his success on the road to doing as nearly right as he knows how, believing that the best exemplification of success is in being able to treat a customer so well that he will be glad to see you the next time you meet him. Perhaps the best evidence of his success is the fact that he has been able to cover, practically, the same trade and, substantially, the same territory for the past sixteen years, and is now able to sell the same men he sold on the occasion of his first trip through the territory.

Smoking a Business to Death.

Stroller in Grocery World.

I believe it's possible to smoke one's grocery business to death. In fact, I'm inclined to believe that it's easier to smoke the business to death than it is to smoke yourself to death. After I tell you an experience you'll certainly agree with me.

The circumstance happened up in York State, within a few miles from Niagara Falls. Judging from the exterior, it was a fairly decent store. There was a modern look about it, and it bore the stamp of a progressive business man.

When I went in I changed my mind. The place reeked with tobacco. Clouds of smoke were in the air and the whole establishment smelled like a second-rate beer saloon.

The proprietor stood against the

counter talking to a man, and, judging from what I caught of their conversation, they were talking about the effects of tobacco on the human system. That certainly was the one subject likely to occur to anybody entering the place.

"No, sir," said the grocer, "I don't believe tobacco ever hurt anybody if he used a good quality. I smoke thirteen cigars every day of my life, and I am as healthy a man as lives, I believe. Know why? I smoke a good 10-cent cigar, and if every man would do this there'd be no tobacco wrecks."

The grocer had a stump in his mouth then. It had gone out, and the nasty saliva oozed out of the end as he talked. If I had been that man's wife, I wouldn't have kissed him for a ten-dollar bill, spot cash. But maybe his wife had caught the infection and chewed, too; I don't know.

While the conversation was going on a gentleman, who was evidently an Episcopalian clergyman, judging by the cut of his clothes, came in and ordered something or other. I heard him sniff the nasty air disgustfully as he came in, but the grocer was oblivious. He'd probably heard disgusted sniffs before.

When the clergyman left I was standing on the doorstep. He was so wrought up that he couldn't stand it, so he opened on me.

"Terrible! terrible! disgusting!" he said, "to keep a grocery store smelling of tobacco like that! The man ought to be ashamed! How in the world does he keep customers?" Then he grumbled off down the street.

On the spur of the moment, I went back into the store. The grocer was still sucking his stump.

"My friend," I said, "you spoke a while ago of being able to smoke thirteen cigars a day without injuring you. Has it ever occurred to you that a man may smoke his business to death?"

"Yes, sir," he said, heartily, "I believe it thoroughly. When a tobacco-smoker gets to using tobacco so that his store reeks of it, his business will suffer; but there's no smell of tobacco in this store," he said, taking in the whole store by a sweep of his arms. "There never has been. I'm very careful about that, and I keep my place as clean and sweet as any man possibly can."

I looked at the man in amazement. While I looked, a drop of liquid nicotine dropped on the counter from the end of the dry cigar he was chewing. At first I thought he was guying me, but I soon saw that the man was sincere. He was so completely impregnated with tobacco that he didn't smell it.

He was slowly smoking his business to death.

Gripsack Brigade.

J. W. Sleight, representing the Coats Thread Co., has removed to this city from Chicago, locating, for the present, at the Vendome.

J. L. Lazier, traveling representative for the Stebbins Manufacturing Co., of Lakeview, has engaged to represent the Electric Pile Cure Co., of the same place, in connection with his work for the other concern.

A. F. Peake, State agent for DeLand & Co., Fairport, N. Y., was honored by election to the Common Council at Jackson at the spring election. On the same day J. F. Hammell was re-elected to the Common Council of Lansing.

Geo. P. Cogswell, formerly Western Michigan traveling representative for the old firm of H. S. Robinson & Burtenshaw, has been appointed Detroit agent of Whitney, Wable & Co., the Cleveland rubber goods manufacturers, with headquarters at 16 East Elizabeth street.

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

Oats are sometimes felt; also soft hats.

Smoke the Dodge Club Cigar.



CLIFTON HOUSE

Michigan Popular Hotel.

Remodeled and Refitted Throughout.

Cor. Monroe and Wabash Aves., CHICAGO.

Moderate rates and special attention to Detroit and Michigan guests. Located one block from the business center. Come and see us.

GEO. CUMMINGS HOTEL CO.,

Geo. Cummings, Pres.

Geo. Cummings is an Honorary member of the Michigan Knights of the Grip.

Cutler House in New Hands.

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

Bridge Street ...House...

Corner of Bridge and Kent Streets.

Grand Rapids, Mich.

Rates \$1 and \$1.25 per day.

Best House in the State for the Money.

E. FULLERTON & CO., Props.



SELL THESE

CIGARS

and give customers good satisfaction.

TRADESMAN ITEMIZED LEDGERS



Size 8 1-2x14—Three Columns.

2 Quires, 160 pages.....	\$2 00
3 Quires, 240 pages.....	2 50
4 Quires, 320 pages.....	3 00
5 Quires, 400 pages.....	3 50
6 Quires, 480 pages.....	4 00

Invoice Record or Bill Book.

80 Double Pages, Registers 2,880 invoices..... \$2 00

TRADESMAN COMPANY
GRAND RAPIDS.

Drugs==Chemicals

STATE BOARD OF PHARMACY.

One Year—C. A. BUGBEE, Charlevoix
Two Years—S. E. PARKILL, Owosso
Three Years—F. W. R. PERRY, Detroit
Four Years—A. C. SCHUMACHER, Ann Arbor
Five Years—GEO. GUNDRUM, Ionia
President, C. A. BUGBEE, Charlevoix.
Secretary, F. W. R. PERRY, Detroit.
Treasurer, GEO. GUNDRUM, Ionia.
Coming Meetings—Detroit (Star Island), June 23.
Lansing, November 3.

MICHIGAN STATE PHARMACEUTICAL ASSOCIATION.

President, GEO. J. WARD, St. Clair.
Vice-Presidents—S. P. WHITMARSH, Palmyra;
G. C. PHILLIPS, Ann Arbor.
Secretary, B. SCHRÖDER, Grand Rapids.
Treasurer, Wm. DUPONT, Detroit.
Executive Committee—F. J. WURZBURG, Grand Rapids; F. D. STEVENS, Detroit; H. G. COLMAN, Kalamazoo; E. T. WEBB, Jackson; D. M. RUSSELL, Grand Rapids.

The Drug Market.

Acetanilid—Remains quiet and featureless.

Acids—Jobbing parcels of the various leading descriptions have found a moderate consuming outlet and, although there is no change in quotations, the general market has a fairly steady undertone.

Alcohol—Moderate quantities of grain have continued to move freely into channels of consumption. Distilling interests held a meeting last week, at which reports of cut prices were analyzed and discussed. There was evidence that in some cases slight concessions had been made to favored customers, with the object of holding particular customers against possible need in the future. It was agreed that this policy was unsound and that it was for the interest of all that it should be discontinued. Letters have since been received, it is alleged, from distillers charged with giving some special rates, explaining the circumstances and stating their intention to maintain prices. Wood remains quiet.

Arsenic—The market is somewhat unsettled, owing to pressure to sell on the part of outside holders.

Balsams—The market for strictly prime copaiba of all varieties is stronger, owing to reduced stocks and small shipments from primary sources, and quotations for Central American have been marked up. Tolu is quiet and easy. Peru is in light request and nominally steady.

Beans—Only jobbing sales of tonka are reported, but values continue steady. Mexican vanilla are moving freely in a jobbing way and prices are firmly maintained.

Bismuth Preparations—Values are 5c lower, manufacturers having reduced their quotations.

Cacao Butter—A continued quiet feeling has pervaded the market, with bulk nominally steady.

Caffeine—The market remains tame, with no business reported in excess of small jobbing transactions.

Cascara Sagrada—Continues to meet with a good steady demand for consumption and prices are firm.

Cassia Buds—The market has developed increased activity and, with available stocks of prime materially reduced, prices are firm.

Cocaine, Muriate—Has continued to decline, under the influence previously noted, and on Wednesday last manufacturers announced a further reduction of 25c per ounce.

Cod Liver Oil—The consuming demand has been fairly active, with prices for prime qualities steady. Cables from Norway report a further decline for prime brands. The Lofoden

fishery is practically ended, and the result of the total yield thus far shows a falling off of over 4,000 barrels, compared with last year, and 6,000 barrels, compared with 1894.

Colocynth Apples—The market continues irregular, with quotations more or less nominal.

Cream Tartar—Has met with only a limited inquiry and manufacturers' prices are unchanged.

Cubeb Berries—Continue to sell in a small jobbing way only, with quotations nominal.

Cuttle Fish Bone—There is a continued good consuming demand, with values steady.

Essential Oils—The only new feature of special interest in this department is a stronger feeling in croton, with an advance of 10c per lb. in quotations, due to scarcity of both seeds and oil, together with higher markets abroad. A general revision of quotations by leading dealers shows the following minor changes: a lower range for allspice, artificial almond, rectified amber, eucalyptus, geranium, pennyroyal, rose, tansy and thyme.

Flowers—American saffron are steady.

Glycerine—Is in moderate request and nominally steady.

Gums—Cape aloes continue very scarce and prices are firm. Asafetida continues to move fairly on consuming orders. Camphor is in good demand, but there is no change in prices. The stock of Japanese is almost exhausted. Arabic and Senegal show increasing strength and holders are indifferent sellers at the recently improved prices. Powdered gamboge has been reduced.

Leaves—The demand for short buchu has been moderately active. Alexandria senna continues to harden, as the statistical position becomes less favorable. The demand is in excess of the supply and holders are cutting down their orders.

Lycopodium—Is cabled higher abroad, and with the demand here quite active the tone of the market is firmer, with quotations showing an advance.

Menthol—Continues weak.

Morphine—Is meeting with only an ordinary demand, and manufacturers continue to quote on the old basis.

Opium—Immediately subsequent to our last issue the price for single cases was further advanced. Very little interest, however, is manifest on the part of buyers, and the market is quiet with the tendency toward a lower basis.

Quinine—Values continue firm.

Potash, Cyanide—Manufacturers have reduced their quotations.

Potash Permanganate—Is scarce and firmer.

Roots—General trading has been rather slow and the market is without new features of special interest.

Seeds—There is no further change in quotations of the various descriptions of canary and the general market remains dull and depressed. Celery is quiet and nominally steady. Coriander is also quiet. Cummin has met with a fair demand, with prices maintained. The only new feature in mustard is an advance in the price of California brown. Russian hemp is well held. Sunflower remains dull and weak. Cardamoms are held firmly.

Spermaceti—Block is easier. Cakes are nominally steady.

Sponges—The spot market is dull and absolutely without new feature, values of strictly prime grades continuing firm, while ordinary varieties are irregular, in consequence of competition between sellers.

GRAND RAPIDS IN 1850.

CHAPTER XII.

Written for the TRADESMAN.

The hotels of any city or village, large or small, are an unmistakable index to the business character of the town in which they are located. The traveling man's first impressions of a place, on visiting it for the purpose of working up business, are made from the character of its hotels and their surroundings. Dating away back before the existence of any traveling men's association, the writer was, for several years, a member of the Gripsack Brigade, and speaks from his own practical experience. If the hotel-keeper and those about him are slovenly in personal appearance; if the office is dirty and unsavory; if the rooms are dusty and illy ventilated; if the dining room is cold and the dinner half cooked and worse served, his irresistible conclusion is that a town that can't support a better hotel is not much of a place in which to work up business, and goes about his work in a listless, half-hearted way that never meets with success. But, on the contrary, if the proprietor and his assistants are neat in personal appearance, greeting their guests with a hearty welcome; if the house, though it may be old, is kept in good repair; if the rooms are sweet and clean; if the table is well supplied with plain, wholesome, well-cooked food, and there is an atmosphere of thrift pervading all, a favorable impression is formed which gives the salesman a cheerful confidence that makes for his success in a business way.

The best two hotels in Grand Rapids were the National—occupying the ground now covered by that very popular hostelry, the Morton House—and the Rathbun House, both of which were well worthy the reputation they enjoyed as first-class hotels.

The National was under the management of the late A. X. Carey and Robert Collins. Mr. Collins was the son-in-law of Mr. Carey. I believe the firm name—Carey & Collins—was continued in some kind of business as long as both were alive. The hearty welcome and kindly face of my old friend, Mr. Carey, were a guarantee to the weary traveler of the good cheer that awaited him within.

The Rathbun House, which stood at the corner of Monroe and Waterloo streets, on the site of the fine new Widcomb Building, was under the management of Dorsey & Thornton. These gentlemen were both young men, who understood all the requirements of a well-kept hotel, and they were well patronized, although somewhat handi-

caped by the fact that their competitor, the National, was the "stage house," where all the passengers by stage were booked.

Grand Rapids hotel proprietors and their families were all habitual churchgoers, always owning or renting pews in some one of the various churches, and never forgetting to invite "the stranger within their gates" to a seat in the family pew, or even escorting him to any place of worship he preferred to attend.

The old Eagle Hotel, on Waterloo street, and the Bridge Street House were small wooden buildings, occupying the same ground now covered by them. They were kept more for the accommodation of the farmers and teamsters who visited Grand Rapids, in considerable numbers and from long distances, for their annual supply of gypsum—or "land plaster," as they called it—for fertilizing purposes.

Incidentally, I might state that the gypsum business was, at that time, a very important industry in Grand Rapids. During a season of good sleighing, sometimes a hundred teams were loaded daily, to be used in counties along the line of the central railroad and farther south. The mills were frequently unable to supply the demand. Henry R. Williams and Richard Butterworth were the only plaster mill owners. The market price ranged from \$2.50 to \$3 per ton. These two gypsum beds were opposite each other, down the river, at what was then known as Plaster Creek. The quarrying was quite easy, as the rock on the East Side cropped out at the surface. The manufacture of stucco by the boiling process, in cauldron kettles, until every particle of moisture was expelled and the natural gray of the plaster turned to a beautiful white, was an important part of the business. There were no other mills in the West that made this valuable item of building material, now in such general use for hard finished walls and ornamental cornices. Chicago and Milwaukee were the largest purchasers of this valuable article of commerce. River and lake freights were cheap and, in consequence, the demand from those points was large. Previous to this, the salt business had been abandoned, and gypsum was the most important article of export.

W. S. H. WELTON.

Owosso, Mich.

Sugar of Milk—Is meeting with a good steady demand from the consuming trade and prices are maintained.

Smoke the Dodge Club Cigar.

A PILE CURE THAT CURES

HANDSOMEST
PACKAGE
ON THE
MARKET

THE ELECTRIC PILE CURE

Guaranteed to cure any form of Piles. In use for the last twelve years. Now being introduced to the druggists of Michigan by our travelers.

Order Through Your Jobber.

The Electric Pile Cure Co.,
Lakeview, Mich.

WHOLESALE PRICE CURRENT.

Advanced—Oil Croton.

Declined—Sub. Nit. Bismuth.

Acidum		Conium Mac.		Scilla Co.	
Aceticum.....	80¢ 10	Copaiba.....	35¢ 65	Tolutan.....	50
Benzoicum, German	75¢ 80	Cubebe.....	1 50¢ 90	Prunus virg.....	50
Boric.....	6 15	Exechthitos.....	1 20¢ 30	Tinctures	
Carbolicum.....	29¢ 40	Erigeron.....	1 20¢ 30	Aconitum Napellis R	60
Citricum.....	44¢ 46	Gaultheria.....	1 50¢ 1 00	Aconitum Napellis F	50
Hydrochlor.....	36¢ 5	Geranium, ounce.	6 75	Alc. Aconitum	50
Nitricum.....	8¢ 10	Gossypii, Sem. gal.	50¢ 60	Aloes and Myrrh.	60
Oxalicum.....	10¢ 12	Hedeoma.....	1 25¢ 1 40	Arnica.....	50
Phosphoricum, dil.	6 15	Junipera.....	1 50¢ 2 00	Assafoetida.....	50
Salicylicum.....	55¢ 65	Lavandula.....	90¢ 2 00	Atropa Belladonna.	60
Sulphuricum.....	1 3¢ 1 60	Limonis.....	1 30¢ 1 50	Aurant Cortex.....	50
Tannic.....	1 40¢ 1 60	Mentha Piper.....	2 25¢ 3 00	Benzoin.....	60
Tartaricum.....	38¢ 40	Mentha Verid.....	2 65¢ 2 75	Benzoin Co.....	50
Ammonia		Morhuie, gal.....	2 00¢ 2 10	Barosma.....	75
Aqua, 16 deg.....	4¢ 6	Myrcia, ounce.....	75¢ 3 00	Cantharides.....	75
Aqua, 20 deg.....	6 8	Picea Liquida.....	10¢ 12	Capsicum.....	75
Carbonas.....	12¢ 14	Picea Liquida, gal.	6 35	Cardamon.....	75
Chloridum.....	12¢ 14	Ricina.....	91¢ 96	Cardamon Co.....	1 00
Aniline		Rosmarini.....	1 00	Castor.....	50
Black.....	2 00¢ 2 25	Rose, ounce.....	6 50¢ 8 50	Catechu.....	50
Brown.....	80¢ 1 00	Succini.....	40¢ 45	Cinchona.....	50
Red.....	45¢ 50	Sabina.....	90¢ 1 00	Cinchona Co.....	50
Yellow.....	2 50¢ 3 00	Santal.....	2 50¢ 7 00	Columba.....	50
Bacca.		Sassafras.....	50¢ 55	Cubeba.....	50
Cubee..... po. 18	13¢ 15	Sinapis, ess., ounce.	6 65	Cassia Acutifol.	50
Juniperus.....	6 8	Tigli.....	1 10	Cassia Acutifol Co	50
Xanthoxylum.....	25¢ 30	Thyme.....	40¢ 45	Digitalis.....	50
Balsamum		Thyme, opt.....	1 60	Ergot.....	35
Copaiba.....	45¢ 50	Theobromas.....	15¢ 20	Ferri Chloridum.....	50
Peru.....	2 60	Potassium		Gentian.....	60
Terabin, Canada.....	40¢ 45	Bi-Barb.....	15¢ 18	Gentian Co.....	50
Tolutan.....	75¢ 80	Bichromate.....	13¢ 15	Guaiac.....	50
Cortex		Bromide.....	45¢ 48	Guaiac ammon.....	60
Abies, Canadian.....	18	Carb.....	12¢ 15	Hyoscyamus.....	50
Cassia.....	12	Chlorate, po. 17@19c	16¢ 18	Iodine.....	75
Cinchona Flava.....	18	Cyanide.....	2 90¢ 3 00	Iodine, colorless.....	75
Eunonymus atropurp	30	Iodide.....	2 90¢ 3 00	Kino.....	50
Myrica Cerifera, po.	12	Potassa, Bitart, pure	30¢ 33	Lobelia.....	50
Prunus Virgini.....	12	Potassa, Bitart, com	6 15	Myrrh.....	50
Quillaja, gr'd.....	10	Potass Nitras, opt.....	8 10	Nux Vomica.....	50
Sassafras.....	12	Potass Nitras.....	7 9	Opil, camphorated.....	50
Ulmus..... po. 15, gr'd	15	Prussiate.....	25¢ 28	Opil, deodorized.....	50
Extractum		Sulphate po.....	15¢ 18	Opil, Quassia.....	50
Glycyrrhiza Glabra.....	24¢ 25	Radix		Rhatany.....	50
Glycyrrhiza, po.....	28¢ 30	Aconitum.....	20¢ 25	Rhei.....	50
Hamatox, 15 lb box.	11¢ 12	Althe.....	22¢ 25	Sanguinaria.....	50
Hamatox, 18.....	13¢ 14	Anchusa.....	12¢ 15	Serpentaria.....	50
Hamatox, 1/4s.....	14¢ 15	Arum po.....	12¢ 15	Stromonium.....	60
Hamatox, 1/4s.....	16¢ 17	Calamus.....	20¢ 40	Tolutan.....	60
Ferru		Gentiana..... po. 15	12¢ 15	Valerian.....	50
Carbonate Precip.....	15	Glycyrrhiza..... po. 15	16¢ 18	Veratrum Veride.....	50
Citrate and Quinia.....	2 25	Hydrastis Canaden.....	30	Zingiber.....	20
Citrate Soluble.....	80	Hydrastis Can., po.	35	Miscellaneous	
Ferrocyanidum Sol.....	50	Hellebore, Alba, po.	15¢ 20	Ether, Spts. Nit. 3 F	30¢ 35
Solut. Chlorid.....	15	Inula, po.....	15¢ 20	Ether, Spts. Nit. 4 F	34¢ 38
Sulphate, com'l, by	2	Ipecac, po.....	1 65¢ 1 75	Alumen.....	24¢ 3
Sulphate, pure.....	7	Iris plox..... po. 35@38	35¢ 40	Alumen, gro'd..... po. 7	3¢ 4
Flora		Jalap, pr.....	40¢ 45	Annatto.....	40¢ 50
Arnica.....	12¢ 14	Naranta, 1/4s.....	40¢ 45	Antimoni, po.....	50
Anthomis.....	18¢ 25	Podophyllum, po.....	15¢ 18	Antimoni et Potass T	55¢ 60
Matricaria.....	18¢ 25	Rhei.....	75¢ 1 00	Antipyrin.....	1 40
Folia		Rhei, cut.....	1 25	Argent Nitras, oz.....	55
Barosma.....	20¢ 30	Rhei, pv.....	75¢ 1 35	Arsenicum.....	10¢ 12
Cassia Acutifol, Tin-	18¢ 25	Spigelia.....	35¢ 38	Balm Gilead Bud.....	38¢ 40
nevelly.....	25¢ 30	Sanguinaria..... po. 15	15	Bismuth S. N.....	1 00¢ 1 10
Cassia Acutifol, Alx.	25¢ 30	Serpentaria.....	30¢ 35	Calcium Chlor., 1s.....	9
Salvia officinalis, 1/4s	12¢ 20	Senega.....	55¢ 60	Calcium Chlor., 1/4s.....	10
and 1/4s.....	8¢ 10	Similax, officinalis H	10¢ 12	Calcium Chlor., 1/4s.....	12
Ura Ursi.....	80	Scilla..... po. 35	10¢ 12	Cantharides, Rus. po	75
Gummi		Symplocarpus, Foel-	25	Capsici Fructus, af.....	15
Acacia, 1st picked.....	65	dus, po.....	25	Capsici Fructus, B. po	15
Acacia, 2d picked.....	45	Valeriana, Eng. po. 30	25	Caryophyllus..... po. 15	10¢ 12
Acacia, 3d picked.....	35	Zingiber a.....	12¢ 16	Carmin, No. 40.....	3 75
Acacia, sifted sorts.....	28	Zingiber j.....	23¢ 25	Cera Alba, S. & F.....	50¢ 55
Acacia, po.....	60¢ 80	Semen		Cera Flava.....	40¢ 42
Aloe, Barb. po. 30@28	14¢ 18	Anisum..... po. 20	15	Coccus.....	40
Aloe, Cape..... po. 15	6 12	Apium (graveleons)	14¢ 16	Cassia Fructus.....	25
Ammoniac.....	55¢ 60	Brd. 1s.....	4¢ 6	Centraria.....	10
Assafoetida..... po. 30	22¢ 25	Carui..... po. 18	10¢ 12	Cetaceum.....	45
Benzoinum.....	50¢ 55	Cardamon.....	1 00¢ 1 25	Chloroform.....	60¢ 63
Catechu, 1s.....	13	Coriandrum.....	8 10	Chloroform, squibbs	1 35
Catechu, 1/4s.....	14	Cannabis Sativa.....	3 1/2¢ 4	Chloral Hyd Crst.....	1 15¢ 1 30
Catechu, 1/4s.....	16	Cydonium.....	75¢ 1 00	Chondrus.....	20¢ 25
Camphore.....	61¢ 64	Chenopodium.....	10¢ 12	Cinchonidine, P. & W	15¢ 20
Euphorbium..... po. 35	1 00	Dipterix Odorate.....	2 90¢ 3 00	Cinchonidine, Germ	3 1/2¢ 12
Galbanum.....	65¢ 70	Feniculum.....	15	Cocaine.....	5 30¢ 5 50
Gamboge po.....	65¢ 70	Fenugreek, po.....	6 8	Corks, list, dis. pr. et	65
Guaiacum..... po. 35	3 00	Lini.....	2 1/2¢ 4	Cresosotum.....	35
Kino..... po. \$3.00	65	Lini, gr'd..... bbl. 2 1/2	3 1/2¢ 4	Creta..... bbl. 75	2
Mastic.....	40	Lobelia.....	35¢ 40	Creta, prep.....	5
Myrrh..... po. 45	40	Pharlaris Canarian.....	3 1/2¢ 4	Creta, precip.....	11
Opil..... po. \$3.20@3.40	2 35¢ 2 40	Rapa.....	4 1/2¢ 5	Creta, Rubra.....	8
Shellac.....	40¢ 45	Sinapis Albu.....	7 8	Crocus.....	50¢ 55
Shellac, bleached.....	40¢ 45	Sinapis Nigra.....	11¢ 12	Cudbear.....	24
Tragacanth.....	50¢ 80	Spiritus		Cupri Sulph.....	10¢ 12
Herba		Frumenti, W. D. Co.	2 00¢ 2 50	Dextrine.....	75¢ 90
Absinthium..... oz. pkg	25	Frumenti, D. F. R.....	2 00¢ 2 50	Emery, all numbers	8
Eupatorium..... oz. pkg	20	Frumenti.....	1 25¢ 1 50	Emery, po.....	6
Lobelia..... oz. pkg	25	Juniperis Co. O. T.....	1 65¢ 2 00	Ergota..... po. 40	30¢ 35
Majorum..... oz. pkg	28	Juniperis Co.....	1 75¢ 3 50	Flake White.....	12¢ 15
Mentha Pip..... oz. pkg	23	Saacharum N. E.....	1 90¢ 2 10	Galla.....	23
Mentha Vir..... oz. pkg	25	Spt. Vini Galli.....	1 75¢ 6 50	Gambier.....	8 9
Rue..... oz. pkg	39	Vini Oporto.....	1 25¢ 2 00	Gelatin, Cooper.....	60
Tanacetum V oz. pkg	22	Vini Alba.....	1 25¢ 2 00	Gelatin, French.....	30¢ 50
Thymus, V..... oz. pkg	25	Sponges		Glassware, flint, box	60, 10¢ 10
Magnesia.		Florida sheeps' wool	2 50¢ 2 75	Less than box.....	9¢ 12
Calcined, Pat.....	55¢ 60	Nassau sheeps' wool	2 50¢ 2 75	Glue, white.....	13¢ 25
Carbonate, Pat.....	20¢ 22	carriage.....	2 00	Glue, white.....	19¢ 26
Carbonate, K. & M.....	20¢ 25	Velvet extra sheeps' wool, carriage.....	2 00	Grana Paradisi.....	15
Carbonate, Jennings	35¢ 36	Extra yellow sheeps' wool, carriage.....	1 10	Humulus.....	25¢ 55
Oleum		Grass sheeps' wool, carriage.....	85	Hydraag Chlor Mite	75
Absinthium..... 3 25¢ 3 50	50	Hard, for slate use.....	75	Hydraag Chlor Cor.	65
Amygdala, Dule.....	30¢ 35	Yellow Reef, for slate use.....	1 40	Hydraag Ox Rub'm.	85
Amygdala, Amare.....	8 00¢ 8 25	Syrups		Hydraag Ammonlati	95
Anisi.....	2 90¢ 3 00	Aacia.....	50	Hydraag Unguentum	45¢ 55
Aurant Cortex.....	2 30¢ 2 40	Aurant Cortes.....	50	Hydrargyrum.....	60
Bergamii.....	3 00¢ 3 20	Zingiber.....	50	Icthyobolla, Am.....	1 25¢ 1 50
Caliputi.....	70¢ 75	Ipecac.....	60	Indigo.....	75¢ 100
Caryophylli.....	55¢ 60	Ferri Iod.....	50	Iodoform.....	3 80¢ 3 90
Cedar.....	35¢ 65	Rhei Arom.....	50	Lupulin.....	2 25
Chenopadii.....	2 50	Smilax Officinalis.....	50¢ 60	Lycopodium.....	60¢ 65
Cinnamonoli.....	2 50¢ 2 60	Senega.....	50	Macle.....	65¢ 75
Citronella.....	75¢ 80	Scilla.....	50	Liquor Arsen et Hy	27

Morphia, S. P. & W.....	1 75¢ 2 00	Sinapis.....	18	Lard, No. 1.....	40 43
Morphia, S. N. Y. Q. &	1 65¢ 1 90	Sinapis, opt.....	30	Linseed, pure raw.....	40 43
C. Co.....	65¢ 80	Snuff, Maccaboy, De	34	Linseed, boiled.....	42 45
Moschus Canton.....	65¢ 80	Voes.....	34	Neatsfoot, winter	65 70
Myristica, No. 1.....	65¢ 80	Snuff, Scotch, DeVo's	34	strained.....	65 70
Nux Vomica..... po. 20	15¢ 18	Soda Boras.....	7 10	Spirits Turpentine.....	33 40
Os Sepia.....	15¢ 18	Soda Boras, po.....	7 10	Paints	
Pepsin Saac, H. & P.	1 10¢ 1 20	Soda et Potass Tart.	26¢ 28	BBL.	LB.
D. Co.....	1 10¢ 1 20	Soda, Carb.....	1 1/2¢ 2	Red Venetian.....	13¢ 2 @ 28
Picis Liq. N. N. 1/2 gal.	2 00	Soda, Bi-Carb.....	3 1/2¢ 5	Ochre, yellow Mars.....	13¢ 2 @ 24
Picis Liq., quarts.....	2 00	Soda, Ash.....	3 1/2¢ 4	Ochre, yellow Ber.....	13¢ 2 @ 23
Piper Nigra..... po. 22	18	Soda, Sulphas.....	2 2	Putty, commercial.....	2 1/2¢ 2 1/2¢ 2 1/2¢
Piper Alba..... po. 35	30	Spts. Cologne.....	2 60	Putty, strictly pure.....	2 1/2¢ 2 1/2¢ 2 1/2¢
Plix Burgum.....	7	Spts. Ether Co.....	50¢ 55	Vermillon, Prime	American..... 13¢ 15
Plumbi Acet.....	10¢ 12	Spts. Myrcia Dom.....	2 00	Vermillon, English.....	70¢ 75
Purvis Ipeacac et Opil	1 10¢ 1 20	Spts. Vini Rect. bbl.	2 49	Green, Paris.....	15 24
Pyrethrum, boxes H.	1 10¢ 1 20	Spts. Vini Rect. 1/4 bbl	2 54	Green, Poninsular.....	13¢ 16
& P. D. Co., doz.....	1 25	Spts. Vini Rect. 10 gal	2 57	Lead, Red.....	5 1/2¢ 5 1/2¢
Pyrethrum, pv.....	27¢ 30	Less 5¢ gal. cash	2 59	Lead, white.....	5 1/2¢ 5 1/2¢
Quassia.....	8¢ 10	10 days.....		Whiting, white Span	70
Quinia, S. P. & W.....	37¢ 42	Strychnia, Crystal.....	1 40¢ 1 45	Whiting, gliders.....	90
Quinia, S. German.....	30¢ 40	Sulphur, Subl.....	2 1/2¢ 3	White, Paris Amer.....	1 00
Quinia, N. Y.....	35¢ 40	Sulphur, Roll.....	2 1/2¢ 3	Whiting, Paris Eng.	cliff 1 10
Rubia Tinctorum.....	12¢ 14	Tamarinds.....	8¢ 10	Universal Prepared.....	1 00¢ 1 15
Saccharum Lactis pv	24¢ 26	Terebenth Venice.....	28¢ 30	Varnishes	
Salacin.....	2 50¢ 2 60	Theobromae.....	42¢ 45	No. 1 Turp Coach.....	1 10¢ 1 2
Sanguis Draconis.....	40¢ 50	Vanilla.....	9 00¢ 16 00	Extra Turp.....	1 60¢ 1 70
Sapo, W.....	12¢ 14	Zinci Sulph.....	7¢ 8	Coach Body.....	2 75¢ 3 00
Sapo, M.....	10¢ 12	Oils		No. 1 Turp Furn.....	1 00¢ 1 10
Sapo, G.....	10¢ 12	Whale, winter.....	BBL. GAL. 70 70	Putty Turk Damar.....	1 55¢ 1 60
Siedlitz Mixture.....	20	Lard, extra.....	53 60	Jap. Dryer, No. 1 Turp	70¢ 75

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.

GROCERY PRICE CURRENT.

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

AXLE GREASE.	
doz.	gross
Aurora.....	55 6 00
Castor Oil.....	60 7 00
Diamond.....	50 5 50
Frazer's.....	75 9 00
IXL Golden, tin boxes.....	75 9 00
Mica.....	70 8 00
Paragon.....	55 6 00

BAKING POWDER.	
Absolute.	
1 lb cans doz.....	45
1 lb cans doz.....	85
1 lb cans doz.....	1 50
Acme.	
1 lb cans 3 doz.....	45
1 lb cans 3 doz.....	75
1 lb cans 1 doz.....	1 00
Bulk.....	10

JaXon.	
1 lb cans 4 doz case.....	45
1 lb cans 4 doz case.....	85
1 lb cans 2 doz case.....	1 60
Home.	
1 lb cans 4 doz case.....	35
1 lb cans 4 doz case.....	55
1 lb cans 2 doz case.....	90
Lynch.	
1 lb cans.....	45
1 lb cans.....	90
1 lb cans.....	1 20
Our Leader.	
1 lb cans.....	45
1 lb cans.....	75
1 lb cans.....	1 50

BATH BRICK.	
American.....	70
English.....	80

BROOMS.	
No. 1 Carpet.....	2 20
No. 2 Carpet.....	2 00
No. 3 Carpet.....	1 75
No. 4 Carpet.....	1 60
Parlor Gem.....	2 50
Common Whisk.....	85
Fancy Whisk.....	1 00
Warehouse.....	2 50

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

CANNED GOODS.	
Manitowoc Peas.	
Lakeside Marrowfat.....	1 00
Lakeside E. J.....	1 30
Lakeside, Cham. of Eng.....	1 40
Lakeside, Gem. Ex. Sifted.....	1 65

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

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

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

Rubber Cement.	
2 oz size.....	12 00

CHEESE.	
Amboy.....	@ 12
Acme.....	@ 12
Jersey.....	@ 12
Lenawee.....	@ 12
Riverside.....	@ 12 1/2
Gold Medal.....	@ 12
Edam.....	@ 11
Leiden.....	@ 10
Limburger.....	@ 15
Pineapple.....	@ 24
Sap Sago.....	@ 18

Chicory.	
Bulk.....	5
Red.....	7

CHOCOLATE.	
Walter Baker & Co.'s.	
German Sweet.....	32
Premium.....	31
Breakfast Cocoa.....	42

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

CLOTHES PINS.	
5 gross boxes.....	45

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

CREAM TARTAR.	
Strictly Pure, wooden boxes.....	35
Strictly Pure, tin boxes.....	37

COFFEE.	
Green.	
Rio.	
Fair.....	18
Good.....	19
Prime.....	21
Golden.....	21
Peaberry.....	23

Santos.	
Fair.....	19
Good.....	20
Prime.....	22
Peaberry.....	23
Mexican and Guatemala.	
Fair.....	21
Good.....	22
Fancy.....	24

Maracaibo.	
Prime.....	23
Milled.....	24
Java.	
Interior.....	25
Private Growth.....	27
Mandehling.....	28
Mocha.	
Imitation.....	25
Arabian.....	28
Roasted.	
Quaker Mocha and Java.....	32
Toko Mocha and Java.....	28
State House Blend.....	25
Package.	
Arbuckle.....	19 95
Jersey.....	19 95

LION COFFEE	
100 PACKAGES WITHOUT GLAZING.	
95 FULL OUNCES NET.	
CASES 100 LBS. Equality Price	
60	ess 2c per lb.
CABINETS 120 LBS. SAME PRICE.	
90	EXTRA FOR CABINETS.
McLaughlin's XXXX.....	19 95

KOFFA-AID.	
3 doz in case.....	5 25

Extract.	
Valley City 1/4 gross.....	75
Pellix 1/4 gross.....	1 15
Hummel's foil 1/4 gross.....	85
Hummel's tin 1/4 gross.....	1 43

CONDENSED MILK.	
4 doz. in case.....	5 25

N. Y. Condensed Milk Co.'s	
brands.....	7 40
Gail Borden Eagle.....	6 25
Crown.....	5 75
Daisy.....	5 75
Champion.....	4 50
Magnolia.....	4 25
Optine.....	3 35

Patras bbls.	
100-120 25 lb boxes.....	@ 4 1/4
90-100 25 lb boxes.....	@ 4 3/4
80-90 25 lb boxes.....	@ 5 1/4
70-80 25 lb boxes.....	@ 5 3/4
60-70 25 lb boxes.....	@ 6 1/4
50-60 25 lb boxes.....	@ 6 3/4
40-50 25 lb boxes.....	@ 7 1/4
30-40 25 lb boxes.....	@ 7 3/4
1/4 cent less in bags	

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

FOREIGN.	
Currants.	
Patras bbls.....	@ 4 1/2
Vostizias 50 lb cases.....	@ 4 1/4
Schult's Cleaned 25 lb bxs.....	@ 6 1/2
Schult's Cleaned 50 lb bxs.....	@ 7
Schult's Cleaned 1 lb pkg.....	@ 7

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

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

Peerless evaporated cream.	
5 75	

COUPON BOOKS.	
"Tradesman."	
1 books, per 100.....	2 00
2 books, per 100.....	2 50
3 books, per 100.....	3 00
5 books, per 100.....	3 00
10 books, per 100.....	4 00
20 books, per 100.....	5 00
"Superior."	
1 books, per 100.....	2 50
2 books, per 100.....	3 00
3 books, per 100.....	3 50
5 books, per 100.....	4 00
10 books, per 100.....	5 00
20 books, per 100.....	6 00
"Universal."	
1 books, per 100.....	3 00
2 books, per 100.....	3 50
3 books, per 100.....	4 00
5 books, per 100.....	5 00
10 books, per 100.....	6 00
20 books, per 100.....	7 00

Above prices on coupon books	
are subject to the following	
quantity discounts:	
200 books or over.....	5 per cent
500 books or over.....	10 per cent
1000 books or over.....	20 per cent

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

DRIED FRUITS—DOMESTIC	
Apples.	
Sundried.....	@ 3 1/2
Evaporated 50 lb boxes.....	@ 6 1/2

California Fruits.	
Apricots.....	9 @ 11
Blackberries.....	@ 6 7
Nectarines.....	@ 6 7
Peaches.....	5 @ 14
Pitted Cherries.....	8 1/2 @
Prunelles.....	
Raspberries.....	

California Prunes.	
100-120 25 lb boxes.....	@ 4 1/4
90-100 25 lb boxes.....	@ 4 3/4
80-90 25 lb boxes.....	@ 5 1/4
70-80 25 lb boxes.....	@ 5 3/4
60-70 25 lb boxes.....	@ 6 1/4
50-60 25 lb boxes.....	@ 6 3/4
40-50 25 lb boxes.....	@ 7 1/4
30-40 25 lb boxes.....	@ 7 3/4
1/4 cent less in bags	

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

FOREIGN.	
Currants.	
Patras bbls.....	@ 4 1/2
Vostizias 50 lb cases.....	@ 4 1/4
Schult's Cleaned 25 lb bxs.....	@ 6 1/2
Schult's Cleaned 50 lb bxs.....	@ 7
Schult's Cleaned 1 lb pkg.....	@ 7

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

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

Peerless evaporated cream.	
5 75	

FARINACEOUS GOODS.	
Farina.	
Bulk.....	3
Grits.	
Walsh-DeRoo Co.'s.....	2 00
Hominy.	
Barrels.....	3 25
Flake, 50 lb. drums.....	1 50
Lima Beans.	
Dried.....	4
Maccaroni and Vermicelli.	
Domestic, 10 lb. box.....	60
Imported, 25 lb. box.....	2 50
Pearl Barley.	
Empire.....	23 1/2
Chester.....	13 1/2 @ 2 1/2
Peas.	
Green, bu.....	90
Split, per lb.....	2 1/2
Rolled Oats.	
Rolled Avena, bbl.....	3 30
Rolled Avena, 1/2 bbl.....	1 75
Monarch, bbl.....	2 90
Private brands, bbl.....	1 58
Private brands, 1/2 bbl.....	1 45
Quaker, cases.....	3 20
Oven Baked.....	2 25
Lakeside.....	2 25
Sago.	
German.....	4
East India.....	3 1/2
Wheat.	
Cracked, bulk.....	3
24 2 lb packages.....	2 40
Breakfast Food.	
Pettijohn's Best.....	3 10
Buckwheat Flour.	
Exquisite Self Rising.....	1 90
Case of 2 doz.....	1 90
Five case lots.....	1 75

Fish.	
Cod.	
Georges cured.....	@ 4 1/2
Georges genuine.....	@ 6
Georges selected.....	@ 6 1/2
Strips or bricks.....	6 @ 9
Halibut.	
Chunks.....	13
Strips.....	10
Herring.	
Holland white hoops keg.....	55
Norwegian.....	6 50
Round 100 lbs.....	2 30
Round 40 lbs.....	1 10
Scaled.....	12
Flackerel.	
No. 1 100 lbs.....	13 00
No. 1 40 lbs.....	5 50
No. 1 10 lbs.....	1 45
No. 2 100 lbs.....	11 75
No. 2 40 lbs.....	5 00
No. 2 10 lbs.....	1 32
Family 90 lbs.....	
Family 10 lbs.....	
Sardines.	
Russian kegs.....	55
Stockfish.	
No. 1, 100 lb. bales.....	10 1/4
No. 2, 100 lb. bales.....	8 1/4
Trout.	
No. 1 100 lbs.....	5 50
No. 1 40 lbs.....	2 50
No. 1 10 lbs.....	70
No. 1 8 lbs.....	59
Whitefish.	
No. 1.....	No. 2.....
100 lbs.....	7 25 6 75 2 75
40 lbs.....	3 20 3 00 1 40
10 lbs.....	88 83 43
8 lbs.....	73 71 37

FLAVORING EXTRACTS.	
Jennings'.	
D. C. Vanilla.....	2 00 @ 1 20
2 oz.....	3 00 @ 1 50
4 oz.....	2 00 @ 1 00
6 oz.....	3 00 @ 1 50
No. 8.....	4 00
No. 10.....	6 00
No. 2 T. 1.....	25
No. 3 T. 2.....	30
No. 4 T. 2.....	40
D. C. Lemon.....	2 00 @ 1 20
2 oz.....	75

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

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

Worcester.	
50 4 lb. cartons.....	3 25
115 2 1/2 lb. sacks.....	4 00
60 5 lb. sacks.....	3 75
22 14 lb. sacks.....	3 50
30 10 lb. sacks.....	3 50
28 11 lb. sacks.....	3 25
56 lb. line sacks.....	32
56 lb. line sacks.....	60
Bulk in barrels.....	2 50

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

Ashton.	
56-lb dairy in line sacks.....	60

Higgins.	
56-lb dairy in line sacks.....	60

Solar Rock.	
56-lb sacks.....	22

Common Fine.	
Saginaw.....	85
Manistee.....	85

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

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

Kingsford's Corn.	
20 1-lb packages.....	6 1/2
40 1-lb packages.....	6 1/2
6-lb boxes.....	7

Kingsford's Silver Gloss.	
40 1-lb packages.....	6 1/2
6-lb boxes.....	7

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

Common Gloss.	
1-lb packages.....	4 1/2
3-lb packages.....	4 1/2
6-lb packages.....	5 1/2
40 and 50 lb boxes.....	2 1/2
Barrels.....	2 1/2

SUMMER BEVERAGES.	
Thompson's Wild Cherry Phosphate "H" in m e r Cases" c o n t a i n s 3 d o z . 25c 8 oz bottles. \$5.00. One Big Bottle Free. 24 oz. 50c size, 1 doz. to a case 4 00. Special Soda Fountain Extract per gal. \$2.00. Big Demonstrator contains 15 doz. 25c size, 1 doz 50c size, 1 jug and fixtures. See add.	

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

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

SOAP.	
Laundry.	
Gowans & Sons' Brands.	
Crow.....	2 85
German Family.....	1 85
American Grocer 100s.....	3 00
American Grocer 60s.....	2 40
Mystic White.....	3 80
Lotus.....	3 90
Oak Leaf.....	2 55
Old Style.....	2 60
Happy Day.....	2 85

JAXON	
Single box.....	3 25
5 box lots, delivered.....	3 20
10 box lots, delivered.....	3 10
Lautz Bros. & Co.'s brands.	
Acme.....	3 25
Cotton Oil.....	5 75
Marselles.....	4 00
Master.....	3 70
Henry Passolt's brand.	

Single box.....	
5 box lots, delivered.....	2 95
10 box lots, delivered.....	2 85
25 box lots, delivered.....	2 75

Jas. S. Kirk & Co.'s brands.
American Family, wrp'd... 3 33
American Family, plain... 3 27
Thompson & Chute's Brand.



Single box.....	
5 box lot, delivered.....	2 95
10 box lot, delivered.....	2 85
25 box lot, delivered.....	2 75

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

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

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

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

VINEGAR.	
Leroux Cider.....	10
Robinson's Cider, 40 grain.....	10
Robinson's Cider, 80 grain.....	12

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

Domino.....	6 12
Cut Leaf.....	6 12
Cubes.....	5 75
Powdered.....	5 75
XXXX Powdered.....	5 87
Mould A.....	5 75
Granulated in bbls.....	5 50
Granulated in bags.....	5 50
Fine Granulated.....	5 62
Extra Fine Granulated.....	5 62
Extra Course Granulated.....	5 62
Diamond Confection A.....	5 50
Confection Standard A.....	5 37
No. 1.....	5 12
No. 2.....	5 12
No. 3.....	5 06
No. 4.....	5 00
No. 5.....	4 94
No. 6.....	4 87
No. 7.....	4 81
No. 8.....	4 75
No. 9.....	4 62
No. 10.....	4 62
No. 11.....	4 56
No. 12.....	4 50
No. 13.....	4 44
No. 14.....	4 42
No. 15.....	4 37

WASHING POWDER.	
100 packages in case.....	3 35

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

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

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

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

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

Candies.

Stick Candy.	
Standard.....	6 1/2 @ 7 1/2
Standard H. H.....	6 1/2 @ 7 1/2
Standard Twist.....	6 1/2 @ 7 1/2
Cut Leaf.....	7 1/2 @ 8 1/2

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

Mixed Candy.	
Standard.....	@ 7
Leader.....	@ 7 1/2
Conserve.....	@ 8
Royal.....	@ 8
Ribbon.....	@ 8
Broken.....	@ 8
Cut Leaf.....	@ 8 1/2

English Rock.....	
Kindergarten.....	@ 9
French Cream.....	@ 9
Dandy Pan.....	@ 10
Valley Cream.....	@ 13

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

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

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

Fruits.	
Oranges.	
Fancy Navels.....	3 50
128-200.....	3 50
176-200.....	3 50
Fancy Seedlings	
150-176-200.....	3 00
250-288.....	2 50
126.....	2 75

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

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

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

Foreign Dried Fruits.	
Figs, Fancy Layers.....	12 @
Figs, Choice Layers.....	@ 10
Figs, Natural in bags, new.....	@ 6
Dates, Fards in 10 lb boxes.....	@ 8
Dates, Fards in 60 lb cases.....	@ 6
Dates, Persians, G. M. K., 60 lb cases.....	@ 5 1/2
Dates, Sairs 60 lb cases.....	@ 4

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

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

Fish and Oysters

Fresh Fish.	
Whitefish.....	Per lb. @ 9
Trout.....	@ 8
Black Bass.....	@ 15
Halibut.....	15 @ 16
Ciscoes or Herring.....	@ 6
Bluefish.....	@ 12 1/2
Live Lobster.....	@ 15
Boiled Lobster.....	@ 18
Cod.....	@ 10
Haddock.....	@ 8
No. 1 Pickerel.....	@ 9
Pike.....	@ 8
Smoked White.....	@ 8
Red Snapper.....	@ 10
Col River Salmon.....	@ 13
Mackerel.....	16 @ 20

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

Oysters.	
F. J. Dettenthaler's Brands.	

Fairhaven Counts.....	35 @
F. J. D. Selects.....	30 @
Selects.....	25 @
F. J. D.....	22 @
Anchors.....	20 @
Standards.....	@

Counts.	
Extra Selects.....	@ 40 @
Medium Selects.....	@ 30 @
Anchor Standards.....	@
Standards.....	@ 1 75
Scallops.....	@ 1 25
Clams.....	@ 1 25
Shrimps.....	@ 1 25

Oscar Allyn's Brands.	
Counts.....	40 @
Extra Selects.....	30 @
Plain Selects.....	25 @
I X L.....	20 @
Standards.....	18 @
Standards.....	16 @

New York Counts.	
Extra Selects.....	@ 1 75
Plain Selects.....	@ 1 50
I X L Standards.....	@ 1 20
Standards.....	@ 1 10

Grains and Feedstuffs	
Wheat.	

Winter Wheat Flour.	
Local Brands.....	68
Patents.....	4 25
Second Patent.....	3 75
Straight.....	3 55
Clear.....	3 25
Graham.....	3 35
Buckwheat.....	3 25
Rye.....	2 65
Subject to usual cash discount.	

Flour in bbls., 25c per bbl. additional.	
Worden Grocer Co.'s Brand.	
Quaker, 1/2s.....	3 85
Quaker, 1/4s.....	3 85
Quaker, 1/8s.....	3 85

Spring Wheat Flour.	
Olney & Judson's Brand.	
Ceresota, 1/2s.....	4 20
Ceresota, 1/4s.....	4 10
Ceresota, 1/8s.....	4 00
Ball-Barnhart-Putman's Brand.	
Grand Republic, 1/2s.....	4 20
Grand Republic, 1/4s.....	4 10
Grand Republic, 1/8s.....	4 00
Lemon & Wheeler Co.'s Brand.	
Parisian, 1/2s.....	4 20
Parisian, 1/4s.....	4 10

Getting the People

How to Write Effective Advertisements.
Written for the TRADESMAN. Copyrighted, 1895.

Advertising pays.
Some advertising pays better than some other advertising.
The good of an advertisement is in how it looks and in what it says.
Don't make your firm name too prominent.

Advertise what you have for sale.
If you're for sale, advertise yourself.
If you have something to sell, advertise that something.

Have your name in type large enough for folks to see it, but not so large they can't see anything else.

Don't put your name at top and bottom of the advertisement. Once is enough.

If you can, advertise specifically, not generally.

An advertisement shouldn't be like a business card. It should say something in particular.

Conventional advertisement writing pays.

Progressive advertisement writing pays better.

The advertising pages of a newspaper are departments of information. They rise above mere advertising space.

The newspaper advertisement is as much in the interest of the reader as for the advertiser.

Write your advertisements as you would a letter of solicitation, with more display to it, and with more brevity, your strong points being brought out in large type.

Don't ask people to send for orders. That's unnecessary. That's understood.

Tell people what you have. Use argument.

If your goods and your argument are not strong, then your advertisement isn't any good.

In the quality of your goods, and in your ability to write about them, is the selling strength of your advertising.

John Blank & Co.

MAKERS OF
Everything, Something,

Most Everything,
and
What You Want.

Our Blanks are the Best.

Your Order Solicited.

John Blank & Co.
BLANKVILLE.

Plate No. 1.

Plate No. 1 presents the conventional form of advertisement writing, with the firm name inserted twice, and in more prominent type than that used for the articles for sale.

Plate No. 2 presents the same advertisement as illustrative of the simple and effective modern style.

The typographical display of the second example gives the advertisement increased value, for in display, almost

as much as in words, is effectiveness.

In sending advertising copy to a newspaper, always specify the words, or lines, you desire to have prominent. A good way is to underline the words or paragraphs, the very unimportant words not to be underlined and one, two and three or four underlines to represent, respectively, the degrees of type sizes. The meaning of this underlining will be understood by all compositors. Whenever it is necessary to bring out one word, or a line, in unusually large type, it is well to specify it with a note to that effect.

Best Blanks

Quality guaranteed—
original excellence—
superlative effectiveness. All you want
when you want it.

John Blank & Co.
Blankville.

Plate No. 2.

Plate No. 2 is so arranged that the two strong words stand in bold relief, and will be seen by even the casual reader.

It is always advisable to bring out some word, or illustration, as a sort of eye arrester, in order that the skimming-over-reader will absorb it if he gives only a glance at the advertising pages.

An advertisement must contain argument, and be of a typographical, or illustrative, character that will focus attention.

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

Sure Cure for Loafers.

A New Jersey grocer owning a corner store was annoyed continually by a number of loafers who used to congregate on the corner. He called the police to keep the store front clear, but the idlers disregarded the bluecoats. The groceryman was in a quandary as to the best means of removing the cause of his annoyance, but a bright idea struck him. He went to a painter and had him make a sign which read as follows:

WANTED.

One more loafer to stand on this corner.

This sign he placed in the front window, and he has had peace since.

Sure Indication of Healthfulness.

The healthfulness of Lynton, a summer resort in Devon, England, is advertised by this story:

Recently a visitor began to talk to an old man in Lynton, and asked him his age, whereupon he said: "I am just over 70."

"Well," said the visitor, "you look as if you had a good many years to live yet. At what age did your father die?"

"Father die!" said the man, looking surprised. "Father isn't dead; he's upstairs putting grandfather to bed!"

A sign which hangs in a Brooklyn shoe store reads: "Don't sell shoes too short or too tight. Fit your customers."

The time has come, G. Cleveland says,
To talk of many things,
Of ships and shoes and sealing wax
And cabbages and kings,
And why the sea is boiling hot
And whether pigs have wings—
But we will leave the coffee question
To some one who knows how to
handle it.



Olney & Judson Grocer Co.

recommend

Royal Mocha & Java

The Best Starch

In the Market.



The Only Starch with Bleuing 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.

RUSSIA AND CHINA.

The approaching coronation of the Czar of Russia promises to bring together some very remarkable men from all parts of the world as representatives of their respective nationalities, but probably the most conspicuous figure in the gathering will be old Li Hung Chang, the Chinese statesman. Li Hung Chang is a very old man, but his ability as a shrewd diplomat and man of affairs is admitted, and that he should have been sent to represent China at the coronation ceremonies is significant.

It will be remembered that recently it was semi-officially announced that China had entered into an agreement with Russia which practically amounts to an offensive and defensive alliance. According to the reported terms of this treaty Russia is to have the use of Port Arthur and other Chinese seaports. She is also to have the right to occupy such portions of Manchuria as she may desire and to extend her Siberian railroad to whatever point on the coast may be deemed expedient. In return Russia is to aid China to fight her enemies and to furnish officers to instruct and command the Chinese armies.

At the present moment Russia actually controls affairs in Korea. After forcing Japan to evacuate the country, through the combined pressure brought to bear by herself, France and Germany, Russia has practically taken possession of the leading Korean ports and the person of the King. Korea has, therefore, become practically a Russian protectorate.

Although Great Britain has made no move in the matter, it is clear that Russia's growing importance in the shaping of events in the Far East cannot but be displeasing to the foreign office in London. In Japan the course of Russia is also the cause of much irritation, and the way in which the Japanese are increasing the size of their army and hurrying the construction of a large navy proves that Japanese statesmen regard a conflict with Russia as ultimately inevitable.

Despite the poor showing made by the Chinese in the war with Japan, there can be no denying that, with the assistance of Russia, China would become a formidable foe, and her armies, offered by Russians, would furnish much better fighting material than the history of the late war would appear to justify in the opinion of students of the events which then took place. A combination between Russia and China will certainly prove disquieting to the Western Powers, and must eventually produce an upheaval.

PRODUCE MARKET.

Apples—So scarce as to be practically out of market.

Beans—Without material change.

Butter—The market during the past few days has been marked by a rapid and unprecedented decline, considering the season of the year, the average of values being fully 2c below the prices prevailing a week ago. Fancy roll commands 13¢@14c and fair to choice dairy commands 11¢@12c. Factory creamery is dull and slow sale at 17c.

Cabbage—50¢@60c per doz. for home grown. Florida stock has declined to \$3 per crate of about 4 dozen heads.

Celery—Out of market just at present. Fresh supplies are expected in about a week.

Cheese—Trade during the week has been very dull, but we note no changes in quotations. New goods are beginning to arrive, but they are unfit for consumption and do not influence the market for old stock to any appreciable extent.

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

Cranberries—Jerseys in boxes are still in limited demand and supply at \$2 per bu.

Eggs—Instead of advancing ½c, as predicted last week, the price went off ½c and the market is now steady at 10c. The slump in the market East was the cause of the downward tendency.

Green Onions—12½c per doz. bunches. Honey—Dealers ask 15¢@16c for white clover, 13¢@14c for dark buckwheat.

Lettuce—10¢@12c per lb. Maple Sugar—Fancy commands 10c per lb. Fair to choice brings 6¢@8c.

Maple Syrup—60¢@80c per gallon, according to grade and quality.

Onions—Home grown are in fair demand and ample supply, commanding 25¢@30c per bu. Bermudas command \$2.50 per crate.

Pieplant—Illinois stock commands 2½c per lb.

Pop Corn—Rice, 3c per lb.

Potatoes—No hope for old stock.

Radishes—30c per doz. bunches.

Seeds—Clover command \$4.00@5 for Mammoth, \$4.75@4.85 for Medium, \$4.75 for Alsike, \$3.25@3.40 for Crimson and \$5.50 for Alfalfa. Timothy commands \$1.55@1.65 for prime to strictly prime and \$1.75@1.80 for choice.

Spinach—50c per bu.

Strawberries—\$3 per crate of 24 pints, Mississippi stock.

Tomatoes—\$5¢@6 per 6 basket crate of Florida stock.

Vegetable Oysters—20c per doz. bunches.

Tit for Tat.

Kosciusko Murphy, who is a book-keeper in a grocery store, met a friend who clerks in a cigar store and asked him for a cigar.

"Ain't got any," said his friend.

"Ain't got any?" said Kosciusko.

"Why, when I used to work in a cigar store I always had my pockets stuffed with cigars."

"Yes; probably that's the reason you ain't in the cigar store now," was the crushing reply.

The Pilgrim—Easter Number.

Will be ready the early part of April. Everything in it will be new and original. It will contain articles by Capt. Chas. King, U. S. A., Ex-Gov. Geo. W. Peck, of Wisconsin, and other noted writers. An entertaining number, well illustrated. Send ten (10) cents to Geo. H. Heafford, publisher, 415 Old Colony Building, Chicago, Ill., for a copy.

Albion—The Gale Manufacturing Co. writes the Tradesman that it entertains none but the kindest feelings toward its moulders and greatly regrets that they did not come and state their case before they organized. The workmen are peaceable and very orderly and the company does not wish to increase their hardships or "freeze them out." It is, also, the intention of the company, so far as possible, to procure its castings in Albion during the shutdown, which will probably last until August 1, and it will only send away for such as the other local foundries are not prepared to furnish. The closing of the foundry was not intended as a lock-out, but "as organized labor often causes trouble, and we, not knowing their object, were uncertain as to their plans, we manufactured enough iron castings to practically run us through this season, and then, when this was done, we shut down the foundry." The company will not at any time treat with its moulders except as individuals, and hopes for an amicable settlement, but in these close times must remain in command of its business, always conceding to any the right to leave its employ whenever they choose to do so.

WANTS COLUMN.

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

BUSINESS CHANCES.

TO EXCHANGE—FARM OF 140 ACRES, FIVE miles northeast of Jackson, Michigan, 125 acres improved, all good land, brick house, large basement barn, horse barn and other buildings, well and windmill, large orchard and plenty of small fruits, for stock of goods. Will take dry goods, hardware or general stock. For further information address or call on L. C. Townsend, owner, Jackson, Mich. 20

TO EXCHANGE—3 STORY BRICK BUSINESS block in city of Lansing for a good paying business in town of 3,000 or 5,000. Address Box 79, Lansing, Mich. 21

TO EXCHANGE—AN IMPROVED FARM OF 200 acres for a stock of merchandise. Address Lock Box 44, Newaygo, Mich. 18

FOR SALE—CONFECTIONERY, FRUIT, cigar and tobacco business, good soda apparatus and ice cream parlor; the leading place; location the best; good trade; six years established; population 8,500. Investigate this. Address No. 18, care Michigan Tradesman. 13

FOR SALE OR EXCHANGE—A GOOD FRESH stock of drugs and stationery; only stock in town; good town; school No. 1; farming and lumbering. Reason for selling, poor health. Address No. 12, care Michigan Tradesman. 12

FOR SALE—FIRST-CLASS RESTAURANT; best location in the city of Owosso; terms reasonable. Address A. A. Tillman, Owosso, Mich. 11

FOR SALE—DRUG STOCK AND FIXTURES in Indiana town, doing a paying business. Will sell cheap. Value, \$1,000. Don't answer this advertisement unless you mean business. Chas. Maston, Benton, Ind. 14

GRAND OPPORTUNITY IN THE COPPER Country. My stock of general merchandise for sale. Reasons for selling made known to buyer. Address T. Wills, 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

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

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

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

MISCELLANEOUS.

WANTED—6 OR 8 FOOT SHOW CASE, cheap. Address, C. H. Howd, Baldwin, Mich. 17

WANTED—POSITION BY AN EXPERIENCED lady book-keeper. Good references. Address C. A., care Michigan Tradesman. 15

WANTED—FURNITURE SALESMAN TO carry a good selling side line; sell from photographs. Address C. L. Bothwell, Lima, Ind. 16

WANTED—TO SELL THE BEST PATENT in the United States to make money out of. Will sell one-half interest or all. Address Box 1121, Traverse City, Mich. 4

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

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

DO YOU WANT

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

A Michigan Man
Tradesman Co.

Association Matters

Michigan Hardware Association

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

Northern Mich. Retail Grocers' Association

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

Traverse City Business Men's Association

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

Grand Rapids Retail Grocers' Association

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

Owosso Business Men's Association

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

Jackson Retail Grocers' Association

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

Alpena Business Men's Association

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

Lansing Retail Grocers' Association

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

Duplicating Sales Books

We carry in stock the following lines of Duplicating Sales Books, manufactured by the Carter-Crume Co.:

J Pads
Acme Cash Sales Book
Nine Inch Duplicating Book
Twelve Inch Duplicating Book

We buy these goods in large quantities and are able to sell them at factory prices. Correspondence solicited.

TRADESMAN COMPANY,
GRAND RAPIDS.

Established 1780.

Walter Baker & Co., LTD.

Dorchester, Mass.,

The Oldest and

Largest Manufacturers of

PURE, HIGH GRADE

COCOAS

AND

CHOCOLATES

on this Continent.

No Chemicals are used in their manufactures.

Their Breakfast Cocoa is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their Premium No. 1 Chocolate is the best plain chocolate in the market for family use.

Their German Sweet Chocolate is good to eat and good to drink. It is palatable, nutritious and healthful; a great favorite with children.

Buyers should ask for and be sure that they get the genuine

Walter Baker & Co.'s

goods, made at

Dorchester, Mass.

DO YOU USE

STENCILS

Get our prices—will save you \$\$\$

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