

# MICHIGAN TRADESMAN

Volume XIII.

GRAND RAPIDS, WEDNESDAY, JUNE 3, 1896.

Number 663

## COLUMBIAN TRANSFER COMPANY

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

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

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

## Clean Your Ledger

Collect your accounts through us.  
Send list of accounts with postage  
for trial.

**MICHIGAN MERCANTILE CO.,**  
3 Tower Block, Grand Rapids, Mich.

## COMMERCIAL REPORTS AND COLLECTIONS

Complete, Correct and Prompt Reports.  
All kinds of claims collected.

**COMMERCIAL CREDIT CO., Limited,**  
Widdicombe Building, Grand Rapids, Mich.

## 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."

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

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

## 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 custom-  
er, 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 In-  
surance in Michigan in 1895, and is being ad-  
mitted 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**

## HANDLING SPECIALTIES.

Some Obstacles Which Stand in the  
Way.

Written for the TRADESMAN.

To the retailer whose experience has  
spanned the last quarter of a century,  
the fluctuations on popular demand for  
certain lines of goods have been pecu-  
liarly tantalizing and often quite unac-  
countable. I refer to patent or prop-  
rietary goods of every kind, whether  
staple in the usual sense of the word  
or not, so long as they are distinguished  
by trade marks or names that make  
them known as specialties. Whether  
introduced to the dealer by traveling  
agents or by advertising, the effect is to  
bewilder him when he comes to choose  
those best suited to the wants of local  
trade.

At first view it would seem that the  
public might be sufficiently served by  
any judicious selection of articles of  
common necessity, so long as they were  
of good quality and reasonable in price,  
and, in addition, a line of novelties  
that appeal to cultured tastes or luxu-  
rious habits of life. Such a list would  
be long enough to cover all possible, or  
at least probable, demands naturally  
originating in the actual wants or usual  
caprices of customers; but since the  
pressure of manufacturing and mercan-  
tile competition has created a condition  
that stimulates excess in production,  
the markets of the world have been  
often glutted with goods that must nec-  
essarily find buyers through special and  
artificial methods of distribution. This  
is seen every day in the accumulating  
aggregate of circulars that appeal to  
the desire of gain in the dealer by  
means of special premiums which add  
to his ordinary profit, or schemes that  
tempt him to purchase in excess of ac-  
tual need. Many of them contain ap-  
parent advantages by offering liberal  
lots of samples by which the dealer may  
work up a large local demand; or pre-  
miums to be distributed among cus-  
tomers, either by the law of chance, or  
according to the amount of purchases.

All these attempts to anticipate hu-  
man necessities, and at the same time  
cater to the thousand caprices engen-  
dered by the intense pressure of modern  
progressive life, make mercantile en-  
terprise a continual struggle to balance  
profit with loss and maintain a safe  
commercial standing. The difficulty  
that confronts the dealer in specialties  
does not disappear, even though he  
wisely choose stock suitable to the  
wants of his trade and discards the  
least desirable goods that are thrust up-  
on his attention. The conditions of trade  
to-day are so peculiar that he cannot  
depend with any degree of certainty on  
how long any article may continue to  
please a fickle public. However good  
may be its quality and however satis-  
factory at first to the majority of cus-  
tomers, there is no assurance of a long  
continued profitable demand.

Each brand of cigars or tobacco, soap,  
baking powder, food product, family  
medicine; each article useful in house-  
hold economies, or any of the innum-  
erable procession of candidates for com-

mercial favor, has its hour of popular  
approval, long or short—its rise and  
fall; and none can tell how it comes, or  
when it will go. The residuum on shelf  
or counter plainly determines which  
one has been fruitful or barren for the  
enterprising laborer in the field of mer-  
cantile enterprise. To work up a trade  
in any special article of merit is sel-  
dom a difficult task; but to hold it for  
a definite time against competing goods  
in the same line is something different  
and uncertain of accomplishment. If  
denied an order, for wise business rea-  
sons, based on saving the value of a de-  
mand secured by large expenditure of  
time and money, the pushing agent will  
often approach the dealer's patrons by  
canvassing with samples from house to  
house and by hook or crook force a de-  
mand that in time compels the most  
careful buyer to hedge against loss by  
admitting another unnecessary competi-  
tor to a stock already beyond the rea-  
sonable wants of his trade. Thus, like  
one in a crowd of hustling people bent  
on one intense purpose, the most con-  
servative dealer is too often forced off  
the pedestal of his better judgment into  
a sea of trouble. By good luck he may  
finally regain his true course towards  
the goal of prosperous business; but so  
long as the crowding of new specialties  
continues, his convictions as to the best  
method of conducting his own plan of  
trade will find persistent antagonism.

Philosophizing on this subject, the  
question naturally arises, is this con-  
dition of the retail dealer avoidable?  
Can he, either individually or by or-  
ganized effort, compel the forces of  
competitive progress to respect terri-  
torial privileges of the retailer and re-  
lieve the pressure that continually over-  
comes the balance of his judgment?  
Has he a right even to insist that pro-  
ducers shall allow him undisputed pos-  
session of his little retail kingdom, free  
from all intrusion except personal so-  
licitation for orders? These are ques-  
tions that only the ethics of commercial  
equity can solve. But, whether consid-  
ered in the abstract or the concrete, no  
possible solution will wholly relieve him  
from dilemma of some kind.

It cannot be denied that the pro-  
gressive methods of civilization involve  
much waste of labor and material. Life  
might possibly be made happier, or at  
least more endurable, to the struggling  
millions, if all would be content to fore-  
go the desire to seek further and acquire  
more without regard as to how it may  
affect weaker aspirants in a race that is  
free for all. But human nature must be  
considered if we wish to determine the  
relative conditions of each class of  
strugglers. Those who are most suc-  
cessful in reaching higher ground nat-  
urally feel increasing wants, that grow  
into necessities; and they, in seeking  
to gratify them, stimulate the least suc-  
cessful to wish for better conditions.  
Thus change becomes the order of the  
day; and though our peculiar  
system of government is an uplifting  
process for the mass, it sometimes makes  
individual progress difficult, perhaps in  
many cases impossible.

So long as inventive genius is un-

fettered, specialties will always be un-  
limited in supply to the trade or the  
public. Invention is a wasteful process,  
if we regard it in detail; but it makes  
for progress, as it affects the whole hu-  
man race, including all that manufacture  
and sell, or buy and consume. Fire and  
accidents may also consume millions in  
value that labor accumulates; yet it  
is better to have an excess of produc-  
tion to meet these losses, rather than  
barely enough for actual need. Nature,  
left to herself, revels in abundance,  
even to the appearance of extreme need-  
less waste; still, enough always remains  
to harvest for all who crave her bounty.

So, in moralizing on the apparent  
waste and vexation caused by the sur-  
plus of specialties that puzzles the re-  
tailer's brain how best to unload on a  
public surfeited with novelties, let the  
consolation be, "Sufficient unto the day  
is the evil thereof." Let each specialty  
too importunate to be resisted have a  
fair field to illustrate the "survival of  
the fittest." Small and frequent pur-  
chases in that line will prove the wisest  
and safest policy.

PETER C. MEEK.

## Purely Personal.

A. C. Bauer, the Lansing druggist,  
was in town over Sunday.

H. V. Hughes, Manager of the Alder-  
ton Mercantile Co., St. Johns, was in  
town one day last week on his way home  
from Chicago.

H. M. Lewis, who has dealt out sugar  
and pickles to the denizens of Ionia for  
fifteen years, spent Tuesday in the  
Grand Rapids market.

John A. Shattuck, who conducted a  
general store at Sand Lake for fifteen  
years, and for the past nine years has  
been engaged in the grocery, clothing  
and furnishing goods business at New-  
berry, was in town Tuesday on his way  
home from Southern Michigan.

J. C. Cooper, general dealer, post-  
master, justice of the peace, notary  
public and conveyancer at Marengo,  
has added another branch to his busi-  
ness—that of raising the Golden Wing  
variety of mud turtles. Any one want-  
ing eggs or young stock should write  
him for prices.

Frank J. Dettenthaler sails for Europe  
from New York June 4 on the Columbia  
and will spend three months in Lon-  
don, Berlin, Munich, Paris and other  
European cities. Mr. Dettenthaler is a  
native of Munich, leaving there twenty-  
six years ago, when he came to this  
country. He will bring home his  
daughter, who has been spending two  
years in the study of music at Munich.

The Minnesota Supreme Court de-  
cides the law unconstitutional which  
provides that inebriates can be sent to  
gold cures at the public expense. The  
court holds that public money cannot  
properly be used to cure drunkenness  
any more than any other disease. This  
appears to be sound law. There is a  
gold cure statute also in effect in Wis-  
consin, and it is costing the taxpayers  
a great deal of money.

The Dodge Club cigar is sold by F.  
E. Bushman, Kalamazoo.

## Getting the People

### Advertising for Results.

A. W. Paine in American Advertiser.

Once in a while you will find a man who, for the sake of making his name prominent, will spoil his window display by having his name spread all over the glass. Half-blind people are scarce, so there's no earthly use of having your name in great big letters. A small, artistic letter is much better in every way. And some people do about the same thing with their ads—display their name in preference to the goods they are trying to sell. But if you consider your name the most important part of your ad, use the big, black-faced type; otherwise not.

\* \* \*

The heading of an ad should be so constructed that as soon as it catches the eye the mind will grasp the meaning of the ad.

\* \* \*

The reader of an ad doesn't care who the publisher is unless he is interested in the ad. If the name is made prominent at the expense of the ad, doesn't it lessen the chance of the ad's being read? And what good is an ad if it isn't read? Your name alone, no matter how well displayed, won't sell goods. People must be told something about goods before they will buy. And it must be told in a truthful, forceful, convincing way, too, remember. The day of the "hazy" advertiser is fast drawing to a close. People are learning to spot the fakes on sight. There's a premium on honesty, after all.

\* \* \*

So much dishonest advertising has been done that people are, naturally, very cautious, and sometimes rather suspicious. This is one reason why the honest advertiser has to keep pegging such a long time before people come to believe in his ads. Many honest men have tried advertising and made a failure of it. Too timid to stick to it long enough, is often the only reason it didn't pay them.

\* \* \*

Why will some people persist in using rough, senseless, and often vulgar, cuts? Some people think that any kind of a cut will attract attention? But will it be favorable attention? Will it serve a purpose in making the ad more comprehensive? Many of the cuts now on the market are not only senseless, but are decidedly offensive, and when used they not only waste space but injure an otherwise good ad.

\* \* \*

Smartness, cuteness and flowery talk may win praise from the writer's personal friends, but it takes good sound common sense business talk to win business from your competitors.

\* \* \*

Some people go through the world with their mouths open and eyes shut. They do more talking than thinking. Instead of thinking twice before speaking once, they will speak two or three times without thinking at all—so it seems. And some of these people write ads. Some of these alleged ads contain some good points, but the goodness is usually snowed under with a whole lot of stuff that would better be left unsaid. One of the hardest things to learn about advertising is what not to say. After you have written what you consider a good ad, sit back, scratch your head, and think it all over. Ten to one, you'll find words—whole sentences, perhaps—that are of no value to the ad.

Give very explicit directions about the setting of your ads—unless you want them set up in the regulation style. The average printer has ideas of his own about such work and, if he is left to carry them out, the typographical appearance of the ads will be too much alike. Yours will look just about the same as your neighbor's. It won't stand out and command attention like a seven foot man in a crowd. One who understands display can arrange an ad-

vertisement so that it will be the first one noticed on that page. I am speaking of the average newspaper, of course. In some well managed papers the ads are all differently arranged; each and every one has a distinct style of its own.

### Fibre-Ware Dishes, Enameled.

People generally are familiar with the ordinary paper or pulp plates used by grocers and others, but there are few that know that of late years a process has been discovered of making plates from fibre-ware and enameling them so as to make them serviceable and a fair substitute for genuine dishes used on the dining table. Germany seems to have been the first country to experiment in this direction, but we are told that this invention is being introduced in this country with success. The dishes are shaped almost entirely by compression; heavy plungers, fitted with correctly shaped flanges, are forced upon flat sheets of the pulp, and, the outer rim of each flange being fitted with cutting devices, a plate is cut, shaped, compressed, and made ready for baking at one operation. The new feature is a process of plating the dishes to imitate china, silver, etc. If the usual enameling methods were employed the cost of the paper dishes would be so greatly increased that the ordinary kinds of ware would be cheaper; consequently one of the main elements sought, in substituting paper pulp for substances in articles of commercial interest and value, is absent. Even if the paper ware were lighter, stronger, smoother and neater in appearance, the selling would be diminished if the price had to be made higher than that of crockery.

The aim of the new process is therefore to enamel or plate the paper pulp dishes with a substance as effective as the best used in crockery manufacture and at the same time very inexpensive. This substance is procured from waste silk. Defective cocoons, those containing a double end, waste made in winding, waste procured from the silk factory, floor sweepings from the silk mill and, in fact, everything pertaining to silky waste, are utilized. The waste is gathered, dried, cut up, ground and then dissolved. The field for its use has been very limited, and it is consequently a cheap substance. Sometimes two or more baths are needed to effect a good coating of the silky material; sometimes only one. Some grades of pulp, especially that made from the white woods, have little affinity for this silk waste enamel; but that is remedied by first dipping the dishes into a bath of strong sulphuric acid, after which the plating sets all right.

If the liquor is from the waste silk direct, a sort of silvery and glossy tint is produced, and the plating is very beautiful; but any shades are available by dyeing the solution with indigo, log-wood, prussiate of potash, extracts, etc.; pure white is obtained by the use of the same coloring material which is employed to whiten yellow textile fibres. After the plates have received the enameling the usual finishing processes of tableware follow, thus completing the goods for the market. The meritorious features of the plate and like ware made from such light, durable and elastic stock as paper pulp are well known.

### Tea Grown in North Dakota.

When asked what products are grown from North Dakota soil, one thinks readily of wheat, rye, oats and flax, but who in the world would name tea as one of the cultivatable crops? Yet tea is grown, and grown successfully, in North Dakota. State Commissioner of Agriculture Laughlin has made the discovery that a colony consisting of twenty Russian families in Mercer County raised tea last year from seed obtained from Russia. The experiment is reported to have been a decided success, and tea culture will be tried on a much larger scale in that State this year. It is known as the Asiatic-Russian tea-plant, and the quality is said to be every way superior to the black tea sold by merchants.

# W. J. Gould & Co., TEA IMPORTERS DETROIT.



THE

## CELEBRATED




## JAPAN TEA.



## The Acknowledged Leader.

### TO OUR CUSTOMERS:

The popular prices for Japan Teas now are 25 and 40c. and the Japan Tea market, which opened April 28th, is lower than ever before and enables us

to sell you the  brand at such a price that

you can retail it at 40c. and we will absolutely guarantee the same quality as in the past. When you take into consideration the fact that this tea has been the standard for 50 and 60c. teas for twelve years, you will sell double the quantity at 40c. and make double the profit you would on a 25c. tea. It will pay you to get your customers to use this Tea. When once it is used they will always buy it again and you will hold your trade. Try it and see. It is not "Just as good as -----." It is the Best.

Yours truly,

**W. J. GOULD & CO.**

Detroit, May 29, '96.



### Selling Cigars on Smaller Margins.

From the New York Commercial Enquirer.

The average grocer does not pay sufficient attention to the methods which should make his cigar department a highly popular and at the same time profitable part of his business. As a consequence, a great deal of patronage which he ought to have is won over by the regular tobacconists of his locality. His opportunities for purchase and service are almost invariably as good as those of the exclusive tobacco dealer.

A well-managed department not only earns money by itself, but it also leads to other sales—in short, it draws trade. A good cigar at a fair price is a recommendation for any store, but a poor cigar at a high price will drive trade away. This is so true that it is trite. Let a retailer find out what brand of cigars he can offer his customers, either singly or by the box, at a reasonable margin of profit, and get his patrons talking about his success in this line of business, and the general result will be satisfactory. Two of the most famous grocery stores in New York City, Acker, Merrill & Condit and Park & Tilford, owe much of their success to their retail cigar departments. Grocers everywhere, if they want to make the effort, can, in a degree at least, get up a big local cigar reputation. But there is a very important point which they should consider:

Grocers are willing, it would seem, to conduct their general business on a margin of profit. Yet when it comes to cigars, they act like jewelers, who charge exorbitant profits, because their sales are few and far between. Most grocers would increase their sales handsomely and dispose of 100 cigars where they now only sell ten if they were satisfied with a reasonable margin of profit. It is a well-known fact that they are making from 50 to 75 per cent., that is, on the few cigars they sell. They would be far better off in the long run did they but buy better cigars and content themselves with fairer margins. A profit of about 15 per cent. on cigars sold singly is enough for any grocer and the shrewd retailer will be satisfied with, say 10 per cent. on box trade. Thirty-five dollars per 1,000 is little enough to pay for a cigar to retail at 5 cents. For a cigar to retail at 10 cents straight, we should consider \$80 per 1,000 about right and \$65 per 1,000 the price for goods to hand out at three for a quarter.

A cigar department cannot stand excessive profits any more than any other part of the grocery business.

### Patents Secured on Tobacco Substitutes.

Among the queerest inventions recorded at the Patent Office are ideas for tobacco substitutes. Apparently the whole vegetable kingdom has been ransacked for material to take the place of the herb nicotian in the manufacture of cigars, plug for chewers and fuel for the pipe. There is hardly a familiar herb whose leaves are not called into requisition. It is no idle tale that the potato, the beet, the cabbage and the turnip help out the commercial supply of the nobler weed. For the preparation of these plants and the imitative doctoring them there are numberless ingenious processes.

Many of the patented substitutes, however, do not pretend to counterfeit tobacco. For example, one inventor has secured exclusive rights in the idea of making cigars with fillers of pine needles. The needles are to be gathered when they are green and full of tarry matter. A wrapper of moist tobacco leaf is put around them, and the cigar when dry is guaranteed to burn readily. It is warranted to cure throat and lung troubles. Another patent is for cigars of sunflower leaves, which are to be cut when the seed ripens. The use of a tobacco wrapper in this case is allowed to persons long accustomed to that weed.

A woman has secured a patent on cigars of eucalyptus leaves. She says that they, "unlike tobacco, leave a clean and pleasant flavor in the mouth."

Also she claims priority in the notion of employing them for the pipe, for snuff, as tooth powder and with suitable fats, in the manufacture of soap and candles. Another inventor proposes to use the leaves of Indian corn, prepared like tobacco, for chewing and smoking. The stalks of the corn are to be boiled in water to a syrup, to which is to be added quassia or capsicum, or "other bitter botanic product." The leaves, having been dried in the sun, are to be dipped in this syrup before making them into cigars and plug.

Not a few inventions are for the purpose of robbing tobacco of its alleged harmful properties. One man proposes to accomplish this object by saturating the fillers of cigars with a preparation of the needles and twigs of the pine, incidentally imparting a desirable fragrance. The extract is to be prepared in summer, when the needles and shoots possess their aromatic and medicinal qualities in the highest degree. The vapor of alcohol is applied to the tobacco in order to carry off the nicotine, and then the tobacco is boiled in the extract. Finally, the cigars made from the tobacco thus treated are wrapped in tinfoil, so that the properties aforesaid may be preserved.

A thoughtful individual has devised a preparation guaranteed to destroy the appetite for tobacco in thirty days. It is composed of gum resin, beeswax, white wax, polar bark, Virginia snake root and cayenne pepper. Another substitute warranted to allay the craving is a mixture of spikenard, red clover, hops, slippery elm bark, pennyroyal, wild cherry bark, hyssop, ginseng and tarred rope. All of these ingredients are to be dried, powdered and mixed in certain proportions. A patent has been granted for a plug tobacco consisting of gentian root, prickly ash bark, sassafras bark and extract of licorice.

Another patent is a method by which the smoker is enabled to acquire a mild jag with each cigar he consumes. The manufacturer prepares a mixture consisting of one glass of rum, one gallon of alcohol, quarter of a pound of oil of apple, half a pound of tonka bean, half a pound of valerian root and a quarter of a pint of laudanum. This is to be put into a stone jug and kept tightly corked for a month. It will then be ready for use. While the cigars are being packed in boxes, the end to be lighted of each one is dipped in the liquor. It is expected that nobody who gets used to cigars prepared in this way will be satisfied with any others thereafter.

### An Inaccessible Store of Honey.

On Elk Mountain, Susquehanna County, a few miles from the Jefferson branch of the Erie Railroad, there is an extraordinary bit of wild honey. The hive is located in a rift which penetrates the rock probably to a depth of 160 feet. The orifice is thirty feet long and seventeen feet wide. The rift was discovered to be the abiding place of a huge swarm of bees, which fly in close column one foot in diameter.

Many persons have tried to get to the honey stored by these bees, but were invariably driven back. One man, three years ago, nearly lost his life in the attempt. Others have built a scaffold 125 feet high in the hope of reaching a place where they vainly tried to run a tube into the hoard of sweets and extract a little. Within four years the bees have probably added not less than fifteen feet of honey to their treasure. It is thought that there are several tons of honey in the rock.

A man named Duncan, who lives in a cabin not far from the spot, each summer obtains from the rock by the sun's heat more than enough for his family. All through that region, the second highest point in Pennsylvania, wild honey is found in cracks of rocks.

There are too many milch cows on the farms of this country—cows that don't pay for their board—and the up-to-date farmer soon gets rid of that sort of cattle. There are some men out on the road who don't pay expenses and the house they represent gets rid of them in short order.

One of, perhaps, many little unconsidered ways in which the forests of the country are being eaten up is in supplying timber for railway trestle work. There are 2,000 miles of trestle structure in the United States according to the estimate by the forestry division.

This trestle work has to be replaced entirely every nine years on an average and every year timber amounting to 260,000,000 feet, board measure, is used for this purpose. Nearly all the timber is cut from the largest and finest trees. The annual expenditure on this work is estimated at about \$7,000,000.

E. C. STILES.

C. H. PHILLIPS.

## STILES & PHILLIPS,

Commission Merchants.

# Wholesale Fruits and Produce

Apples and Potatoes in Carload Lots a Specialty.

9 NORTH IONIA STREET.

GRAND RAPIDS.

TELEPHONE NO. 10.

German Coffee Cake  
and Lemon Snaps

Ask our salesmen to show you samples.

CHRISTENSON BAKING CO.,

Manufacturers of Crackers  
and Sweet Goods,  
GRAND RAPIDS, MICH.

Parisian Flour

Parisian Flour

Lemon &amp; Wheeler Company,

SOLE AGENTS.

Parisian Flour

Parisian Flour

## General Stampede

## From the Curse of Credit.

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

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

## TRADESMAN COMPANY,

Grand Rapids, Mich.



## Around the State

### Movements of Merchants.

St. Johns—Felix Hensler has sold his meat business to W. H. Patrick.

Freeport—Bert Wolcott succeeds Wolcott & Gosch in the meat business.

Jackson—Hay & Enos are succeeded by Joseph Enos in the meat business.

Menominee—W. D. Hutchinson, grocer, is succeeded by C. M. Oleson & Co.

Gregory—Taylor, Kuhn & Co. succeeded Daniels, Taylor & Co. in general trade.

Schoolcraft—Johnson & Campbell, grocers, are succeeded by Johnson & Munn.

Kalamazoo—Marens E. Bennink has sold his grocery business to Peter Datema.

New Lothrop—Zeigler & Streng succeeded Zeigler, Streng & Rolfe in general trade.

St. Johns—Cooper & Kenney, bicycles and sundries, have dissolved and are succeeded by Geo. D. Cooper.

Sullivan—Hiram Munger has leased his store building to Dr. Peter Beyer, who has put in a line of drugs and groceries.

Coopersville—Hosmer Bros. have purchased the grocery stock of M. L. Hunter and consolidated it with their own stock.

Ludington—J. T. Blouin, meat dealer, has added a stock of groceries, Wellauer & Hoffman Co., Milwaukee, sold them.

Pierson—Geo. Hadley has embarked in the grocery business in the building recently occupied by Geo. Nagler with his drug stock.

Kalamazoo—The Dunkley Celery Co. has merged its business into a corporation, to be known as the Dunkley Celery & Preserving Co.

Detroit—C. H. Michell, grocer, etc., has merged his business into a corporation, under the style of The Michell Table Supply Co.

Port Huron—A. H. Tibbits has purchased the drug stock of Ventry R. Conway and will continue the business at the same location.

Ludington—F. D. Paquette, dealer in drugs, has added a stock of groceries. Franklin MacVeagh & Co., Chicago, sold the goods.

East Jordan—Hankey & Son have opened a flour and feed store here. It will be managed by J. J. Gage, proprietor of Gage's cash variety store.

Sidnaw—J. C. Corbin & Co. have purchased the general stock formerly owned by N. H. Stanton. Mr. Corbin was formerly engaged in general trade at Leroy.

Wayland—Wm. L. Heazlit has purchased the interest of his son, Ray Heazlit, in the general stock of Wm. L. Heazlit & Co. and will continue the business in his own name.

Kalamazoo—While E. J. Schaberg was attending the Forepaugh show the other night, some one took the liberty of entering his home and carrying away \$115—quite an expensive circus for a groceryman.

Freeport—Mrs. J. W. Foglesong has purchased Mrs. S. R. Hunt's interest in the millinery business heretofore conducted under the firm name of Foglesong & Hunt and will continue the business alone hereafter.

Traverse City—E. L. Ransom and Geo. Lardie have formed a copartnership in the produce and commission business, and have fitted up the large store building at 228 Front street, including cold storage.

St. Johns—The Alderton Mercantile Co., successor to the St. Johns Mercantile Co., is officered as follows: President, Geo. A. Alderton; Vice-President, E. P. Waldron; Secretary and Manager, H. V. Hughes; Treasurer, Thomas Bromley, Jr.

Otsego—D. W. Shepherd, formerly engaged in general trade at Martin, has purchased the grocery stock of C. F. Strutz and will continue the business at the same location. Mr. Shepherd has made merchandising a study, both from a practical and a professional standpoint, and Otsego feels honored by having him locate here.

Rockford—Neal McMillan has begun the construction of a two-story brick store building, 26x80 feet in dimensions, on the site of the building recently destroyed by fire. E. E. Hewitt will occupy the ground floor with his grocery stock and Clarence Stocum will occupy the second floor with his furniture and undertaking business.

### Manufacturing Matters.

Jackson—Handy Bros., cigar manufacturers, are succeeded by C. G. Handy.

Charlevoix—John Burns and H. M. Enos are now the sole owners of the Charlevoix Roller Mills, having purchased the interest of Mr. Rifenburg.

Charlevoix—John Burns has sold his interest in the Burns & Francis factory and planing mill to W. H. Francis, taking some village property of the latter in exchange.

Ovid—F. A. Wellman has interested the farmers in this vicinity in a cheese factory project to that extent that he has ordered his machinery and expects to begin operations by June 10.

Central Lake—Liken, Brown & Co., of Sebawaing, have decided to locate a saw mill at this place and have purchased three sections of timber land in this vicinity with which to stock the mill.

Corunna—This city has offered D. R. Salisbury a bonus of \$3,000 to remove his shoe factory from Owosso to this place. He will do so and will build a factory to cost at least \$10,000. Owosso refused to raise a bonus of \$2,000 to keep it there.

Saginaw—E. A. Sanders, who has been interested in the Saginaw Cornice Works, has severed his connection with that establishment for the purpose of organizing a corporation, with a capital stock of \$10,000, to embark in the manufacture of a new style of shears, for which he has secured a patent.

Lansing—J. L. Price, formerly a member of the firm doing business under the style of the Lansing Confectionery Co., is now connected with the Hewitt Candy Co., at Denver, Colo. That he is held in high esteem by his former associates is evidenced by the retention of his initials on several brands still manufactured by the house.

Marquette—The Ishpeming & Lake Superior Railway is progressing finely, being nearly ready for the rails. The grading is about all done and the bridges are now being built. It is expected to be ready to ship ore by August 1. Then, when the extension of the C., M. & S. P. Railway is made from Champion to Ishpeming, Marquette will have direct communication with Chicago.

Grayling—The report that Pack, Woods & Co. had sold their tract of timber in this vicinity to Salling, Hanson & Co. is contradicted. The latter firm has purchased of Geo. W. Pack a tract of 11,000,000 feet of pine, mostly

Norway, and will cut it at this point. Pack, Woods & Co. announce their intention of cutting their tract in this vicinity in their own mill at Oscoda.

Kalamazoo—Henry D. Streater has closed up the business of the Streater Manufacturing Co. in this city and sold the right to manufacture his preserve cases for Ohio, Indiana and Michigan to parties whose names cannot be made public at this time. The plan of the purchaser is to establish a new plant in the eastern part of the State and conduct the manufacture of the preserve cases under the firm name of the Preserve Manufacturing Co. The exact location of the new plant has not yet been definitely decided upon.

### Fruits and Produce.

Asparagus—25c per doz. bunches.

Beans—The market is dull and sluggish, the tendency being decidedly downward, although it was thought bottom had been touched when the price was considerably higher than it is now.

Beets—40c per doz. bunches.

Butter—The market is a little stronger than a week ago, due to the cooler weather and the falling off in receipts. Factory creamery is in good demand at 14c, while fancy dairy is in ample supply at prices ranging from 10@12c.

Cabbage—Cairo stock commands \$1.50 per crate of 12 doz. Mississippi stock brings \$3 per crate of about 4 dozen.

Cherries—Home grown Oxhearts are already in market, commanding \$2 per bu. The crop is likely to be the largest ever harvested and prices will be likely to rule low.

Clover Seed—\$5@5.25 for Mammoth, \$4.85@5 for Medium, \$4.75 for Alsike, \$3@3.25 for Crimson and \$5.50 for Alfalfa.

Cucumbers—25c per doz. for Southern stock and 40c per doz. for home grown.

Eggs—The market is decidedly stronger and fully 1c higher than a week ago, owing to the falling off in receipts here and the advancing market East. Local handlers have raised their quotations to 9c, with every indication of another advance to 10c within the next week.

Green Onions—Seed stock, 8c per doz. bunches. Silver Skins, 10c per doz. bunches.

Greens—Beet, 30c per bu. Spinach, 20c per bu.

Lettuce—5@6c per lb. Millet—Common, 60@65c; German, 65@70c; Hungarian, 70@75c.

Onions—Mississippi stock commands \$1 per bu. in bags or bbls. Home grown stock is no longer marketable.

Peas—Home grown, 75@90c per bu. The price will probably go lower before the end of the week.

Pieplant—All of a sudden a scarcity has developed, which has caused an advance to 1c per lb.

Potatoes—Tennessee and Mississippi stock commands \$1.25 per bu. and \$3.50 per bbl.

Radishes—5c per doz. bunches.

Raspberries—Black from Southern Illinois command 12c per qt.; quality only fair.

Strawberries—This is likely to be the "big week," so far as the local crop is concerned. Prices will, probably, range from 80c@\$.1.20 for 16 quarts, the higher price being for Warfields and other large varieties, which invariably bring higher prices, although the quality is inferior to the smaller varieties.

String Beans—75c per bu.

Timothy—\$1.65 per bu. for prime to strictly prime and \$1.75 for choice.

Tomatoes—Florida stock is about played out. Mississippi stock commands \$2 per 4 basket crate.

Wax Beans—\$1.25 per bu.

### How Uncle Sam Redeems Envelopes that Are Spoiled or Misdirected.

One of the most interesting branches of the postal service is that which is devoted to the redeeming of stamped envelopes which have been misdirected. A person of an observing turn can spend a very profitable half-hour there any time, listening to the stories told by the men and women of how they came to spoil so much valuable stationery. Indeed it is a remarkable thing how so many envelopes get misdirected, many large firms returning them in lots of several thousand at a time. The clerks who have to count them say that it is all gross carelessness, and they point to the way in which the envelopes are returned—some back to back and others folded and twisted into every possible shape. All this means extra work to the clerks, who have very little spare time on their hands.

The envelopes are redeemed in all cases possible, many packages being received which have obviously not been misdirected. For instance, if a firm goes out of existence and has a quantity of envelopes left over, the chances are that a marking brush will be drawn over the edges instead of a few pen scratches being made on each envelope. There are many ways in which envelopes can be spoiled for business purposes, and if a list of all the peculiar cases were made it would fill a book. One man recently brought in a boxful over which he had spilled a bottle of ink, while another had a large quantity that had been badly damaged by fire, and a third appeared with a lot that he claimed had been gnawed by mice.

The Government, of course, loses nothing in these transactions. It has been already paid for the envelopes and printing, and it redeems only the face value of the stamps. The New York office makes payment not in cash, but in postage stamps, and these stamps have to come out of the regular supply, as the department at Washington will not recognize any demand until the misdirected envelopes have been counted.

### Preserving Wood from Decay.

A simple, effective and cheap way of preserving wood from decay is practiced in Switzerland in the preparation of posts for the telegraph service. A square tank having a capacity of some 200 gallons is supported at a height of 20 feet or 25 feet above the ground by means of a light skeleton tower built of wood. A pipe drops from the bottom of the tank to within 30 inches of the ground, where it is connected with a cluster of flexible branches, each ending with a cap having a orifice in the center. Each cap is clamped onto the larger end of a pole in such a manner that no liquid can escape from the pipe except by passing into the wood. The poles are arranged parallel with one another, sloping downward, and troughs run under both ends to catch drippings. When all is ready a solution of sulphate of copper, which has been prepared in the tank, is allowed to descend the pipe. The pressure produced by the fall is sufficient to drive the solution, gradually of course, right through the poles from end to end. When the operation is ended and the posts are dried, the whole of the fibre of the wood remains permeated with a preserving chemical.

The Dodge Club cigar is sold by F. E. Bushman, Kalamazoo.

Everything in cigars at Bushman's.



## Grand Rapids Gossip

Louis Kunst & Co. succeed Clement & Kunst in the grocery business.

Peter Van Rossum & Son succeed the Arctic Springs Water Co. in business.

Henry Ringleberg has sold his grocery stock at 391 Ottawa street to Peter Flannigan.

Peter Mull has sold his meat market at 194 Fairbanks street to Jasper A. Titus, who recently removed to the city from Lilley.

Henry Mellema, late from Lamont, formerly in the grocery business at Muskegon, has opened a grocery store at 101 Hilton street.

Benjamin Salm has purchased Fred Rouse's grocery stock at 1066 Madison avenue and will continue the business at the same location.

B. F. Miller has removed his grocery stock from 64 Ellsworth avenue to 200 South Division street, where he will conduct a meat department in connection with his grocery business.

Andrew E. Peterson has sold his meat market at 447 South Division street to its former owner, Edward J. Moore, who has conducted a market in the meantime at 130 West Fulton street.

E. H. Day has sold his grocery stock at 300 South Division street to M. Babcock and Wm. DeLong, who will continue the business at the same location under the style of M. Babcock & Co.

Napoleon B. Flanders and A. Clyde Flanders have formed a copartnership under the style of Flanders Bros. and opened a grocery store at the corner of North Coit avenue and Quimby street. The I. M. Clark Grocery Co. furnished the stock.

The express rate from Grand Rapids to Marquette is \$2.75 per 100 pounds, which is the same as the rate to New York. The rate is so prohibitive that it amounts to a shut-out, and some steps should be taken to bring the Upper Peninsula gormand to time.

The attention of the Police Department is called to the fact that many of the hucksters who have paid their license fees have not affixed their metal numbers to the sides of their vehicles as required by the ordinance. This is just as essential as the payment of the fee and the filing of the bond, and lapses of this character should be attended to without further delay.

It is estimated that 750 subscribers to the local Bell exchange sent in formal notices June 1, giving due notice of their desire to terminate their connection with the Bell exchange July 1. From present indications the old exchange will be a hollow skeleton before the end of another month, and the employes of the Bell exchange, realizing that their services will not be in demand very much longer, are seeking openings elsewhere. It is possible that the Bell people will pursue the same tactics they have followed in other cities and decline to take out their phones, offering the subscribers free service on condition that the phone be left in place, but it is more likely that the rates will be reduced to \$10 per year, as has been the case elsewhere, in the expectation that such a course will eventually stifle competition.

### HANDSOME HOME.

Palatial Residence of Mr. C. G. A. Voigt.

The accompanying illustration conveys a fair idea of the appearance of the commanding mansion now nearing completion on College avenue. It is the property of C. G. A. Voigt, the well-known flour magnate, who is to be congratulated that his business is sufficiently lucrative in years of depression to warrant his investing so large an amount of money in an enterprise which does not pay dividends in dollars and cents.

The illustration shows the exterior to an extent that little description is necessary. The walls of pressed brick and the light stone trimmings are as substantial as their appearance indicates. The handsome veranda, with its cut stone

man hopes that Mr. Voigt will be spared to spend many pleasant years within the walls of his commodious home.

### The Grocery Market.

Sugar—Apparently responding to the decline in raw beet sugars in Europe, which was not expected in this country, the Trust announced a decline of  $\frac{1}{8}$ c on Monday and a similar reduction on Tuesday. It is not thought that there will be any continuation of the downward movement, but if there is, it will be but preliminary to the grand upward movement which is rendered almost sure by the prospectively enormous fruit crop and the universal shortage of raw goods in all sugar producing countries.

Canned Goods—The demand has fallen off considerably since the advent of summer fruits and vegetables. Gal-

### The Hardware Market.

General Hardware—There is but little to say about hardware conditions, as they are in a quiet state and changes and fluctuations are not very numerous. In seasonable lines the demand is good, but any disposition to buy beyond immediate wants is not manifest.

Wire Nails—The price observed during May has been affirmed for June. Buying is not brisk, as a feeling of uncertainty prevades the trade, as dealers generally are looking for a drop in price, but they may be disappointed and the present price may be firmly held all through the summer months. This, however, is not expected.

Barbed Wire—Brisk buying is about over and the price is firm, with no indications of going higher. We look for lower prices before we get higher ones. We quote from mill, painted, \$1.70;



foundation, extends for a considerable distance along the side not shown in the picture. Many of the windows are handsomely decorated with art glass and the rest filled with handsome plate, and the doors are elaborately carved. The other exterior characteristics are sufficiently shown in the picture.

On account of the cursory glance given the interior, the description is necessarily meager. In general, it harmonizes with the exterior, no expense being spared to make the rooms commodious and pleasant. The floors of the principal rooms are of hard wood marquetry, handsomely finished in oil, and the remainder are of quartered oak, with the same finish. The walls and ceilings are handsomely frescoed in latest designs, with elaborate mantels in mahogany and other fine woods. Of course, the latest methods of plumbing and heating (by hot water) are used, and this part of the work is very complete.

In common with hosts of friends and customers, who can eat his flour even if they cannot live in beautiful palaces erected from the handsome profits incident to the flour business, the Trades-

man apples are stronger and corned beef is active, other articles in the canned goods line are without change in price. Baltimore operators insist that this is going to be an "up year" on canned goods, for the reason that prices cannot go any other way.

Cheese—On account of the large amount of stock coming in, local jobbers have reduced their quotations about 2c during the past week, most of the popular brands being now sold on an 8c basis, with a fractional reduction in five box lots.

Lemons—On account of the moderate demand, prices have held fairly steady during the past week.

### Movements of Clerks.

Rockford—D. F. Beverly has returned from Grand Rapids and resumed his former position in the general store of Chas. F. Sears.

Reed City—Samis Bros. are rejoicing over the accession of a new clerk in the person of O. Ball, formerly of Morley where he held the position of postmaster four years under President Harrison.

Bushman has the cigars.

galvanized, \$2.05. From stock, painted, \$2.00, galvanized, \$2.35.

Powder—Has exploded a bomb shell in our midst and the price has been advanced with a bound. We quote as follows:

25 lb. kegs,	-	-	-	-	4.00
12½ lb. kegs,	-	-	-	-	2.25
6¼ lb. kegs,	-	-	-	-	1.25

### Flour and Feed.

Another week of dragging markets and without much to note except the downward tendency in sympathy with wheat.

Flour has not declined as much as option wheat and, in fact, wheat is worth about as much in Minneapolis today as in Chicago.

As a rule June is a month of dull markets for flour, and from present indications this month is likely to be no exception, although the hand-to-mouth policy has been pursued so long that stocks are already very low.

Feed and millstuffs are dull and unchanged for the week.

Wm. N. ROWE.

Cyclone value in Gillies' (New York) Our Jar brand Japan tea. Visner, agent.



### How to Open a Retail Store.

From the Grocery World.

There are three essential requisites that a young man should possess before he commences business:

1. Capital.
2. Experience.
3. Ability.

It takes all three combined to make a successful business man, and the young man who starts in business with a short supply of any of these will be at a disadvantage.

We will suppose a young man to be possessed of all the essential qualifications and prepared to start in business for himself. The first and most important step is the selection of a location. Much depends, nay, everything depends, upon a wise selection of the neighborhood in which you locate.

Choose a good neighborhood and do not be too particular about "flocking by yourself;" rather select a locality that is lively enough to support more than one or two stores.

A neighborhood with only a single store in it is not usually a good business stand. Select a corner, if possible; get as low a rent as possible and a building that is suitable for a residence, as the most successful grocers live over their stores. Even should you not desire to occupy it, a fair rental can always be secured, which materially reduces the rental of the store.

Sometimes the building which is low in price is not always the best to lease. Another in the same neighborhood that rents for a few dollars a month more might be far cheaper in the end. Get as good frontage as possible and have the front as modern as possible. Fit your store up with modern fixtures; don't open a new store with a job lot of second-hand fixtures simply because they are cheap.

First impressions are lasting. Make this first impression so strong as to attract attention and command respect. If you intend using a wagon (and no grocer should be without one), get a good one; have it neatly painted and always clean.

Now, while we recommend all things being up to date, we do not recommend starting out with expenditures for equipment beyond your means. A man should be his own best judge as to what amount of capital should be invested in the fixtures of his store, but enough should be expended to fit the store in thorough condition to transact business easily and economically. When the location is secured, the next step is to announce the fact. This can be done either by a neatly-printed circular or a large placard in the window.

The stock of the store becomes the next consideration, and the selection of the stock is of great importance. Before buying stock it would be well to establish trade relations with some reliable house, and so far as possible, all things being equal, buy as many goods there as possible. This is the first step towards establishing a credit, and credit is one of the most important assets that a business man can possess.

Select the stock with the sole idea of catering to the wants of the neighborhood in which you are about to locate. Carry a full assortment, but do not overload yourself with stock, especially at the outset; remember that stock is easily obtainable, and you can replenish your stock with more care when you ascertain just what your customers require. Don't exhaust your capital; buy so that you will have a balance left to carry you along until you begin to make sales.

Discount your bills and make an earnest effort always so to do. The man who can discount his bills in good shape and in little danger of failing.

Don't try to buy goods from too many firms. Select a good house to deal with and stick to it; by doing this you become a valuable customer, and they take especial pains to sell you goods at the right prices and keep you posted on the markets.

Some small merchants deal with so many houses that their trade is worth nothing to any of them, and when a

friend is needed, the discovery is made that you have no claim on any firm.

Assistants will probably be required. Select your help with painstaking effort; secure the very best help possible; pay them as much wages as you can afford; be sure of their honesty and ability; cultivate friendly relations with them; have them so respect you that to serve your interest shall be their first and only aim.

Some grocers will perhaps say that the writer is dreaming; that such clerks are not possible, etc. On the contrary, we are not dreaming and such clerks are possible; one-half of the trouble grocers have with clerks is the result of their own treatment of them. Treat a clerk right and nine times out of ten he will treat the employer right and make money for him.

Having rented the store, fitted it up, secured the stock and hired your assistants, it becomes necessary to open up for business.

This should be done on Saturday whenever possible, as that is the big day for business and the day of all the week that buyers are out in force.

Advertise your opening extensively; make a good show; have some special attraction, but don't start out as a cutter of prices; there are enough cutters now; don't join their ranks.

Treat every customer who enters your store the best you know how; insist upon your clerks doing likewise; remember that upon the good will and trade of these customers you are dependent for your support; and while "there are others," still we advise the care of those you have in hand.

Remember that a pleased customer is a standing advertisement of your store and the greatest business-bringer on earth.

There are a few general remarks that may be in order in closing this article.

Keep your expenses down to their proper ratio. Watch your expense account carefully; too much expense has been the ruin of many a business man. Keep a set of books and carefully record every transaction of your business. A grocer who does not keep books is like a ship without a rudder. Keep your personal expenses at a safe point below your earnings, and as it will not be possible to ascertain your profits under a year, watch every cent you spend. Guard your credit. Discount your bills if possible, and if compelled to take thirty days, pay promptly at the expiration of the time. If you give credit, insist upon reference. Have a clear understanding as to the extent of an account and render bills accordingly. Meet the salesmen who call upon you with respect. A drummer can make or mar your credit, and the good-will of a salesman is worth having. These gentlemen are trying to make a living, and in calling upon you they pay you a compliment, as they by this act declare their willingness to sell you goods.

Spend as much time in your store as possible; take your recreation after business hours. The place for a business man is in his store, and while we do not approve of being a slave, still we do believe that business runs smoother, and that customers appreciate seeing "the boss" at his post.

Open a bank account; this is always a good thing to do. Keep your account straight. Never overdraw. Never give out a check dated ahead, and shun a promissory note as you would a pestilence.

Take some good trade paper—the best you can get—and, getting it, read it. Keep posted on the markets, for by so doing you will be in a position to make many a dollar.

The largest kitchen in the world is in that great Parisian store, the Bon Marche, which has 4,000 employees. The smallest kettle contains one hundred quarts, and the largest five hundred. Each of the fifty roasting pans is big enough for three hundred cutlets. Every dish for baking potatoes holds two hundred and twenty-five pounds. When omelets are on the bill of fare 78,000 eggs are used at once. For cooking alone, sixty cooks and one hundred assistants are always at the ranges.

### Supplying Postage Stamps.

From the Philadelphia Grocers' Review.

One of the really difficult things to obtain in the residence portion of the city is the common, ordinary, everyday postage stamp. A man who has the audacity to go into the ordinary store and ask for a postage stamp or postal card is looked upon as a sort of intruder and, nine times out of ten, the request, if granted, is done grudgingly. The drug stores usually supply the postal facilities of a neighborhood, but we find that even many drug stores consider the accommodation of the public with these useful articles a species of nuisance.

Now, we believe the grocer could turn the postage stamp trade to good account and, by keeping a supply on hand, and announcing a willingness to supply the public, could attract to his store a desirable class of persons, who, while not perhaps being purchasers at that time, still would receive such a good impression of the store as, in all probability, would make them purchasers at no distant day.

A neat sign in the window announcing postage stamps for sale would be a capital advertisement, and would, without doubt, be a means of increasing trade. One thing we would suggest, however, and that is that, if this suggestion is carried out, the service be rendered cheerfully, and that the stock of postage stamps, postal cards, etc., be kept up and the supply ample enough to meet the demand.

John Wanamaker, with that foresight for which he is noted, has established a postal agency in his big store for the accommodation of the public, and many persons use its facilities freely. Going into a store leads to other purchases; not perhaps at the time, but sooner or later the buyer becomes the purchaser of other articles. If it pays John Wanamaker to sell stamps and pay several persons to perform this service, certainly it should pay a grocer to accommodate the public on the same line.

### Result of Too Much Work and Too Little Play.

Stroller in Grocery World.

I saw the other day what too close application can do for a grocer. It was a melancholy sight. The man must have been dull to start with, but intense application of his nose to the grindstone had reduced the man's mind to skin and bone, so to speak, and when I saw him he was reduced to a mere automaton.

This poor fellow's store is in a good-sized town in Southern New Jersey. He is surrounded by every condition of a good business, and ought to get along. Probably he does; but if so, he doesn't appreciate it. Of that I am sure.

I entered this grocer's store at eight o'clock one Wednesday morning, about the time when other live men are reading their morning newspapers. This fellow sat on a chair in one corner looking dully before him, doing nothing and apparently thinking of nothing. There was no sign of a paper about the place.

"Good morning!" I said.

The man nodded without saying anything. He hardly moved.

I got through the business I had with him, and then tried to get him started in general conversation. He was the most silent man I ever met. Finally I looked around and said:

"I'd like to look at the morning paper a moment, if you have no objection."

"Don't take any," he said.

He seemed to feel my look of surprise, and said wearily:

"Don't seem to take any interest in daily papers no more."

By this I saw that the man was not surly, and I talked to him a little.

"How do you find business here?" I asked.

"About as it's been for twenty years," he said.

"Do you close your place in the evenings?" I asked.

"I did for a while," he said, "but there was nothing to do but sit around

the store, and I'd rather sit around in it open than I would shut. So I went back to keeping open again."

Just then a customer came in, and the grocer got slowly up to wait on her. He walked like an automaton behind the counter, and without even a "good morning" to the lady, took her order mechanically, put it up, and stood a moment listlessly as the lady picked up her package and left the store. During that whole time he hadn't said a solitary word.

Then he walked just as slowly back and sat down again. I began to feel a pity for the fellow.

"I believe you need a vacation," I said.

"I haven't had a vacation for thirteen years," he said, without animation. "I used to take one, but I gradually got out of the way of it, and now I don't care for it. I wouldn't know what to do with myself outside the store."

"Great thing for a man, a vacation," I observed.

"I haven't been out of this town for six years," he said. "I'd been a stranger in the city."

"Don't your family go out of town?" I asked.

"I've got no family," was the reply. "I'm married to the store, I guess, and the flickering ghost of a smile crept over his melancholy old face."

Do you know, I haven't been able to take that man from my mind yet? It's a pathetic spectacle to me—that poor old neglected, friendless grocer living alone, borne down by the burden of his business, all light and happiness crowded out of his life, merely existing, sleeping, going through his daily business mechanically, day in and day out. Beware, grocers, how you curtail your vacations.

### Codfish a Back Number.

From the Philadelphia Grocery World.

It would seem strange if the consumption of so staple an article as codfish should decline almost to the point of dying out entirely, yet the appearances indicate that, while total extinction is not to be feared, this article of food now occupies a less prominent position than was the case a few years ago.

Dealers everywhere, both wholesale and retail, report trade in cod exceedingly dull. For some reason nobody seems to want this commodity at any price. Prices were scarcely ever lower than at present, and yet the demand is thoroughly demoralized.

One well-known fish dealer of this city when asked his theory as to the cause of this decline in cod consumption, expressed the opinion that the lightening in the rigidity with which the Catholic Church observes its fast days is probably as much the cause of it as anything else. The Catholic population formerly consumed an enormous quantity of codfish, chiefly on the numerous fast days of that sect. With recent years, the fast days have come to be observed rather less rigidly and the consumption of the fish has correspondingly fallen off. This has probably affected the codfish sales of every retail and wholesale grocer in business. The local jobber referred to declared that formerly his house sold tons and tons of codfish, but now sold but a comparatively small quantity.

The season in cod fishing is just about beginning, and reports come that the situation is so discouraging that a large proportion of the fishermen will leave the business. The size of the coming catch is uncertain, and will not be known until the opening of the consumptive season next fall. The prices ruling are materially lower than those of last year.

The King of Denmark was so poor during the early years of his married life that he used to give drawing lessons on the sly among the rich families of Frankfort.

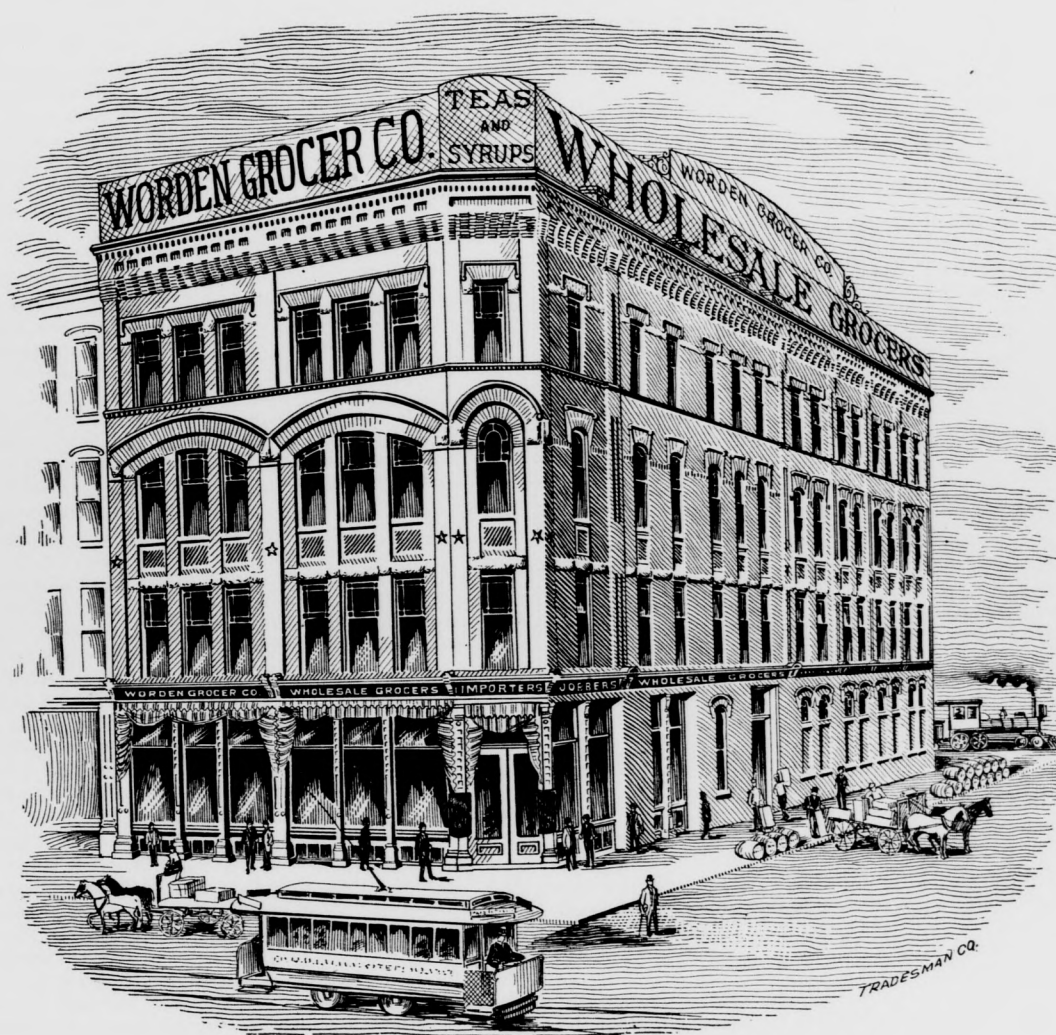
Eggs are selling at 20 cents a dozen at Tucson, Ariz., and it is the first time in the history of the place that they have been so cheap. From 75 cents to \$1 has been the ruling price.



# WORDEN GROCER CO.

Importers and Wholesale Grocers

Cor. Ionia and Fulton Streets, Grand Rapids, Michigan



Our **COFFEE** business is rapidly assuming large proportions. As merchants become more familiar with our **Quaker, To Ko, State House, Golden Santos** and other brands, they more fully realize the high character of the goods. They are certainly as fine as can be produced.

**Quakeress Teas** maintain the position they have so justly earned, and will continue to do so against all competition. They are the finest Teas that can be secured in Japan, as all those who are using them will cheerfully affirm.

We make a specialty of high-class goods in all lines and can supply anything that may be required.



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Michigan Tradesman.

E. A. STOWE, EDITOR.

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#### SUPPLEMENTARY RAILWAYS.

Public attention is being directed more and more to the fact that there is too wide a difference in the utility of the railroad and the common highway. The former depends principally on the latter as primary feeders, either in the furnishing of produce, or the raw materials to be transported to factories to be again transported as manufactured products. And the fact is becoming more and more patent that, in the craze for railroad building, which has supplied the country with facilities far beyond the demands of present conditions, the matter of supplementing them with other than spur lines, with equal relative cost of construction and operation, has been entirely overlooked. Thus the country finds itself provided with a tremendously costly system, competent to handle many times its present business, so that, to be properly supported, arbitrary tariff rates, both freight and passenger, must be charged, very much higher than the proper cost of the work. If all the lines in the country had business more nearly equal to their capacity, their rates might be a small fraction of what they now are and still yield much better returns on the capitalization.

It is generally recognized that relief must be looked for principally in the increase of feeding facilities, in the way of providing improved highways and other modes of transport less expensive than the regular railroad. The general improvement of the highway by organized effort has been looked upon as the most effective and practicable means of solving the problem. Many of the states are taking up this work and counties and townships are giving it systematic attention. The old method of working out the tax is fast being superseded by a regular appropriation of the amount to the permanent improvement of the roads under competent supervision. In addition to this, special funds are being raised and devoted to the work. All this, of course, is in the right direction; but, even if the highways for ordinary teaming should be put into such condition as to meet the requirements of that mode of transportation, would there not still be too great a difference between the costly railroad and its humble feeders? Is it not desirable that some intermediate mode of transportation should be provided?

For the answer to these questions attention is being directed to several

modes of transportation that are more effective than the ordinary horse-propelled wagon. One of these is the trolley electric system. At a single bound this took its position as the mode of transit in city streets of moderate traffic. The demonstration of its efficiency and economy for country use has been slower, but it is a matter now receiving much attention.

There is little doubt that, if the electric railway had been in use and had reached its present development during the time of the rapid extension of steam railways, it would have been used in many places where now a languid, sickly railway line draws on the country for an insufficient support. To what extent such lines may yet be replaced by those using the subtle element is an interesting conjecture.

There is just now quite a movement in the direction of new electric railway lines in the country. They were early used to connect large near-together towns, and to connect cities and their more immediate suburbs. Recently such towns are reaching out and roads are being built into the country for considerable distances. And, besides this, lines are being projected to extend through the country where there are no large cities. In this State Detroit has pushed out a line to Mount Clemens and the St. Clair Flats, and another in the direction of Pontiac, where it will eventually terminate. Among other roads projected or under way in the State is one from Saginaw to Bay City; also one from Kalamazoo to Lansing, and one from Owosso to Corunna. That this is to be a principal way in which railway extension will be pushed in the future admits of little doubt.

Perhaps the next connecting link between railways and highway traffic in importance is the motorcycle. While this does not contemplate other than the ordinary roads for use, its effectiveness, as compared with the horse, will give it a greatly advanced position in the field of transportation. This subject is receiving much attention, both in this country and the principal ones of Europe. That it will soon be an accomplished practical fact is no longer a rash assertion.

Still another direction looking to a connection between the two extremes of cost and efficiency is the building of some kind of tramway adapted to the accommodation of all kinds of vehicles with ordinary gauge. Just now this project is being considerably discussed. It is argued that a steel way which would enable a horse to draw twenty times its present load could be laid down at a comparatively small cost. The plan is to lay a comparatively thin flat steel rail with raised edges connected by steel ties, that could be driven on more easily than a streetcar track, as the tread would be wider and the flanges not so high as to interfere with readily turning out of the track. It will be noted that such a road would also be especially adapted to the motorcycle.

The advance of these innovations is a matter of great significance. Along these lines, and others that will be developed, must come the supplementing of the railway that will reduce the weight of the incubus that now oppresses the country. The improvement in economic conditions, the better times which are just ahead, will give these enterprises a great impetus; indeed, they will be no unimportant factor in the problem of restoring healthy trade conditions, in that they will operate to create a demand for the products of the iron and mechanical industries by finding a place for the output now accumulating at the furnaces.

#### LOCAL BICYCLE REGULATION.

It seems to be a difficult matter for the general public to be brought to comprehend the fact that the bicycle is not an interloper, that, as to rights and limitations, it should stand upon the same plane as any other means of progression, from pedestrianism up. And even among wheelmen, there seems to be a tacit admission, on the part of many, that the wheel is only entitled to what is left after all the rest have been served. This feeling doubtless arises from the fact that the bicycle is new and that prior rights have preference. As a matter of fact, every vehicle which is admitted to the streets, from the wheelbarrow to the motorcycle, has equal claim to place and opportunity of passing. This proposition supposes, of course, that it is a vehicle for the purpose of progression, either for business or pleasure. No one has a right to use the streets for a race-course, for either wheelbarrows or motorcycles, or for any other than the primary purpose.

The advent of a new type of vehicle, from its numbers far exceeding all others in use, causes a practical revolution in the methods of street traveling, making it necessary for new definitions of rights. The movement now in progress to prepare ordinances for that purpose for the city is in the right direction and should meet the hearty co-operation of all wheelmen.

Correspondence with other cities has revealed so many absurdities in the regulations of the principal cities, even, as to show that the subject is in a very crude stage of development. In one case the limit of speed is four miles an hour, the pace of a rapid pedestrian. In others the regulations as to ringing of bells, number that may ride abreast, etc., are simply ridiculous. Of course, it is well to obtain data of this character; but it should be borne in mind that there has taken place, since most of those regulations were prepared, an entire change in the conditions, on account of the rush in the adoption of the wheel.

In the preparation of an ordinance the fact must be recognized that rights are equal. Limitations of speed should be governed by the same conditions as for other vehicles—be placed below the limit of reasonable safety. This limit, for the wheel, need not be the same as the limit of the speed of a portable engine. Restrictions should be made as to monopolizing the streets in bodies so as to interfere either with other kinds of vehicles or with other wheelmen—all should be on the same basis. In the matter of the use of sidewalks, the principle should be recognized that the sidewalk is—and properly—for the exclusive use of pedestrians. If, however, through the inability of the city to prepare practicable streets, wheelbarrows, bicycles or push-carts are permitted on the sidewalk at all, they have the same rights there as pedestrians—no more, no less. Neither such vehicles nor pedestrians have the right to obstruct the walk or needlessly to annoy any who may be passing. In places where the use of walks is necessarily allowed, common sense should regulate the use of the bell. It should not be required that the bell be rung except when necessary. If the rider knows that the pedestrian has seen him, the ringing of the bell becomes an annoyance. It should be provided, if it be desirable to regulate the matter at all, that care be used not to startle the pedestrian with the bell; to avoid this,

the ringing should begin a distance away. Sidewalks should never be used when streets are suitable; but the city has no right to deny thoroughfare on account of impassible streets, thus making the wheel useless to residents in certain localities.

Wheelmen need not be concerned that their rights will be restricted in any way permanently. But they should see to it that silly and annoying regulations shall not be made, even temporarily. There should be a campaign of education, that the city fathers be not misled by the enactments of the cities they are apt to look to for examples, which changing conditions have rendered obsolete.

#### TRADE SITUATION.

In general the conditions this week are a repetition of those of last with the tendencies more pronounced. The boot and shoe trade continues the favorable situation, causing advance in prices of many lines. The favorable outlook in the Southwest received something of a setback in the St. Louis calamity. In most other lines it is a repetition of the waiting conditions, with declining prices.

Iron and steel continue the decline in pig and billets, with advance by combination in prices of finished products in spite of small demand. Since April 1 the decline in pig has been about 5 per cent. and the advance in products 3 per cent. With the advancing prices many mills are being closed. As might be expected, the combinations are operating to establish outside enterprises to a considerable extent. Minor metals are stronger.

In textiles there is little to note of change from the former situation. The tendency of all prices is still downward for both wool and cotton and for manufactured products. The diminished demand has continued the closing of mills. The lines showing most activity are those affected by the wheeling trade.

Cereals are still more unfavorable. The price of wheat has declined five or six cents within the week past. This has stimulated movement and exports have been unusually large. A recovery in prices is scarcely looked for until new crop conditions become manifest. The other grains have declined in sympathy with wheat and pork products are taking their place in the procession.

In the stock and financial markets the waiting situation is most pronounced. Gold exports continue heavy, amounting for the week to \$4,600,000, nearly or quite all of it going to Germany. In the stock market the most activity was shown in the Moores, Diamond Match and New York Biscuit, which recovered some of the recent decline. Bank clearings have fallen off 7.3 per cent., being \$918,000,000. Failures, 227, as against 216 last week.

The business interest of the United States in the Cuban war for independence is shown, in part, by a statement just issued by the bureau of statistics. This exhibit covers the exports to Cuba from this country for the nine months ending with March, 1896. Compared with the exports for the same period ending in 1894, the loss to the agricultural and manufacturing interests of the United States is \$5,706,809. The exports considered embrace agricultural implements, wheat flour, meats, coal and coke, machinery, wood, sewing machines and carriages. The loss in wheat flour exports alone is \$1,397,387, and in machinery exports \$1,498,623. The value of sewing machines exported fell from \$162,554 to \$13,750.



## THE FUTURE OF TRADE.

It has been the fortune of all who have passed middle age to witness the adoption of most of the improvements that have been made in the conditions of civilized life; and those who have attained old age have witnessed the development of nearly all the inventions which have changed modern life from the level of medieval civilization. This tide of invention began to rise in the closing years of the last century and it has continued with accelerating force, until now it has become a tremendous flood.

Notwithstanding all that has been written of this age of invention, few realize the wonderful changes that have occurred. These have been so gradual, and have taken their places in the economy of daily life so naturally, that it is difficult to realize that conditions have not always been as they are now. It seems strange to think that people now living have seen most of the development of power as applied to machinery; that they remember the first steamboat, and that the beginning of railroads is a comparatively recent recollection. The introduction of the sewing machine to use, the invention of farm machinery, as mowers, grain separators, etc., as well as of the electric telegraph, is within the experience, almost, of middle age. And, proceeding from these down to the present, there have been a whirl and rush of invention fairly bewildering. Electrical science is a development within the memory of those scarcely past their youth. The very terms of its definition are scarcely a score of years old yet, and all its principal applications, save the one of telegraphy, have been made within the same period.

When one takes note of these changes resulting from invention, it gives an impression of instability to everything connected with economic life. Avocations have been so greatly superseded and changed that there is a feeling that there is nothing permanent. But, as a matter of fact, there are many avocations that have seen little change.

While improvement has had its influence in the conveniences and methods of trade, as in all things else, no radical changes have taken place in hundreds of years, except in the development of the modern facilities for exchange and transportation. All the general principles and methods are the same, involving the same training and the same intellectual abilities, as they were a hundred years ago, or as they are now in countries where modern methods in other lines have had little development. Thus, the inhabitants of the less advanced countries of Europe and Asia can come to the United States and become successful merchants as soon as they become familiar with American ways. It does not follow that trade is not a science, and a very exact science too, but its principles are so permanent and of such universal application that modern change does not affect them.

But, as remarked, the whirl and rush of change in other fields create a feeling of uncertainty in this; and, whenever there seem to be changes impending, as in the development of the department store, for instance, they are given undue importance. The department store is made possible by conditions obtaining only in large cities, and is only an adaptation of the general store idea. There are really no new principles involved. In the hands of especially active management, there may be some

decided advantages in the economy of distribution of merchandise through such establishments which may, in some instances, affect competition; but, when such an enterprise passes beyond the stage of individual supervision, and the different departments must be entrusted to the management of the average of ability and responsibility, the competition becomes the same as any other. A few such institutions, as the Bon Marche of Paris and a few of the leading ones in this country, may become vast popular centers for merchandise distribution, but these are healthy in their competition and are not to be feared by general trade.

There is another kind of competition which is springing up in the country and in cities that is really of more significance than that of the department store. It is a fact noted by visitors to the rural districts in England that, in some of the villages, almost all the cottages are small stores. A stock of groceries involving a capital of a few pounds will find its way into the corner room of one house, a stock of candies costing one pound, perhaps, will put in appearance at the next, attended by the members of the family who are not able to engage in more active work of bread-winning elsewhere. And there is a regular graduation from this class of shops to the regular store. In this direction danger is far more to be apprehended than in the department store.

But there is as little change to be expected in trade and its methods as in any avocation that can be selected. Modern improvements are its servants, but they never can become its masters as they have in others. A mercantile enterprise established and built up on correct business principles is one of the most permanent and reliable of American institutions. Commercial depression may shut down the factory, improved machinery may make its facilities obsolete, but the man of trade has a sure foundation for an honest structure, and need fear no enemy created by principles of change.

## PERMANENT PEACEMAKERS.

After all the talk about arbitration between this country and others and conferences and diplomatic notes looking to the establishment of a general arbitration tribunal, Congress has just given arbitration the most practical boost it has yet enjoyed, so far as the United States is concerned.

The passage of the bill for extensive coast defenses, in conjunction with the provisions for the substantial increase of the navy, is the first step towards a peaceful solution of our difficulties with other nations, paradoxical as the statement may seem. A nation enjoys the respect of others in proportion as it is able to command it and take care of its interests. For years past we have been hearing repeated predictions of a great European conflict in the immediate future, and often it seemed as if the opening gun had been fired. The conflict has not yet developed, nor is it likely to come, so long as the nations of Europe stand on guard with their powerful armies and navies. War would be too serious a matter for the aggressor under such circumstances. The European "armed camp," of which we hear so much, has kept the peace of the world.

Spain would have brought matters to a serious pass with us before this had she not known that we are now the stronger on the sea. The "new navy"

has prevented a war up to the present time between Spain and the United States. It prevented a war with Chili a few years ago, and it has caused England to treat our diplomatic protests with marked respect. The larger our navy and the better our coast defenses, the less likelihood of war—the more careful will others be of arousing our anger.

It will be money in the Treasury of this country to build big forts and big ships. They cost a great deal of money, it is true, but they do not cost, even on an elaborate plan, one-tenth as much as war on a comparatively small scale. Nations, less than individuals, can afford to adopt a penny wise policy in such cases. And, while the European peasant to-day is giving up his last dollar for the maintenance of great military establishments, even that is better than giving up his last sou in war. Financially, socially and morally, the building of guns and ships and forts and the maintenance of armies are a paying investment. With thoroughly well fortified sea coasts and a first-class modern navy, the United States would probably never have another war, and the immunity would be worth all that the preventives would cost.

## ABUSE OF CITIZENSHIP.

Ever since the beginning of the Government, the fixed policy of this country has been to treat all classes of its citizens alike. The naturalization of foreigners was made easy, and the rights of such naturalized citizens while residing in foreign countries have been stoutly maintained, even where it was necessary to maintain them in the country of the naturalized citizens' nativity.

In Europe, naturalized subjects practically lose all the immunities conferred by alien citizenship when they return to the countries where they were born, unless in the case where treaties exist covering the question of naturalization. American citizenship is, therefore, more prized by foreigners desiring to transfer their allegiance than naturalization in any other country.

The United States has always held that a naturalized citizen was entitled to all the privileges and immunities accorded to a citizen by birth, even where such naturalized citizens return to the land of their birth. The safeguarding of such naturalized citizens has been one of the most difficult and delicate tasks of American diplomatic representatives abroad; but the policy has been rigidly adhered to at all times, despite the protests of foreign governments.

There has sprung up of recent years a disposition on the part of some foreigners to live only long enough in the United States to secure naturalization and then return to live in the land of their birth, claiming exemption by reason of their American citizenship from all the exactions and duties placed upon European subjects. This is a gross perversion and abuse of American citizenship which cannot be too soon discouraged.

## A Bereaved Father, but a Foolish Physician.

The daily papers of Berlin and New York have recently devoted much space and many conspicuous headlines to a singular episode which bids fair to reopen the warfare of the schools in respect to the virtues of diphtheria antitoxin.

Professor Langerhans is Prosector of

the Moabite Hospital, at Berlin. A servant in his family having been attacked with diphtheria, the physicians recommended a preventive inoculation of the Professor's child Ernest, aged 21 months. The Professor consented; in a few minutes the child was a corpse; and the following day the educated world was startled by the newspaper announcement: "Our darling Ernest, while in the bloom of health, died as a result of an injection of Behring's curative serum."

With the utmost sympathy for this stricken father, we cannot repress a sense of the absurdity, heedlessness and error which mark his announcement to an indiscriminate public. Professor Langerhans had a perfect right to reject the proposed inoculation. He consented, because, as a scientific physician, it was his conviction that the preventive inoculations were efficacious and absolutely harmless, save in the rarest cases. He consented, precisely as he would have consented to a vaccination, to an injection of cocaine, to an administration of chloroform. Had not the child stood in real danger of diphtheritic infection, and had not all existing statistics, based upon thousands of cases, attested the innocence of the inoculations, the father would have had no moral right to permit the use of the serum in his child's case. Having used his best judgment, he now repudiates it, and in the paroxysm of his grief he throws all his sober, scientific convictions to the wind and makes a wild charge against the antitoxin, which cannot be substantiated. Any one of a number of accidents—an air embolism, for example—might have caused the disaster. At all events, what does one death signify when it is overbalanced by thousands upon thousands of cures? Does it become any the less insignificant in a logical sense simply because the victim is the child of a Berlin professor? Is not a unit a unit?

Summarizing, we can only express the hope that Time, the great Healer and Teacher, may assuage the father's grief—and mend the professors' logic.

There are numbers of men to-day who desire to go on the road as traveling salesmen who are inexperienced as salesmen and unacquainted with the business in which they wish to engage. They do not consider that they must earn the wages they desire or lose their job, nor do they realize the competition they must meet.

Time was when originality counted as a breach of the defined system of well-ordered business; to-day it is only the original thinker who makes an impression on the satiated eye, ear and mind of the public. The public at large doesn't care a rap for old time methods that do not stand the test of new time appreciations.

The merchant who makes a success in business is he who keeps in touch with the markets. He not only watches the time to sell, but he is always alert for a good time to buy and therefore knows that the market reports of a reliable paper are the most valuable feature to the wide-awake man of business.

Not every one is fit for the vocation of traveling salesman. It requires a certain knack, which is innate and cannot be acquired. Besides, one must like the vocation if he intends following it; without this he will lose a great deal of time valuable to both himself and his employer.



## Shoes and Leather

### Importance of the Shoe and Leather Industry.

From the Shoe and Leather Facts.

There is no necessity for a member of the shoe and leather trade to admit that there is any industry of more importance than the one in which he is engaged. Indeed, there is a natural dignity in the calling that all trades by no means possess. Shoes and leather are staple commodities, and he who is engaged in any of the branches of the industry stands in the very center of the commercial and industrial world and has, as it were, his hand on its very pulse. He is one of the first to feel the effects of a general industrial change, and the character of this trade through all its departments is usually a pretty sure indication of the condition of the financial world. Shoes and leather have become necessities in the fullest sense of the word; furthermore, the industry has been developed to such an extent that it is fully able to cater to that finer sense of fastidiousness which comes with developing civilization, and which demands more than mere wearing qualities in its raiment, whether it be a hat to cover the head or a pair of shoes to adorn the feet. True, to a considerable extent, hard times will decrease this extra demand, but it speedily revives with returning prosperity. Those who most successfully minister to the growing requirements of the people have long since come to be looked upon as occupying a position of not only advantage, but also of dignity. It is on account of this that a Worth could achieve a world-wide reputation, and a successful shoe man can take a stand in society which artists and professors may equal but cannot excel.

There seems to be something, too, connected with the industry which is especially conducive to the development of that which is best and most desirable in human character. We need not repeat here the long list of names of those who have achieved the most lasting and honorable fame, and who are always proud to refer to their early training in one or another of the branches of the shoe and leather industry.

### Return of Purchase Money.

From the Shoe and Leather Facts.

There has been a good deal of discussion recently on the question of whether it is legitimate merchandising and a proper thing to do to agree to give back the purchase money to dissatisfied customers. The fact that an increasing number of leading merchants have adopted this somewhat radical plan of procedure would seem to indicate that there is some merit in it, at least from the standpoint of tending to draw additional trade. In other words, it is safe to argue that they find that the number of those who avail themselves of the liberal offer is so small that they can well afford to humor them in order to enjoy the publicity it gives them as apparently doing a thoroughly legitimate and meritorious business.

It certainly is a radical departure from old-time methods, it being about as far in the one direction as it was understood to be the proper thing to go in the other toward extreme conservatism in dealing with customers in bygone years. It is scarcely saying too much, giving former generations of merchants credit for the many good qualities they undoubtedly had, to assert that it was generally understood a generation or two ago the merit of a clerk or salesman was gauged very largely by his ability to impart to articles a value which they did not intrinsically possess. The purchaser, too, in those days, it would seem, had arrived at that condition of mind through years of possibly more or less bitter experience, when he rather expected to be deceived occasionally, and some even rather admired the merchant or assistant who was slick enough to get the better of them in that way.

The millennium of merchandising has not arrived yet by any means. Still, as we have said, tremendous progress has been made in the direction indicated, and it is purely a question of policy whether a merchant shall make the liberal offer to his customers that he will refund the money if the goods purchased are not found satisfactory. One leading merchant even goes so far as to advise his customers to return the goods if they have not a more valid excuse for doing so than a decision when they get home that they need the money for something else, or that they should not have bought the goods at that time. The fact that such great liberality on the part of some is an apparent hardship on the vast majority of smaller dealers who do not desire or who do not feel able to deal so liberally with customers has nothing to do with the merits of the question whatever. The important question in this connection would seem to be whether these smaller dealers are not standing in their own light by not imitating their competitors in this seeming liberality. Where a dealer depends on steady custom, as most dealers do, it is certainly shortminded business policy to compel a customer to keep an article which is unsatisfactory to him. Certainly in very few instances is the amount of profit on an individual sale sufficient to compensate against the loss of steady custom. This question, however, like most others, is one upon which there is much room for diversity of opinion. It is our province to suggest, rather than to decide. That the buying public has had things pretty much its own way of recent years there is no doubt. The report of trade misfortunes shows that a large proportion of those who cater to the wants of the masses have not been receiving sufficient compensation for their, in most cases, arduous physical and mental toil. Still, there is no better way to improve one's condition as a merchant than by adopting right business methods and breaking away from the retarding barnacles of former methods which have become antiquated or fail to stand the test of time.

Nikola Tesla claims to have perfected his electric light on which he has been experimenting for a long time. The illumination is secured by means of a needle which vibrates with very great rapidity in a vacuum tube, or bulb. There are no films used, or any of the attachments necessary in existing lights. The bulb is simply attached to a wire connected with a street current. When the latter is turned on, the bulb becomes a ball of light, one three inches long giving out an illumination equal to 250 candle power. The present incandescent light gives only 3 per cent. of illuminating power, the other 97 per cent. being wasted in heat. Tesla's light gives 10 per cent. of illuminating power, and he believes he can increase this to 40 per cent., so that the waste of energy will be only 60 per cent. Another economy of the new light is that it does not have to be renewed, the same bulb serving for a long time. Photographs can be taken by it as easily as in sunlight.

One of the biggest department stores in New York proposes to do business during the hot weather with the aid of free soda. The expense of manufacturing soda water in large quantities is comparatively small and it is believed by the promoter of this idea that free soda water will prove an inducement that no woman can resist and keep her self-respect when the pavements outside are sizzling with the heat. The proprietor of one of these big stores said several days ago that there was no dead season during the summer in his business now. He said that many Southern women came to New York in the middle of the summer to do their shopping. They found it convenient to stop for a few days on their way to and from the cool summer resorts, and this in itself was a business that amounted to many thousands of dollars. Moreover, the fall goods are now displayed before the summer goods are well out of the way.

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Grand Rapids, Mich.

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We carry the neatest, nobbiest and best lines of jobbing goods, all the latest styles, everything up to date.

We are agents for the best and most perfect line of rubbers made—the Boston Rubber Shoe Co.'s goods. They are stars in fit and finish. You should see their New Century Toe—it is a beauty.

If you want the best goods of all kinds—best service and best treatment, place your orders with us. Our references are our customers of the last thirty years.

## 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.

### OUR SAMPLES FOR FALL of

## Boots, Shoes, Wales=Goodyear Rubbers,

Grand Rapids Felt Boots, Lumbermen's Socks,

Are now on exhibition at our salesroom. and in the hands of our travelers. Kindly hold for them.

## HEROLD-BERTSCH SHOE CO.,

57 PEARL STREET.

## 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.



## CHAS. A COYE

Manufacturer of



Tents, Awnings,  
Horse, Wagons and  
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Send for prices.

11 PEARL STREET,

GRAND RAPIDS, MICH.



### A Pioneer Mercantile Combine.

Before me lies an old blotter. It belongs to a lady who has sealed her 80th year. The impress of age is indelibly stamped upon both the blotter and its owner. Like her it has become wrinkled in the long struggle to preserve its existence and is stained and dyed with the yellow hue of over-burdened years. The old record is highly prized by its owner, for it is a record of the business her father engaged in when he came into the wilds of Upper Canada a young man.

In 1810, four Tisdale brothers, who had come from New Brunswick to the new Long Point settlement in Upper Canada, decided to form a partnership and go into the mercantile business. They induced one Benjamin Mead to join them, making a compact of five persons. The old blotter not only tells who among the widely scattered settlers purchased goods at this syndicate store, and the prices paid at that time, but also how the partnership was formed and the amount of capital furnished by each person. Samuel Tisdale put in £200; Lot and Joseph Tisdale, £168, 15s, in cash, and 25 barrels of flour, at £5 per barrel; Matthew Tisdale, £37, 10s, and Benjamin Mead, £42, in cash, 50 barrels of flour, at £5 per barrel, and a draft on one Stewart, of Niagara, for £2. In the articles of agreement they bound themselves, under an indemnifying penalty of £40,000, to observe the covenants of the agreement for the space of ten years. Three of their number were constituted "agents" of the concern and were to manage the business.

The next thing was to erect a store building; and, two weeks from the day they went into the woods to hew out the frame, the building was completed and the goods put in. This building is standing to-day in the old village of Vitoria and, judging from the massiveness of the frames, is abundantly able to withstand the fury of the elements for centuries to come. After starting the store, they built a tannery, and the year after the war of 1812 they built a gristmill.

Now, I am writing of old things, and, if I made it appear that these five men worked together in peace and harmony in the carrying on of this complication of business for ten years, it would be something new—something unheard of before. The grand old Nineteenth Century is about to leave us, and, when it takes a last parting look at earthly things and contemplates the wonderful changes which have come about since it was born into the world, it will observe one thing that has changed not—human nature. This has been the observation of every dying century in the past and will be of those yet unborn. Some one in Adam's time—or thereabouts—said, "Too many cooks spoil the broth." And the last man will say the same thing.

It was the case in this pioneer business syndicate. The business was varied and it became complicated. The business head was also varied—in fact, there were five heads, supported on one slender neck, all of them looking in different directions, and each one determined on guiding the poor weak body to some distant landmark lying within its own range of vision. The result was the concern was brought to a standstill, and finally fell under its hydra-headed burden.

But let us look over the old blotter. The unit prices are in Nova Scotia currency, the form "2-6" meaning 2 shil-

lings and 6 pence; and, as 5s in this currency equaled a dollar in the Federal money, it is a very simple matter to give expression to the prices quoted from the old daybook in dollars and cents. Here is a sample of prices in those "good old days":

Alspice, per pound, 5 shillings.  
Indigo, per pound, 36 shillings.  
Brown coating, per yard, 21 shillings.  
Turkey stripe, per yard, 6 shillings.  
Nails, per pound, 3 shillings.  
Rye flour, per cwt., 34 shillings.  
Common bowls, 2 shillings 6 pence.  
Factory cotton, per yard, 5 shillings.  
Tea, per pound, 14 shillings.  
Tobacco, per pound, 6 shillings.  
Flannel, per yard, 6 shillings 6 pence.  
Silk thread, per skein, 1 shilling.  
Quart pitcher, 12 shillings.  
Cashmere, per yard, 18 shillings.  
Sugar, per pound, 1 shilling 6 pence.  
Pepper, per pound, 5 shillings.  
Wool cards, 10 shillings.

The last item appears on nearly every page. Indigo, copperas, turkey stripe, awls, gimlets, shoe thread, shoe uppers, shoe soles, whisky, rum, brandy, peppermint and similar articles are to be found on every page. One noticeable feature, as compared with a modern blotter, is the limited number of staple articles and the absence of variety, not only in commodities, but in the quality and price of any one commodity. For instance, the old blotter runs through a whole year and every pound of tea charged on its pages is at the uniform price of 14s. The firm employed a number of laborers in their various undertakings and the uniform price paid was \$1 per day.

Just across the street from where I write, there lives a man who is the great-grandson of one of the men who worked for this old firm at \$1 per day. This great-grandson receives \$1 per day for his labor at the present time, and yet he growls at the times and complains of the difficulties he has to encounter in preventing a dissolution of his soul and body. Croak, croak, croak! What a pity it is the mysterious pre-creative forces of nature ever brought about a union between his soul and his body, for then there would be one ungrateful wretch less in the world in this year of grace, 1896. Why, his old grandsire was compelled to bend his back over a grass scythe twelve hours for a pound of pepper or a pound of alspice! He was obliged to lift and tug and sweat, from sunrise to sunset, for one yard of factory cotton! If he got four pounds of nails to make secure the roof slabs that covered his shanty, he would have to dig out stumps for the merchant a day and a half to pay for them! If it required a half ounce of tea at a "drawing" to give each member of his family a cup of tea, he would not be able to earn enough in a whole hour at hard labor to pay for a single cup of tea that passed down his oesophagus; and he could not earn as many pounds of sugar in six long days of heavy labor as his great-grandson may now earn in one short day of light labor! Talk about the difficulty of keeping soul and body together—why, bread is said to be the staff of life, and a laboring man can earn 100 pounds of the very stuff of which it is made in a little over a day and a half, to-day, while the poor devil who was so unfortunate as to live in those days was obliged to labor four and a quarter days to earn a like quantity, and it was a rye staff at that!

Why do we labor? Do we toil and sweat for dollars? No. Is it for glory? Well, hardly. We labor to secure the comforts of life; and the number of dollars that measure the labor we are able to perform in a day do not measure the value of that day's work. The dollar is simply the medium through which we receive that for which we labor; and it is only when this exchange has been made that we are able to appreciate the value of our labor or compare our present advantages with those of the past. If the wage earners of to-day would consider these old-time conditions, they would not exchange their benefits for the meager ones enjoyed by their great-grandfathers.

E. A. OWEN.

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The largest and most complete stock in the country.

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DETROIT, MICH.

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.



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Grand Rapids, Mich.

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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.  
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## COLUMBUS.

## Some Facts about a New England Boy.

We have hired a boy. We have hired him principally for weeds; and now that we have him we are sure that we would rather have the weeds alone than an alliance, as it were, with the boy. Weeds will remain in the garden—the best place—and you know exactly where to find them. But you can't find a boy—very often—that is, if you want him. If you don't want him he is as present as mosquitoes in a sultry day.

We have had our boy three weeks. It makes no difference for what reason we thought we engaged him, it has turned out that we employ him as a means of discipline to us. I wonder if the old fanatical monks, when they were looking about for something new in the way of torture, ever thought of a boy. It is too late to tell them now, for up in heaven where they are reaping stores of bliss to make up for their sufferings here—up in heaven there is no demand for boys.

We call him Columbus; not because he is a discoverer, but because he is the reason for our becoming discoverers. Every day we make a fresh find of things that he has done that he ought not to have done, and of things left undone which he ought to have done. Some of these things are quite startling. For instance, when one morning Gertrude went to the barn to see why Columbus had not come in with the milk. He had been milking our one cow precisely an hour by the clock, and we became anxious; besides, we wanted the milk for breakfast.

The pail was standing empty in the carriage-room, but even a casual glance revealed that it had been kicked and jammed and banged so that it was no longer a pail.

Gertrude went on and came upon Columbus sitting in an attitude of great weariness on the grain chest. The cow's stall was empty.

"What's the matter?" she asked. "Where's the cow, and what's happened to the pail?"

"I'm jest about used up," he said. And then he thrust one elbow, with a torn shirt sleeve on it, up to his eyes and began to whimper.

Gertrude approached still nearer. She says she shook him so hard that she was ashamed, but that she did not shake him nearly as hard as she wanted to.

"Where's the cow?"

"She's in the lane."

"What have you been doing to her?"

"I've be'n tryin' to milk her—that's what I've be'n doin'."

Here Columbus raised his head defiantly and looked at the woman standing before him.

"But she's as gentle as she can be."

Having said this Gertrude walked out of the east door and looked down the lane.

There was Lady Bellingham (that was the patrician name of our Jersey) racing back and forth, her tail straight out behind her, her head up, having every appearance of the greatest excitement.

"Do ye call that gentle?"

Columbus had followed Gertrude and now stood beside her. He volunteered the suggestion that the cow had been bitten by a mad dog and was now running mad.

"She jest kicked, 'n' slammed, 'n' I d' know what she didn't do when I tried to milk. I guess my mar'd think

I was havin' a hard time if she knew it."

When Columbus was most exasperating he always mentioned his "mar" as commiserating him for being in our employ.

We went without milk that morning, and it was not until nearly noon that one of our neighbors was induced to come up and try to milk our infuriated cow. She was tolerably calm by this time, though she breathed hard, and whisked her tail violently.

I went to the barn to watch the process and the boy at the same time. There was something in the boy's face that I did not like, and I was sure that we should make one of our discoveries soon. But nothing was found out that day. In the afternoon it rained and Columbus went fishing. We found very soon that he had to go fishing every day when it rained, and when it looked as if it would rain. When it was pleasant he was obliged to spend a great deal of time digging worms to have ready at a moment's notice if the sky should become overcast. He kept these worms in a round wooden box with earth in it. This article is in truth our sugar box, but once, when it chanced to be empty, Columbus had taken it from the buttery, and, on being reproved, he said that he had no notion that we wanted that old thing. He offered, with an air of great virtue, to bring it back, but Gertrude told him he could have it, for now she should never think of anything but worms when she took sugar from it. But she did request Columbus to be so kind as to let us know when he wished for anything else.

It was not until the next week that Mr. White, from over on the hill, stopped at our house on his way to mill with what he called "griss."

For some time I thought that griss was a new variety of grain, and I was not undeceived until I asked our grocer, who drives from Farnham, to bring us two pounds of griss for us to try. But this is irrelevant.

We were both in our vegetable garden at the west of the house hoeing. We had to hoe if we wanted any vegetables, for there had been so much cloudy weather lately that Columbus had been fishing nearly all the time. At first we used to think that we should have some fresh fish to fry, but he has never yet brought home more than half a dozen hornpout, the largest about four inches long, and I never could make up my mind to eat a hornpout, anyway. I would almost as soon try a repast of pollywogs.

But this also is irrelevant. Mr. White, seeing us in the garden, drew in his horse. We leaned on our hoes and prepared for a little chat.

"Thought you'd got a boy," he said.

"So we have," answered Gertrude, "but he's gone fishing."

"Oh."

Mr. White chuckled. He sat silent a moment. Then he began to laugh still more decidedly.

"How's yer cow?" he asked.

"She seems all right now."

"Does she? Have ye missed any cayenne lately?"

"Cayenne? No."

"You jes' go to your cayenne 'n' see if you've got any."

Here he laughed more loudly.

After a while he evidently had pity on us. He explained that Columbus had told his boy that somebody had told him that cayenne, freely administered, would make a cow let down her

# Ceresota

Is high priced; yes, that's so; that is the case with any **GOOD** thing; but "that's not the point," as the man said to the burglar who was trying to stab him with the handle of his dagger.

We claim and have demonstrated, time and again, that "**CERESOTA**" makes not only better bread than other flour, but **MORE OF IT**. Now, if you can get \$2 worth more bread out of \$5 flour than you can out of \$4 flour, you are about \$1 ahead, are you not, to say nothing of the quality of the bread? Well! that's about the size of it **AND THAT'S THE POINT**; and the people see it; you don't have to jab it into them; and that's the reason why

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Although this flour has been in this market but a short time it has forced its way into favor by possessing real merit. What the consumer wants is a flour that will produce the greatest quantity of light, delicious bread to the barrel. "Laurel" will do that in every instance. Try it and be convinced.

We are exclusive agents for the sale of "Laurel."

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GRAND RAPIDS,

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**SALT**

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If you want anything in the line of salt, write to us for prices. It will be to your advantage to do so.

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ESTABLISHED 1876.

## FIELD SEEDS.

We have a full line extra choice Common and German Millet, White, Green and Scotch Field Peas, Clovers and Grass Seeds. No. 1 Pine and No. 2 Whitewood Egg Cases. No. 1 and No. 2 Egg Case Fillers for Cold Storage and Shipping. Write us for prices on Lemons and Oranges. If you have any BEANS, mail us sample. Will be glad to trade at market price.

**MOSELEY BROS.,**

Wholesale Beans, Seeds, Potatoes, Fruits.

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milk; would, in point of fact, make milking so easy that 'bout all you'd have to do would be to set and hold the pail under the cow." So C'lumbus he tried it. He jes' poured the pepper into the shorts 'n' meal. He said "them darned women made him work so hard that he'd got to git a rest somehow."

Here Mr. White doubled himself up and roared.

But we did not roar, at least not with laughter; and we controlled our inclination to roar with any other emotion; we felt impatient for Columbus to return from fishing.

After Mr. White had driven on we hoed for some time in silence, and we did not look at each other.

It was Gertrude who made the first remark; it was to the effect that she hated to be made so wicked by a little scamp like that boy. I asked her how wicked she felt, with a view towards comparing her sin with the evil that was rioting in my own heart.

She informed me that nothing short of cathauling Columbus on his bare back would appease her, and she knew that the popular prejudice in Ranson was not in favor of cathauling. So she should never be appeased.

It was a singular thing that when Columbus came home that night he brought, instead of the usual hornpout, a dozen trout, and Gertrude particularly likes trout.

And he was remarkably helpful, too. He did the barn "chores" with promptness; he filled the woodbox for the next day, and he said he should weed the onions in the morning. He said he knew the weeds had "kinder got ahead of him, but that one pair of hands couldn't do everything."

That is a favorite phrase of our boy's, and he always says it with an air that reveals that we expect him to do miracles of work, but that, being women, we can't understand how it is on a farm. Not that we work a farm, but this year we did feel as if we would like to raise our own vegetables, and it was then we thought we would have a boy—and a boy would be so protecting, too.

It was after supper that Gertrude requested me to leave the room. I did so, and I resisted the quite insane desire to go back and listen at the keyhole. It is the resisted temptations which make one strong.

That evening, after Columbus had gone to bed, my friend described the interview she had with him.

She said that he began the conversation by saying that Tim White had informed him that his, Tim's, father had informed us that our cow had had a dose of cayenne and that that was what ailed her when she seemed to be running mad. "Ailded" was the word used by the boy.

"Well," said Gertrude, resolutely, "you did give her the pepper, didn't you? And we went and looked and found our box empty."

Columbus put his elbow up over his face precisely as if Gertrude were going to hit him.

"Yes'm. I didn't know's you'd care so much 'bout a little bit er pepper. You may take it out er my wages if you want to. Mar says you don't give me half I'm worth now."

Here a gentle snivel was heard behind the elbow.

Gertrude says she had to wait some minutes before she could command her voice, and even when her voice came she didn't know what to say. A great many

violent, what she called pirate, words occurred to her, but she kept them back.

Finally she said, with unnatural mildness, that she did not care about the loss of the pepper. Columbus repeated that he was willing to have it taken out of his wages.

Then there was another silence, during which Gertrude came to the conclusion that she really hadn't anything to say. She felt helpless. She told Columbus that she wished he would go out of her sight.

This unexpected remark seemed too much for the boy. He broke into profuse explanations and apologies. He said that "he did it 'cause it took so much of his time to milk; 'n' there was such a lot for him to do that he didn't know which way to turn; he was jest about crazy with the work stan'in' round waitin' for him, and one pair of hands couldn't do everything."

Here Gertrude rose from her chair. She told him that if he ever made use of that phrase again she would instantly turn him out of the house.

"Do you hear? Instantly!"

He put his elbow up again, and from behind this shelter he said, "Yes'm."

Then she told him to go out of doors and to go to work. She didn't care what he did; everything; anything; only go.

So he went.

The next morning he cleaned the stables and he brushed the horse. By that time a haze began to show in the west, and presently we saw Columbus crouching down in the spot of our garden where the soil is richest.

I looked at him, and the next moment I had opened the door into the buttery where Gertrude was making huckleberry pies from berries which Columbus had not picked, but which we had bought from the groceryman who drives from Farnham; and our pasture is full of berries.

"He is digging worms," I announced.

Gertrude stopped rolling piecrust. She came to the sink and washed her hands. She went to the back door and called to Columbus. He came with his box of worms under his arm.

"I forbid you going fishing for a week," she said.

"Yes'm."

"I want you to hoe the beans."

"Yes'm."

He stood looking at her without a vestige of expression in his countenance. He made a slight movement as if he were about to assume his usual attitude of defense.

"If you put your elbow up I-I!"

Here Gertrude paused. She explained afterward that it seemed vulgar to threaten to flog him, and it would be idle to say she would kill him, for in Massachusetts it is against the law to kill boys; and he is a neighbor's son, and his parents might object.

Gertrude says that if Columbus were a foreign boy, with no friends near, she supposed she should have killed him long ago, and should before this have been hung.

This time Columbus refrained from raising his elbow. He went and deposited his wormbox in the place where he keeps it. He brought out his hoe and began to hoe the beans. I can hear him now as I sit at the open window writing these lines.

Slowly, slowly, the flat piece of metal slips under the earth, and when it is under it is a perceptible space of time before it is withdrawn. It is almost as if a weed might spring up while he is going through the process. I am quite sure the weeds are laughing at him.

Though his wormbox is not now by his side there is a large burdock leaf arranged near him with stones to hold it down. In this leaf I see the boy frequently deposit a wriggling thing.

And it is growing more cloudy. I suddenly make up my mind that this day Columbus shall not go fishing.

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## WONDER

## WONDER

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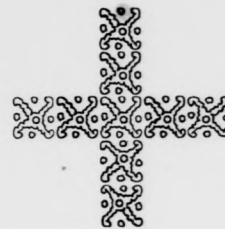
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## WONDER

## WONDER

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LILY WHITE FLOUR

Grand Rapids, Mich.

# EVERY CENT COUNTS



### Limitations of Autonomy.

This word, as defined by competent authority, expresses the condition of a nation or individual having the right to control its own actions. As applied to a nation, it presupposes independent sovereignty. As applied to an individual, it presupposes him to be a free agent, at liberty to choose his own course in life, subject only to natural law. In the nature of the case there are limits to both applications of the term; and, in determining them, complicated questions arise that affect the security of governments and, relatively, the prosperity of a large portion of mankind. These questions seem never to have been fully settled, either by precedent or international rule, since most of the wars and competitive struggles of sovereign powers that history records have grown out of a failure to agree on what are actual autonomous rights.

Our late civil war was waged to settle the right of a republic to existence as a whole when opposed by a faction of states making a counterclaim to the right of voluntary dismemberment. Our War of Independence was a precedent that has since been recognized as settling, for all time, an autonomic question of importance to other nations on this continent.

Since the dispersion at the Tower of Babel, the world has been divided into groups of people, each group possessing homogeneous traits and habits which strengthened National unity. One after another has run its race toward the "survival of the fittest," leaving a few strong governments to lead the rest in directing the enterprises of commerce and in developing natural resources in every part of the globe. The United States of America has been least disposed to use its autonomous powers to the advantage alone of the race that existed here when, as a member in the family of nations, its flag was first unfurled. We cannot, therefore, claim to be a distinct people homogeneous in character, like most others, but, rather, a compound aggregation of humanity crystallizing slowly around the principle of Republican freedom, but not fully harmonized and assimilated, as a nation should be to meet all the contingencies of the future.

Prosperity waits while this process continues; but the signs of the times indicate that we are nearing a condition favorable to more harmony on the question that concerns us all, and that is the question of wisely controlling the immigration to our shores. In the light of past events we can more clearly see our mistake of judgment in not properly regulating the inflow of population before it increased twenty fold and resulted in making labor a drug in the market, instead of an equal, conservative factor with capital in the accumulation of national wealth. We forgot to consider that this inflow, though useful in developing the resources of this country, brought comparatively little capital and was never of uniform character. Nor did we reflect that its continuance, when stimulated by invention and the greed of transportation companies, would be sure in time, whatever its character, to produce an excess of population far beyond the power of Republican institutions to safely absorb.

Hitherto, political antagonisms have prevented any practical legislation to lessen the evil becoming every year more apparent; but, of late, a majority of naturalized citizens are inclined to unite in measures that shall protect

them and their descendants from an inundation of the poverty, crime and hopeless ignorance formed of the dregs of European countries. When the reform ceases to encounter party or race prejudice, its issue will be more hopeful. No remedial measure is likely to be decided on during the present session of Congress, but the prospect is brighter for speedy action before coming economic policies shall have encouraged a larger increase of immigration.

One amendment germane to the measure now pending may meet objection from a few sentimentalists in political economy; yet its justice will be admitted by all who respect the rules of legitimate business—I refer to the clause forbidding citizens of our Northern neighbor from competing unfairly in the labor market of this country. The evil may seem of small importance, when compared with the larger demoralizing one entering through Atlantic and Pacific seaports; but it affects many people along the boundary, and, unless a remedy be applied in season, time may aggravate, seriously, present causes of complaint. Every foreign worker on our soil ought to be willing to reciprocate the favors conferred by our liberal system of government. If he chooses to waive the right of citizenship, he should at least respect the law of just equivalents. In dealing with the large class of workmen who, through organization, too often claim more than can be justly conceded, in contests with capital, our laws should be framed so as to remove every occasion for reasonable grievance. This is done by the measure proposed, which will prevent the practice of Canadian residents' receiving American wages to be wholly spent upon a foreign soil, while an equal number of our worthy citizens are unprovided with the means of earning a living.

The autonomy of this Republic is based on as good ground of right as any monarchical power in Europe; yet none of them has been so liberal in concessions to foreigners, either as visitors or citizens. Many vexatious rules and exactions are imposed on the former, and every obstacle short of prohibition has been used by some to discourage a worthy class of people from sojourning therein and seeking an honest livelihood. A comparison of the policy of Great Britain toward foreign miners in Australia with ours in California will show clearly which has been the more liberal; yet she has tried to dictate the internal policy of the Transvaal Republic, and the sequel of her attempts to overcome it by a display of mingled diplomacy, fraud and force is likely to prove successful in the near future unless some friendly powers see fit to intervene.

Until all nations join in some general agreement to respect the autonomy of each other, occasions for grievance will continually occur, to be met only by protective legislation, or perhaps sterner measures, on the principle that guides individual conduct, viz., "Self-preservation is the first law of nature."

S. P. WHITMARSH.

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Best equipped and largest concern in the State.

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## WARREN CHEMICAL AND MANUFACTURING CO.,

81 Fulton street, NEW YORK.

1120 Chamber of Commerce, DETROIT.



## News and Gossip of Interest to Dealer and Rider.

It really begins to be debatable, says a writer in Scribner's, whether anything has happened to the human race since the first locomotive drew the first train of cars that will affect it so materially as the bicycle. Consider its effect on women. Within two years it has given to all American womankind the liberty of dress for which the reformers have been sighing for generations. The dress-reform movement never seemed to affect any considerable number of women, or to modify women's clothes to any noticeable degree. The bicycle has not put many women into trousers—nothing will do that in this country—but it has given all women practical liberty to wear trousers if they want to, and, indeed, to get themselves into any sort of decent raiment which they find convenient for whatever enterprise they have in hand.

\* \* \*

The tire that cannot be punctured, while possessing all the good qualities of those that are not impervious to nails, glass and other sharp substances, is apparently yet to be invented, but it may make its appearance some day. In the meantime any device that renders it easy to mend a punctured tire is to be welcomed. Heretofore two methods have been in use: In the case of single-tube tires the common practice is to insert a plug covered with rubber cement into the aperture made by the nail or thorn, while with double tubes the inner tube has to be taken out, patched and then replaced. This year a quick-repair apparatus can be purchased, which may be used equally well with both kinds of tires, a double tube being mended from the outside as well as a single tube. Plugs are dispensed with, and patches used instead. By an ingenious little instrument the patch can be carried to the inside of the tire (with a double-tube tire to the inside of the inner tube), the cement can be placed on it and the patch then picked up, neatly covering the puncture and effectually preventing the escape of air. A wheelman who made his first trial of this apparatus last week reports that it is the simplest thing in the world to mend a puncture. "It was a double-tube tire that I tried it on," he says, "and I was able to do the job in ten minutes at the outside. The next time I think I can cut that time in two. By the old way, if I had had to take out the inner tube, I should have given myself two hours, and should have had an infinite amount of trouble. Now I consider it as easy to mend a puncture as to tie a cravat."

\* \* \*

There are no end of devices to aid one in taking care of a bicycle, or whose inventors at least make claim to that. Many of them serve to take a few cents or a dollar or two out of the pockets of a good many wheelmen, without giving them much in return. One of the newest is an apparatus for cleaning the chain. It is clamped to the frame, and then the wheel is revolved, and it is asserted that the chain is thus more effectually cleaned than in any other way. As a matter of fact, it is not difficult to keep a chain in good condition if it is not allowed to become dirty. A careful bicyclist cleans his wheel after every ride, and the chain ought to be cleaned as well as the nickelled and enamelled surfaces. A small, fairly stiff brush, that can be bought for a few cents, is as good as anything for

this purpose, and it takes only a few seconds to run over the chain and take the dust and dirt off. Such a brush is also useful in cleaning around the nuts and in keeping the spokes near the hub in good shape. These parts cannot be easily reached with a cloth.

\* \* \*

"After this I shall get a new wheel every year," said a man who is now enjoying his second season of the sport. "Early in the spring I was in doubt as to the utility of exchanging my old bicycle for a '96 model, although I should have had to pay only \$45 in cash. However, my old one was in such good condition that I decided to keep it. Before long I needed a new pair of pedals, and they cost me \$8. Then a tire wore out and it cost me \$6 to replace it. My front tire is going, and in the course of a few weeks I shall have to buy another. I am dissatisfied with my saddle and shall probably spend \$5 on one that suits me. I also want a wooden handle bar, and that will mean perhaps \$3 more. Besides, my wheel shows some signs of wear, and I cannot make it run quite as easily as a new one would. The changes in this year's model are not radical, yet I should have had the benefit of them if I had got a new wheel. Then I feel a little out of date with a last year's bicycle, just as one would with a silk hat that is over a twelve-month old. Altogether, I made an unfortunate decision, and hereafter every spring will find me with a brand new bicycle."

\* \* \*

Toe clips seem to be growing in favor, and those who use them are almost without exception warm in their praise. There is an impression that in case necessity for a quick dismount arises the clips may hold the feet and possibly cause an accident. In truth, there is no reason for this impression. The feet leave the pedals as quickly when toe clips are used as when they are not. Those who ride with toe clips affirm that they can see no difference whatever in this respect. The use of them can be quickly learned, two or three days being all the time needed in most cases. At first it seems a little awkward to get the feet into them, but it soon becomes easy. When the feet rest in the clips it is almost impossible for a pedal to be lost, no matter how rough the road or how steep the hill one is descending. They are a decided help in pushing up hill, and also aid in back-peddaling when going down.

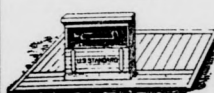
## Prices Reduced—Quality Maintained.

John Phillips & Co., of Detroit, offer oak show cases, highly polished, seventeen inches high, of double thick French sheet glass throughout, bottoms covered with cotton plush, at \$1.75 per foot—the best show case made for the money. 664

## 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.

New York City drinks 5,000,000 gallons of whisky and 160,000,000 gallons of beer every year.



## Scales!

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

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

## 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, 75.....	
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.....	2 80
Steel nails, base.....	2 85
Wire nails, base.....	50
10 to 60 advance.....	60
8.....	75
7 and 6.....	90
4.....	1 20
3.....	1 60
2.....	1 60
Fine 3.....	1 60
Case 10.....	65
Case 8.....	75
Case 6.....	90
Finish 10.....	75
Finish 8.....	90
Finish 6.....	70
Clinch 10.....	80
Clinch 8.....	80
Clinch 6.....	90
Barrel 7/8.....	1 75
PLANES	
Ohio Tool Co.'s, fancy.....	@50
Scotia Bench.....	60&10
Sandusky Tool Co.'s, fancy.....	@50
Bench, first quality.....	@50
Stanley Rule and Level Co.'s wood.....	60
PANS	
Fry, Acme.....	60&10&10
Common, polished.....	70& 5
RIVETS	
Iron and Tinned.....	60
Copper Rivets and Burs.....	60
PATENT PLANISHED IRON	
"A" Wood's patent planished, Nos. 24 to 27.....	10 20
"B" Wood's patent planished, Nos. 25 to 27.....	9 20
Broken packages 1/4c 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	
Nos. 10 to 14.....	com. smooth. com.
Nos. 15 to 17.....	\$3 30 \$2 40
Nos. 18 to 21.....	3 30 2 40
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
Anneal'd Market.....	75
Coppered Market.....	70&10
Tinned Market.....	62 1/4
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, nickeled.....	30
Coe's Genuine.....	50
Coe's Patent Agricultural, wrought.....	80
Coe's Patent, malleable.....	80
MISCELLANEOUS	
Bird Cages.....	50
Pumps, Cistern.....	75&10
Screws, New List.....	85
Casters, Bed and Plate.....	50&10&10
Dampers, American.....	40&10
METALS—Zinc	
600 pound casks.....	6 1/4
Per pound.....	6 3/4
SOLDER	
1/4 @ 1/4.....	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
20x24 IX, Charcoal.....	6 25
14x20 IX, Charcoal.....	6 25
Each additional X on this grade, \$1.75.	
TIN—Allaway Grade	
10x14 IC, Charcoal.....	5 00
14x20 IC, Charcoal.....	5 00
10x14 IX, Charcoal.....	6 00
14x20 IX, Charcoal.....	6 00
Each additional X on this grade, \$1.50.	
ROOFING PLATES	
14x20 IC, Charcoal, Dean.....	5 00
14x20 IX, Charcoal, Dean.....	6 00
20x28 IC, Charcoal, Dean.....	10 00
14x20 IC, Charcoal, All-way Grade.....	4 50
14x20 IX, Charcoal, Allaway Grade.....	5 50
20x28 IC, Charcoal, Allaway Grade.....	9 00
20x28 IX, Charcoal, Allaway Grade.....	11 00
BOILER SIZE TIN PLATE	
14x56 IX, for No. 8 Boilers, 1 per pound.....	9
14x56 IX, for No. 9 Boilers, 1 per pound.....	9

## TINWARE.

We carry a full stock of  
Pieced and Stamped Tinware.

## WM. BRUMMELER &amp; SONS

Manufacturers and Jobbers of TINWARE.

Dealers in Rags, Rubbers, Metals, etc.

260 S. Ionia St.

Grand Rapids, Mich.



### The Novelty of the Bicycle.

Written for the TRADESMAN.

Although the wheel has been with us a considerable time, it continues about as much of a novelty as ever. This is owing partly to the fact that so great a proportion of the riders are novices in its use, having learned to ride it only this season, and partly that the wonderful increase in the number presents a remarkable appearance on the streets. It is a subject so constantly present that it occupies more general attention than any other. Pass groups of people in conversation and more frequently the subject overheard proves to be wheels than any other single topic. Politics and even the weather must take a "back seat" for the wheel.

The innovation of the new vehicle, its appearance in such vast numbers, brings in new conditions, with their need of adjustments. Rules for its proper use to avoid accidents must be considered and defined, and the proper etiquette to be observed among riders must be formulated.

While the novelty of the wheel is no less now than it was a year or two ago, it has assumed a different place in the public estimation. At that time, absolutely no regard was shown it by the average teamster. Criticism and innuendoes were common from driver and pedestrians. Now, however, by sheer force of numbers it commands as much consideration as any other means of progression and is never criticised unless it be guilty of some irregularity which makes it properly a subject for criticism.

In the finding of the proper status for the new vehicle many amusing and also many annoying regulations have been made or attempted in various localities. Thus, one makes a provision that the wheel must not cross a street without the rider's dismounting. Others regulate the manner in which the bell must be rung; the carrying of lanterns, etc., etc. They are so constantly engaging the attention that every possible disadvantage is canvassed and every injudicious use or abuse of it receives attention. Thus, the bicycle stoop is—and properly—made a subject of criticism. In its consideration at the hands of philanthropists and those concerned especially in the welfare of the young, much has occurred that is laughable. Among the suggestions made and fears expressed there have been some that were decidedly ridiculous. The recent movement of the Chicago Humane Society against the carrying of children on wheels is, perhaps, as strong an illustration of this as any.

The worthy president of this organization, Mr. Shortall, impressed probably by the risky appearance presented by some little one perched on the front of an apparently carelessly driven bicycle, issued an edict to the effect that, if the custom was not stopped in that city, offenders would be prosecuted for endangering the lives and limbs of children. As might be expected, this fulmination provoked many and vigorous protests on the part of wheeling papas. These were brought to the attention of the zealous official with such representations that he has been compelled to withdraw his prohibition and limit his threat to those who might display recklessness or intemperance. Of course, this is very well, although observers fail to note the need of even such admonition. An intemperate father will have more than he wants to do to take care of himself on a wheel without attempting to carry a child. As to recklessness on

the part of others, there is yet to be recorded the first accident on this account. Fathers who carry children on wheels are not men to run risks with them, although to an onlooker there may be an appearance of risk and carelessness. The stricture also made by the same guardian of the helpless, that the motion on a wheel is injurious to children, is another amusing feature of the movement. It is the experience of most fathers that it is difficult to subject the babies to more motion than they will enjoy or thrive under. The position assumed by Mr. Shortall would indicate, not only that the wheel is a novelty to him, but that his experience with babies is limited, also.

There are many ways in which the novelty of the wheel is manifested. With old wheelmen the freedom of addressing strangers on account of the comradery of the wheel is wearing off; but there are so many new ones that the custom is still quite common. It might be well if the wheel should serve to break down the reserve between strangers in this country, where it is so generally thought that they must not speak without the formality of an introduction; but, as the novelty diminishes, the crust of reserve is again formed and the common ground of intercourse lost.

The novelty of the wheel will last for a considerable time yet. There are many yet to learn and it will be a year or two before the movement reaches its climax. But, eventually, the universality of its use will reduce it to the rank of common things and, while its use will become even more a necessity from year to year, as people become accustomed to it, it will finally be subjected to proper rules and lose any distinguishing features in this regard different from those found in horseback riding or the carriage. NATE.

### News and Gossip of Interest to Dealer and Rider.

"Have you coasters?" was asked at a down-town store where bicycle sundries of all kinds are supposed to be sold. The answer of the salesman was to hand out a rather clumsy affair which was a combination of coaster, foot brake and lamp bracket. The inquirer said that he wanted coasters only; to which the reply was: "We don't keep coasters. Coasting is a dangerous business and we don't approve of it, and so we don't sell them." The solicitude thus shown for the rider's safety would have been more impressive if a pair of coasters had not been a part of the apparatus just offered.

What to do with the dogs is still an uppermost question in the minds of men who contemplate bicycle tours. Every one who has been out into the country has had more or less experience with dogs and knows what a nuisance they are. The ammonia gun is recommended by some, and is undoubtedly effective without being harmful in its effect. After receiving a charge of ammonia any dog is rendered harmless for the time being. In Germany a new invention has come into use for the suppression of dogs. It is called the bicycle bomb. While harmless in itself, it explodes with a terrific concussion that is warranted to scare any dog out of his seven senses, at least until the bicycle-rider is half a mile away. The bomb is a small affair, and can be easily carried in the pocket. When thrown on the ground it goes off at a great rate, paralyzing the dogs' nerve centers for a time.

## 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

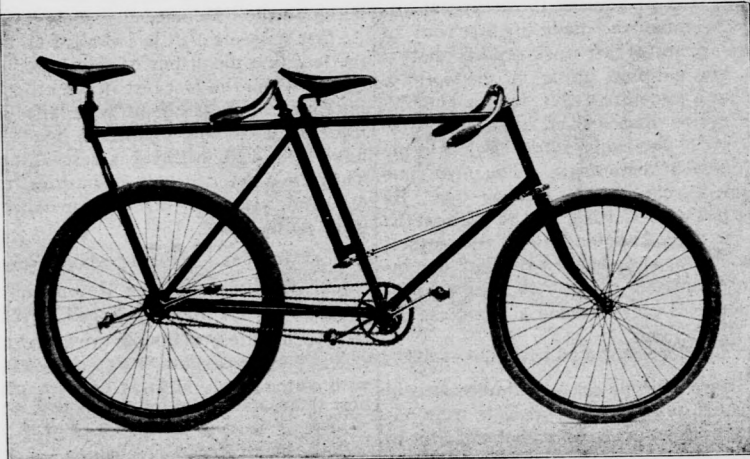
## "THE GARLAND"



Dealers wishing to secure the agency for this wheel are invited to make prompt application, stating territory desired. Correspond direct with the factory, as the Peninsular Wheel Co. no longer holds the agency.

**C. B. METZGER,**  
SUCCESSOR TO  
**PENINSULAR MACHINE CO.,**  
GRAND RAPIDS, MICH.

## 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.



A bell on a bicycle is a useful and even indispensable thing. In most cities and villages bells are required by law, but, as a rule, the laws are not very strictly enforced. They are good laws nevertheless. Still, it cannot be doubted that there is too much bell-ringing, especially by boys who think it a fine thing to make a noise, even if they do not take delight in giving pedestrians a fright. The use of the bell is especially to be deprecated when one is riding on a sidepath and some one is walking on the path ahead of him. The bicyclist ought to remember that the pedestrian has the first right there, and that he himself is on the path only by sufferance. To sound his bell, which is equivalent to a peremptory order to "get out of my way," is a gross piece of impertinence, and the pedestrian has a right to resent it. The polite wheelman—and there are some of this class—will make a courteous request, "Please allow me to pass," or words to that effect, and will then acknowledge the favor done him. It has been suggested that a system of bell signals be arranged so that riders might give information of their intended movements when meeting or passing other riders or vehicles.

#### How a Country Girl Saved a Train Load of People.

"Speaking of experiences in Dixie," remarked Albert C. Antrim on the occasion of his last visit to Grand Rapids, "reminds me of a scrape I got into on a mountain road in Tennessee a couple of years ago.

"We were coming down a long grade of ten miles in a mixed train. That is, we had a gondola loaded with ties as the end car, with our two passenger coaches and baggage car, and I should say we were making about twenty miles an hour on a track that would be treating us very kindly if it didn't sling us into eternity if we dared to add five miles an hour to our speed, when I happened to look out of the rear door and saw a wild train of loaded coal cars swinging down after us. They had evidently started at a tippie which we had passed only a few minutes before, and when I saw them they were going so fast that they distanced the men on the ground who made a run to get on and stop their further flight. I made a wild rush for the conductor, but before I had reached him he had ordered the engineer to let out his engine for all she was worth, and in this way keep ahead of our chasers. Fortunately we had no women aboard, and the men could be kept in better control, though it was all

we could do to keep them from jumping off.

"It was only a short time until we began to see that our salvation lay in the pursuing train's flying the track, because we had reached our limit, and our train was swaying and tossing so that everybody was scared out of his wits. I know I was, and I just sat in my seat and held on, waiting and listening to the thunder of the train behind us, which was not 500 yards away and gaining every second. It was far heavier than ours, and I knew that if anybody went off the track it wasn't going to be the coal train. I said a moment ago we had no women aboard. I meant we had none to speak of.

"There was one, but she was a homely mountain girl, who didn't seem to know anything, and because she sat quiet in the corner and didn't scream we thought she didn't amount to enough to count. I was looking at her in a dazed sort of way, when all of a sudden she lit out of her seat as if she had been shot out of it, and, knocking everybody out of the way, she dashed out of the rear door before anybody could touch her, and we thought she had jumped off, but she hadn't. She jumped for the open car, hanging on like a cat until she got to the far end of it, and in a second she was tumbling those tiers off at the rate of a dozen a second.

"They would hit the track and bound every which way, but she kept piling them off, the coal train getting closer every second and at last a couple of them stuck up in a cattle guard and the next thing we knew there was a terrific crash; rails and ties and tracks and coal cars flew, and the coal train rolled over itself and went down the hill in a heap. By George, as that girl stood there in her plain calico dress and her old sunbonnet and watched that train pile up at her feet, I thought that Joan of Arc, Cleopatra, Queen Elizabeth, Grace Darling and the lot of them weren't a patching to her, and as far as we were concerned they weren't.

"She had saved our train and our lives and we took her on with us in triumph. Then we made up a purse for her big enough to buy a farm with, and I'll bet she's got more good clothes and jewelry and books and trinkets and things than any girl in the mountains, for we never forget her. She doesn't quite appreciate some of the fine things she has, but what do we care for that; we appreciate her just the same."

Perseverance is an indispensable qualification in the commercial traveler. But this is often overdone by making the error of supposing that a constant digging at a customer effects a sale.

**HELICAL TUBE PERMIERS!**

SELLS EASILY FOR..... **\$100**

We are away behind on our orders for these beautiful wheels. "A vital point you can't resist—Helical Tubing—see that twist." We also have the famous

**"Monarch," "America," "March," "Outing," "Envoy" and Others.**

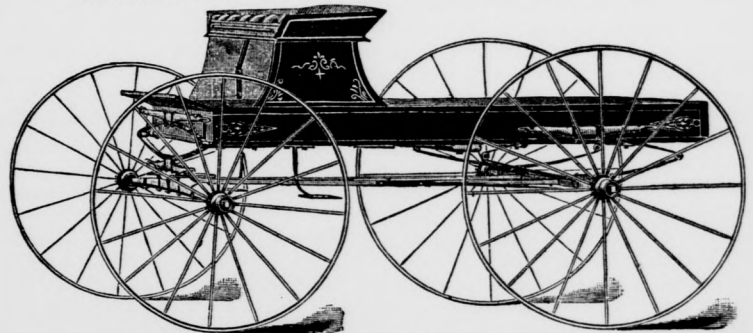
Our Line of Wheels at \$50.00 and \$60.00 are Great Sellers.

**ADAMS & HART,**

Wholesale and Retail Bicycles,  
NO. 12 WEST BRIDGE STREET.

#### BROWN, HALL & CO. BUGGIES, SLEIGHS & WAGONS.

ESTABLISHED 1865. GRAND RAPIDS, MICHIGAN.



**THE GROCER'S SAFETY. MADE IN 2 SIZES ONLY. FULLY WARRANTED.**

Body 7 ft. long, 36 in. wide, drop tail gate.....	\$40.00
Body 9½ ft. long, 38 in. wide, drop tail gate.....	48.00

**GRAND RAPIDS BRUSH CO.....**

Manufacturers of

**BRUSHES**

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

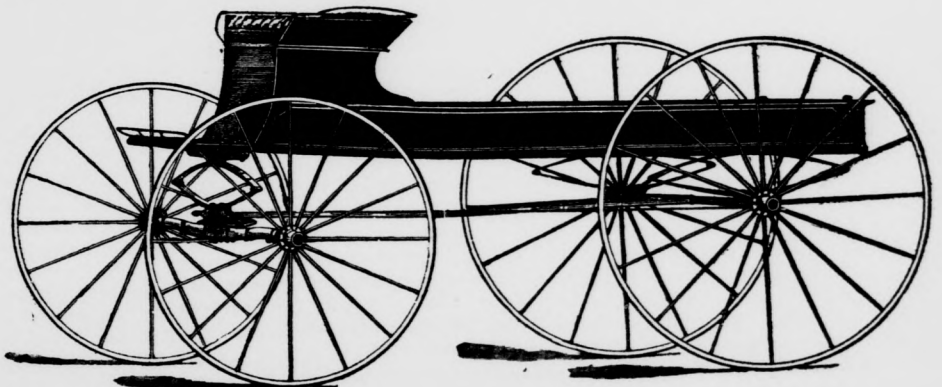
## A Showy Lettered Wagon Is Your Best Advertisement.

### COMBINATION SHORT-TURN DELIVERY WAGON

Write for new catalogue before choosing any wagon.

**Belknap Wagon Co.,**

GRAND RAPIDS, MICH.





### Some Essentials Which Must Be Observed to Insure Success.

Eternal vigilance is not only the price of liberty, but the price of pretty nearly everything else worth having in this world, and especially of business success—a vigilance which manifests itself in the form of constant attention to minute details, of watchfulness to see that everything is utilized and nothing wasted. To cultivate such a quality, the druggist must love his business, must be satisfied that no other would suit him better, must take pleasure in his daily occupations—in brief, must work with that zest which springs only from content and from the knowledge that the road which leads to great and wonderful achievements is strewn with wrecks and failures.

Not seldom we encourage ourselves in the notion that we are not appreciated, that ours is a slave's life ever at the beck and call of the public. In such cases we forget that labor is labor, that every calling has its drudgery, and that no occupation stands any higher in the public esteem than ours when we conduct ourselves so as to merit this respect. For gaining public confidence, pharmacy presents peculiar advantages; chemistry invites every idle moment; botany imparts a certain degree of refinement and culture, rendering the student estimable in the eyes of his fellowmen; in materia medica and therapeutics we have an unlimited scope and freedom accorded to our study and love of knowledge.

Our business success is proportionate to our ability to impart information to the public as occasion requires—information respecting our medicines, our merchandise, the dispensing of medicines, the means of curing minor ailments, the thousand and one thing about which the druggist is consulted.

The druggist should not be content with mere knowledge of doses and antidotes—that alone will never gain custom; but in addition he should utilize every spare moment to keep his stock bottles filled with preparations made from crude materials. It is well to remember too that the profits in every line of business have a tendency to shrink and dwindle, and that labor, in spite of all leagues and organizations, will gradually command less and less remuneration until the wage-level of the older communities is reached, for labor as well as water must seek its level, through competition and the gradual perfection of transportation facilities. The gradual lowering of wages necessarily lowers the value of the merchandise manufactured, and we must be contented with smaller profits on staple goods.

It is claimed that Lancaster county, Pennsylvania, is one of the richest agricultural counties in the world, and its prosperity is explained by the fact that the farmers and their families devote their spare time on stormy days and evenings to the manufacture of cigars from the tobacco grown by them every season. When we consider that the tobacco grown is of poor quality and only makes cheap cigars, it will be readily seen that the source of their wealth lies in their dual capacity of producer and manufacturer, which enables them to sell their tobacco for many times what the raw material would bring.

Labor and study are expected by the general public of every professional or business man. The congregation expects its preacher to write his sermons, not to crib them. Prospective clients expect to find the attorney at his office,

preparing his cases or studying, and if constantly seen on the streets the lawyer is considered fit to practice only in the justice courts. The physician's place is popularly supposed to be in his office or en route to imaginary patients; if seen idling, he is classed with those of no experience, with whom it is not safe to take chances. By analogy, the druggist should be at work, keeping up his stock and making his own preparations. The physicians want to see his bottles filled with medicines made from the crude materials, and they want to see him take a pride in exhibiting the superior qualities of the manufactured articles. This begets confidence in the mind of the physician, and prompts him to rely on definite results from every dose he prescribes.

In a general way, the world holds that, so far as mental qualifications are concerned, we all possess the same amount of ordinary sense. Now, while it frankly admits that some possess more book-learning than others, the admission is not always complimentary to the learned—"John or Joe being too lazy to work, reading just suits him." In other words, the people look to all professional or semi-public men for something tangible. Realizing that the farmer's prosperity is proportioned to the labor bestowed on his land, and with that ill-suppressed envy which is always cherished by the laborer against those classes considered more fortunate—an envy gently fanned by shyster druggists and department stores who advertise how the public have been swindled—it is no wonder that general confidence is withheld from us, under the delusion that our profits are so large and our monopoly so great that we can live without working. Public opinion has decided that our profits on staples and patents have been too large. The manufacturer will be obliged to increase his wholesale price, so as to meet the advertising bills, for every bottle sold must have its demand created. We should simply let them beat their drums, and utilize every spare moment, like the Lancaster county farmers, turning our crude drugs into attractive packages of the various staple preparations and popular remedies.

I once read a sermon which demonstrated that the way to get a church out of debt was to have it begin helping other churches also unfortunate. The preacher admitted that his contention was not in accordance with the principles of Wall Street, but insisted that if people got into the habit of giving and working, sufficient interest would soon be generated to render easy the payment of their own liabilities, labor being the prime element in all values, natural or artificial.

We must try to help one another, following the example of the mechanic, lawyer or surgeon in impressing upon the public the fact that our years of training possess some value. Instead of trying to learn the smallest figure we can obtain for our services, let us raise the standard of our self-respect, and be united as brothers.

I have yet to see a druggist that actually made and put up in marketable form a cough syrup, liniment, or any staple medicine, who met with difficulty in selling a reasonable amount of quite an extensive variety. Therefore, it would be well to put up two or three syrups or liniments, for what suits one fails to please another.

When our shelves are crowded with our own sarsaparillas and alternatives,

cough syrups, liniments, headache powders, liver regulators and pills, dyspepsia tablets, toothache drops, pomades, oils, salves, elixirs, tonics, etc., put up in attractive packages, not manufactured by non-secret houses, then we shall be in position to achieve substantial results through the advertising columns of our local newspaper, thus removing every doubt as to whether advertising pays.

To conclude, we should remember that success in business is gained by quickness of perception, ability to grasp a given situation, and untiring energy. The newspaper does not pretend to build up your business and guarantee you success. An advertisement in a paper is like the introduction of a suitor to a woman: the introduction performed, it remains with both the commercial and the sentimental suitor to win the coveted prize.

S. C. PARSONS.

### An Artistic Window Dresser.

Inasmuch as the same rules apply in adorning a window properly as in dressing one's self artistically, it would be thought that the profession of a window dresser is one that would at once commend itself to the fair sex. Heretofore, however, the profession has been almost exclusively occupied by men, although in Chicago there is a young lady who is one of the most successful in the profession.

She is Miss Elida Ayer, and as her success is due entirely to her own exertions, and has come out of peculiar circumstances, she is entitled to this mention. She was educated in Chicago at the Convent of the Sacred Heart. There was a time, and not many years ago, when she little expected that the time would come when she would be called upon to depend upon her own exertions for some of those things which gladden the lives of her sex. When she was a student her people were in circumstances which made them feel that it was not necessary to worry about the next day. Her father was in a lucrative business. He was independent. His home was a social center. He was interested in iron mills and mining. His concern was stunned by a panic. It was wrecked by receivers and lawsuits. His health gave way, and he has been an invalid ever since. The home and everything connected therewith were given up to creditors. His wife and daughter faced the inevitable, gave up their social inclinations and applied themselves to sustaining themselves and the husband and father by their own efforts. After the business misfortunes of her father, wealthy friends in New York offered Miss Ayer a home and an assured position in society, but she preferred independence and to assist her family by the work of her own hands. She is a member of the fashionable St. James Episcopal church, but has given up society, and is earnestly determined to develop her profession of window dressing into a fine art.

Somebody has riled the health authorities of Chicago by telegraphing East that half the people of the Windy city suffer with catarrh. They say that the disease is no more prevalent there than in other parts of the country.

Satisfied customers are good advertisers. Such are the customers who use Robinson Cider Vinegar, manufactured at Bensor Harbor, Mich. You can buy Robinson's Cider Vinegar from the I. M. Clark Grocery Co., Grand Rapids.

### GOTHAM GOSSIP.

#### News from the Metropolis—Index of the Market.

Special Correspondence.

New York, May 30—The month goes out with very little excitement in grocery jobbing circles. Trading is of an average character; prices are as low as at any other time, and in some lines lower.

Rio coffee closed at 13¼c for No. 7 and is in moderate inquiry. The total supply of coffee in the country is something like 200,000 bags less than a year ago. Coffee to arrive within a short time has sold at 12¾c. Quotations are thus seen to be so variable at present as to make them nominal.

Granulated sugar is going out in the most leisurely manner imaginable and there is no delay in filling all orders almost as soon as received. The market, such as it is in volume, is steady. Foreign refined is, seemingly, selling readily at full rates. Domestic granulated is scheduled at 5¼c.

Teas remain dull. At the auction sales there was a special offering of something over 3,000 packages of Formosas, which ranged from 13@19c. Japans were weak and lower. Indias and Ceylons are meeting with steady enquiry at satisfactory rates.

The rice situation during the week is hardly as hopeful as previous. Still, holders express a good degree of confidence and think they will soon be "in the swim" again. Orders this week have been quite numerous but the call is nearly always for very small lots—just enough for one pudding. Supplies at primary points do not seem to be very abundant and are held there at firm quotations. Choice to fancy domestic, 5@5¼c. Japan, 4@4¼c.

The condition of the spice market is a waiting one. Large users of spices are purchasing only for actual wants and the outlook is for no immediate improvement.

For the better grades of molasses the demand is quite good and the situation is an encouraging one. Quotations are at full figures and for foreign it is likely we shall soon see an advance. From Barbadoes come reports of demand exceeding supply and an advance of 1c. Barbadoes is worth here from 26@29c. Prime to choice New Orleans, 21@25c.

Syrups are selling pretty freely, when of the kind wanted, and the demand is mostly for prime goods. There is not a very abundant offering of such stock and the market is kept quite closely cleaned up.

The only redeeming feature in the canned goods situation is in the fact that there is a little firmer feeling for canned tomatoes. Taking the whole market together, the outlook is not particularly encouraging for anything better than prevails at the moment. Supplies seem to be ample and the chances are that we shall have enormous crops of fruit and vegetables. For some of the leading articles this market ranges about as follows: Gallon apples, \$1.85@2; N. Y. corn, 50@60c; peas, new pack, N. Y. State Early Junes, have been offered at 75c here; tomatoes, Maryland pack, 55c, less 1½ per cent.

Lemons have been going out in a very satisfactory manner during the week and prices are firmly adhered to. Oranges are slower. Bananas are arriving more freely and while prices are not particularly lower the tendency is that way, unless the holiday demand from now on keeps them at the old rate. Pineapples are selling fairly well at full figures.

Finest grades of butter are selling at firm figures; that is, 15½c for Western extras. Anything save the finest is dull and the inquiry is light.

Cheese is not arriving in very large quantities. The demand is moderate and quotations are nominal. The export trade is very light, almost nothing doing.

The egg market is firm for near-by fresh gathered at 13@14c. Arrivals are not so large as they have been and the situation shows considerable improvement.



# 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.

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.

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 he has. 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 to all the requirements of State Boards of Health and Food Laws.



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.



## MEN OF MARK.

## Value of a Long Head and Plenty of Pluck.

The world is his field and the United States is his workshop. His employes number thousands. His army of workmen is greater than was that of Xenophon and it is an army never in retreat. He pays out in wages alone half a million dollars every month. His business gives direct support to more than 50,000 people, and it amounts to \$100,000,000 every year. Four thousand railway cars are now speeding over the iron tracks loaded down with his merchandise. He has his establishments in every city of the United States and his agents are at work for him in every part of the globe. The cable and telegraph wires which come into his office are daily loaded with private news for him as to the wants and supplies of the nations of the world and by telegraph he sends forth the orders which are to make or lose millions. From the wheat fields of Russia, from the grain-bearing plains of North India and from the markets of Australia and Europe come the reports of his men and every morning he has, as it were, a map of the actual condition of the world before him, and can tell where his products will be in demand and why prices will rise or fall.

I refer to Philip D. Armour, the Napoleon of the Chicago capitalists, the baron of the butchers and the king of the pork-packing and grain-shipping products of the United States. I have heard much of him during my stay here in Chicago and I had an interesting chat with him in the cage-like room where he manages his immense business.

But first let me tell you something of the man. He is, you know, self made. Born in New York State about sixty years ago, he started West to make his fortune. He was, I think, still in his teens when the gold fever caught him and he worked his way across the plains and over the mountains to California. His journey was full of hardships and he tells many interesting stories concerning it. At one time his shoes had worn out. The sage bush and the cacti cut into his feet and he was wild to obtain some kind of conveyance to carry him onward. At last, upon nearing a town in the Rockies, he met a man riding a fine mule. He stopped him and asked him if he would sell the animal. The man replied that he did not care to sell but that, if Armour really wanted it, he could have it for \$200. This, however, was more than young Armour could spare, and a trade was finally made, by which Mr. Armour got the mule for \$160, which was just about all the money he had. In telling the story Phil Armour describes the delights of riding the mule and how light his heart was as he trotted onward. He rode gayly into the town and was passing through the main street when he was met by a man who, in fierce tones, asked him where he had gotten that mule. Mr. Armour told him. The man then said:

"Why, man, that mule belongs to Dennis Hanks. It has been stolen and I advise you to give it up at once and get out of town, or you will be in the hands of the vigilance committee."

The man succeeded in thoroughly frightening Armour, who gave up his mule and, sick at heart, hurried on his way. A day or two later, he came to a miners' camp in the mountains and there spent the night. He was asked how he had come, and he told of his adventures, including the purchase and loss of the mule. As he did so, the miners burst out laughing and one of them said:

"Why, man, I bought that d—d mule myself. It has been sold over and over again and fully one hundred men have been taken in by it. The man in the town is a confederate of the seller of the mule and they are making their living by taking in the tenderfeet."

It did not take long, however, for Phil Armour to get his eye teeth cut. He finally got to California and there

made the little money which formed the foundation of his fortune.

Mr. Armour is a far-sighted man. He looks ahead and is not afraid to trust his own judgment. He is broad gauged in his ideas. There is nothing of the pessimist about him. He is always a bull in the market and never a bear. His great fortune has been made largely through his faith in the United States and its prospects. His first big strike was, in fact, a bold bet on the successful outcome of the war. He had made his little pile in California and had gone into the pork-packing business with old John Plankington, of Milwaukee. One day he came into the office and said:

"Mr. Plankington, I am going to New York at once. The war is over, Grant has practically beaten the rebels and we will have peace in a few weeks. I am going to New York to buy all the pork I can get."

Mr. Plankington at first questioned the plan but finally consented and Armour went East. He bought right and left. The New Yorkers were despondent. They had lost faith in the Union and prices were 'way down. The news from the field, however, soon changed matters. It soon became apparent that the war was really over and the result came as Armour had predicted. Prices went 'way up and out of that deal Mr. Armour cleared something like \$1,000,000. There are a number of stories of like nature which I have heard concerning Mr. Armour. He thinks quickly and acts on his own judgment.

Armour is not afraid of big things and he is ready to fight to hold his own. An instance of this occurred not long ago: For some time the grain brokers here had hoped to be able to down Armour. They had tried it a number of times and failed. At last, they discovered that he had bought 3,000,000 bushels of wheat to be delivered in May. The market was in such a state that he had to take it. The Chicago elevators were full, and the brokers laughed in their sleeves when they thought of Armour's having all that wheat dumped down upon him and no place to put it. They expected he would have to sell, that they could buy it at their own prices and that he would lose a fortune by it. That was the situation about the first of April.

On that day, Armour called in his architect and builder. Said he: "I must have within thirty days elevators built large enough to store three million bushels of wheat."

"It can't be done," said the architect. "It must be done," asserted Mr. Armour.

"It is a physical impossibility," was the reply. "We might do it in a year. We can't do it in a month!"

"I tell you it must be done!" was Armour's reply. "Call in some of the other men."

At this, others of the employees connected with building matters were admitted. They all joined with the architect and pronounced the putting up of the structure in that time an utter impossibility.

Mr. Armour listened to them, and his iron jaws at the close came together more firmly than ever and he said: "I tell you it must be done, and it will be done!"

He then gave his orders. He bought a little island known as Gooseneck Island, in the mouth of the Chicago River, on which to build the elevators. He had advertisements posted all over Chicago that any man who could handle a pick or drive a nail could find work by calling at P. D. Armour's stockyards. He put up an electric lighting system and worked three gangs of men eight hours on a stretch, putting so many men on the work that they covered it like ants. He went out every day and took a look at the work himself. He had his elevators three days before the wheat began to come. This work had been done quietly and few of the brokers knew of it. He took care of his 3,000,000 bushels and made a big thing off of their sale.

This was like Armour. He is Napoleonic in his strokes. He is Napoleonic

## HAS NO EQUAL FOR CARRIAGES AND HEAVY WAGONS



Keeps axles bright and cool. Never Gums.

1 lb. }  
3 lb. } TIN BOXES  
5 lb. }

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.

## 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



in his make-up. And he is one of the few men who can do more than one thing at a time. While he was talking with me, messenger boys would bring him telegrams showing the condition of the stocks. He would answer them, giving his orders to buy or sell. At such times it seemed to me that he was not listening to my questions and to what I was saying, but I soon discovered that he was carrying both our conversation and the markets in his mind at the same time. I have been told he has this ability in a marked degree. Dr. Frank Gunsaulus, the head of the Armour Technical Institute, says he does not doubt that Mr. Armour could dictate letters on different subjects to three or four secretaries at the same time, holding the thought of each separately and carrying on the three or four threads of thought without confusion.

Another instance of Mr. Armour's Napoleonic character was seen here in the panic of 1893. He was one of the few men prepared for the panic. He saw it coming months before it was a possibility in the minds of other great capitalists of the United States. He began to prepare for it in 1892. He had not been feeling well and went to Europe for his health. While loafing about Carlsbad, he came into contact with scores of the moneyed men of Europe and, from the way they talked, learned that a storm was brewing. All at once he decided to come home. The day he landed at New York, he telegraphed the leading managers of his different departments to come there to meet him. They came. They told him that business had never been better, that all of his enterprises were paying and that they were making money hand over fist. Mr. Armour heard their reports and then threw a thunderbolt in their midst by telling them that he wanted them to cut down the business to the closest margin.

"There is a storm brewing," he said "and we must draw in. We must have money to prepare for it and I want you to get all the cash you can and put it away in the vaults. I want you to go out in the street and stretch the name of P. D. Armour to its utmost tension. Borrow every dollar you can and then let me know the result."

Some of the men rather thought that the "old man," as they sometimes call him, was crazy but they did as he directed. At last, they came to him and told him that they had about \$2,000,000 cash.

"Oh," said he, "that's not half enough! Go out and borrow more. Don't be afraid. Get all you can, and get it as quick as you can."

This was done and they finally told him that they had secured \$4,000,000 in cash. In addition to this, he also had in hand about \$4,000,000 in negotiable securities. With a capital of what was practically about \$8,000,000 on hand, Mr. Armour then sat back in his chair and said to himself:

"Well, if the crash must come, I, at any rate, am ready for it."

It was not long after this that the crash did come. Money was not to be got for love, work or high rates of interest. Prices dropped to the bottom. Armour was practically the only man who was perfectly prepared for it. He turned his \$8,000,000 over and over and realized a fortune, while the masses of less farsighted business men were on the edge of bankruptcy.

You would not think that a man who made such big strokes and who is so wealthy would be a hard worker. This, however, is the case. There is no man in Chicago who watches his business more closely or who puts in more hours than P. D. Armour. He has all his life been an early riser. He is at his office, winter and summer, at 7.30 o'clock every morning and remains there, usually, until six. He goes to bed regularly at nine o'clock every night, eats simply, dresses well, but not extravagantly, and gets his chief pleasure, I judge, out of his work. He has great power for organization, and, as we walked together through his big offices, he told me that the machine practically runs itself. He took me through the

great office room, in which, in cages surrounded by high wire screens, something like one hundred men were working away, keeping accounts, figuring up columns to find the percentage of profit and loss and answering the enormous correspondence connected with a great business like his. At the back of the room, we stopped at the postoffice and Mr. Armour asked the clerk within how many letters he had received that day. The man replied that 8,000 had come in and that already about 13,000 had been mailed. The man who writes a dozen or so letters a day can get some idea of Armour's business by comparing his work with the answering of from 8,000 to 10,000 letters a day. Leaving this part of the room, we next went off to the left, where, in a sort of an L, is the telegraph office of the establishment. There were about a dozen operators at work and the instruments which were clicking away were enough to do the business of a city of twenty thousand people.

Mr. Armour has his own private operator apart from these men. This operator has an instrument just outside the little cage which is Mr. Armour's private office. It is his business to take the messages direct from the chief. He is at his office as early in the morning as Mr. Armour, ready to give him the reports which have been received by telegraph and cable from all parts of the world. These are first disposed of, and, by eight or nine o'clock, Mr. Armour knows thoroughly just what he wants his men to do in all parts of the world. By ten, he has practically settled the business problems of the day. By eleven, he is at leisure to meet his friends or to go about among his employees and chat with them about their work. He is thoroughly democratic in his ways and he knows personally every man in his office. As he walked through the room, he spoke to many of the men by name. He told me that many of them had been with him for years.

Mr. Armour believes in young men and young brains. He has said, at times, that he was a buyer of youth and brains. He is a good judge of men and usually puts the right man in the right place. I am told that he never discharges a man if he can help it. If the man is not efficient he gives instructions to have him put in some other department, but to keep him if possible. There are certain things, however, which he will not tolerate, and among these are laziness, intemperance and running into debt. As to the last, he says he believes in good wages and that he pays the best. He tells his men that, if they are not able to live on the wages he pays them, he does not want them to work for him. Not long ago, he met a policeman in his office.

"What are you doing here, sir?" he asked.

"I am here to serve a paper," was the reply.

"What kind of a paper?" asked Mr. Armour.

"I want to garnishee one of your men's wages for debt," said the policeman.

"Indeed," replied Mr. Armour, "and who is the man?" He thereupon asked the policeman into his private office and sent for the debtor. He then asked the clerk how long he had been in debt. The man replied that for twenty years he had been behind and that he could not catch up.

"But you get a good salary," said Mr. Armour, "don't you?"

"Yes," said the clerk, "but I can't get out of debt. My life is such that somehow or other I can't get out."

"But you must get out," said Mr. Armour, "or you must leave here. How much do you owe?"

The clerk stated the amount. It was less than \$1,000. Mr. Armour took his check book and wrote out a check for the amount.

"There," said he, as he handed the clerk the check. "There is enough to pay all your debts. Now, I want you to keep out of debt, and if I hear of your again getting into debt you will have to leave."

The man took the check. He paid

.....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.



## Focus Your Attention

On Our New Goods.

### Fruit Coffee

One of the greatest selling cakes we have ever made, especially adapted to spring and summer trade.

### Mixed Picnic

An assortment of six delicious cakes, handsome in appearance, exquisite flavor, and a winner with all classes of trade.

### Pineapple Glace

A cake which will please your most fastidious customers, superb flavor and just the thing to serve with ices.

These goods are made from the choicest of ingredients and you can recommend them to your trade with perfect confidence.

Write us for samples. For quotations see "Price Current" of this issue.

New York Biscuit Co.

Grand Rapids, Mich.



his debts and remodeled his life on a cash basis. About a year after the above incident happened, he came to Mr. Armour and told him that he had had a place offered him at a higher salary and that he was going to leave. He thanked Mr. Armour and told him that his last year had been the happiest of his life—that getting out of debt had made a new man of him.

I could give a number of similar stories concerning Mr. Armour which I have heard through his friends here at Chicago. The above incidents came from them, and not from Mr. Armour himself.

FRANK G. CARPENTER.

#### Hot Weather Dry Goods.

From the Dry Goods Reporter.

If a merchant and his clerks are idle during the hot weather this year it is more the fault of the merchant than of present trade conditions. Interviews with prominent dry goods men in both the retail and wholesale branches of trade show that the demand for hot weather goods has grown year by year and this season is greater than ever before. Cool wash fabrics in cotton, linen and silk are sought for not only for house wear, but for street wear as well. Corsets in summer netting, and also waists of the same material for children of all ages, are in demand. Summer underwear has large sale, carpets give place to cool matting, and the all-conquering shirt waist helps to swell the trade in summer goods to enormous proportions.

Certain lines of merchandise are greatly helped by prevailing styles and fads. In millinery the favor now shown to leghorn hats, which require much trimming, is hailed with pleasure by milliners. In this branch of trade there is an unprecedented demand for flowers as trimming. Ordinarily this would greatly injure the ribbon trade, but there is just as great a demand for ribbons to trim wash dresses.

The shirt waist requires numerous accessories, chiefly buttons for collars and cuffs, ladies' neckwear and belts. Another wide field is opened by the popularity of the wheel and the large demand it creates for bicycle accessories. Gloves, hose, suitable dress fabrics for bicycle costumes, and many other articles are greatly helped in sale in this way.

City merchants have taken advantage of these conditions, and are pushing business in these lines for all it is worth. The result is that they report sales in hot weather goods to be ahead of any previous season.

These interviews should influence country merchants to adopt the same methods in pushing their business during hot weather. People in the country desire to dress just as comfortably as those in the city, and the only difference in country and city trade should be in volume.

Jobbers report that country merchants are more and more adopting the plan of pushing trade throughout the hot weather, and are carrying goods appropriate to the season. There is no doubt that this is the surest way to gain commercial supremacy in any community. Supply what the people want at a fair price, and success is yours.

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

#### Careless and Unmethodical Methods a Serious Menace.

From the Keystone.

A young man applied by letter to a prominent mercantile house for a position which was open, which involved considerable responsibility, but especially required methodical and orderly habits in the clerk. His references were of the best; he wrote a good hand; the letter was well worded, and indicated that the writer was intelligent. The impression which the letter made upon the junior member of the firm was altogether favorable. He passed it over to the senior for his opinion.

The old merchant put on his eyeglasses, looked at the envelope and, without removing the letter, handed it back with, "No, Billy—that young man won't do for us."

The junior looked surprised at the apparently hasty judgment; and the senior went on to explain his objection:

"That young fellow has not been well-trained in business practices, if he has had the experience which he alleges; or else he is naturally careless, or unmethodical, or wanting in the sense of orderliness. See that stamp? He has simply lapped it on—gave it a lick and a stick, without knowledge of where to place it, or careless as to the right placing. He is not the clerk we want for the particular position he is to fill."

"See that stamp?" It might seem like urging too fine a point, and half our readers would call the old merchant a crank; but—well, the old merchant has built up a great business and made a great deal of money; which might be his answer to critics who cannot match his achievements. Sometimes these old "cranks" speak from the wisdom which comes from close observation of the needs in business, gathered from a wide experience and a profound study of human nature. It is altogether likely that the senior partner was right, and the junior wrong.

A stamp should be put on the envelope square and true, in the upper right hand corner of the envelope, close to both edges, leaving a very little margin between it and the edges. Why?

First, because one should study the comfort of others as well as one's self. Thus placed, it is uniform in location with properly placed stamps on other envelopes, and is thus more conveniently and expeditiously stamped by the stampers in the post office.

Second, you place it close to the corner for your own protection; the cancelling stamp is thus less likely to deface and perhaps obscure, the address on the envelope.

Third, because it looks best thus placed. The little touch of color on the envelope, with the small margin on the edge sides, graces the envelope instead of defacing it. You owe it to those who possess the sense of harmony and the right appreciation of the fitness of things to do the best you can to add to the general comfort.

Fourth, simply because it is the right way. The stamp slapped on in a slipshod manner will likely carry the letter to its destination; and you can probably do as good work at the bench with dirty hands as with clean; and it is reasonably certain that a soiled collar will not impair the quality of your book-keeping. But all the same there is a universal protest against one's showing soiled hands and wearing unclean linen; it isn't the right way to go about. It is testimony against the offender before the bar of enlightened public opinion.

No, the old merchant was not a crank. He judged the young man by the one slight act done naturally rather than by the studied work done with a purpose. He was a wise old merchant.

Chicago is rejoicing that none of her sky-scraping buildings were blown down by the recent cyclone there, and thinks that they are proof against all atmospheric disturbances.

An undertaker of Topeka, Kan., is advertising to furnish a handsome casket free for all funerals where his carriages are used.

## Commercial Sneaks and Wholesale Liars!

If any portion of Michigan is short of the above commodity, we can send them a supply from Saginaw upon short notice. When we cannot sell goods without traducing the good name of other firms, and hire gentlemen for travelers, instead of loafers, we will quit the wholesale grocery business.

We dedicate these remarks to some of our honorable (?) competitors, who have been slinging mud instead of catching orders past thirty days. Unable to meet straightforward competition, they resort to low, underhanded methods that would put to shame a denizen of the Bowery.

The truth is mighty and shall prevail. Selling goods on the square and doing business open and aboveboard will win in the long run. Cash is king, long live the king.

Watch this space for prices that will make you happy and prosperous. We quote this week New York State cheese, not equal to Michigan, but look at the price, 6½ cents per pound.

We quote our famous Bon Ton, finest full cream Michigan, at 7½ cents per pound. We are having an elegant demand on our line of Japan teas from 12 cents up to 17 cents.

We claim that we are giving the best value for the money in this country. Try us and see.

THE JAMES STEWART CO.,  
(LIMITED)  
SAGINAW, 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.

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

BARBER & CROW.

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 & CROW.

Write for circular giving full particulars.

STIMPSON COMPUTING SCALE CO.,  
TECUMSEH, MICH.



## Clerks' Corner

### The Art of Clerking.

Written for the TRADESMAN.

Of all public places filled by employees none play much more important parts than clerks. Clerks did I say? Yes, those who pretend to sell goods and are employed for such purpose. But, alas! how many misplaced human beings there are; how few that make a study of human nature, character, goods and whims.

To be a successful clerk one must know people to perfection and the stock thoroughly. Few are they who can discern a man of wealth from one of lesser means, and a pretender from one of fortune.

"Talk is cheap, and some clerks would say more if they talked less." This is a maxim worthy of note, especially by the everlastingly talkative kind that never know when they have said enough. Why, some people would rather die, to put it a trifle strongly, than go into certain stores. "That tiresome Mr. Buzz fairly talks you to death—rattles off more stuff, and really I don't know any more when he's through than before I went in." How many Mr. B.'s and Miss B.'s we find all over. To know when you have said enough is the secret of success.

And how often we hear this expression: "Well, you don't catch me going in there again. Stuck up? I should say they are. Why, they all stand around as if waiting for something to turn up; and, perhaps after five or ten seconds of staring, a sarcastic dame will approach you with all the airs of a goddess and ask, 'Something to-day?' in a tone that would freeze molasses." Did you ever come across such clerks? Yes, too many, perhaps, in your everyday trading. If the proprietors could only read their clerks as the customers do, they would not walk about with downcast eyes, ditto spirits, wondering what has become of the customers. Some clerks are enough to kill the best trade a good house can work up. Oftentimes, the goods are not half the detriment that those that show them are. I often think that, if the machines (clerks) would keep still and let the goods talk for themselves, more goods would move.

What is more pleasing in a clerk than a sunny face, a winning smile, good manners, sound common sense, neat apparel and knowledge of people at sight? No, you cannot be a successful clerk by being domineering and treating your peers with superiority.

How often we come across customers we term cranks. Did you ever entertain the thought that, possibly, the term is misapplied and that you are the offender instead of the customers? Cranks, cranks, cranks! Yes, they are to be found in all undertakings; but, by knowing how to handle them, you will get along in your avocation much better than if you are not the possessor of such knowledge. Some need a little "jacking up," so to speak, while others need a little "sweetening."

Above all things, clerks, be honest. Tell the truth—if you have not forgotten how; and, even where policy would require it to be silent, the article will go just the same. Clerks often find themselves drifting into a musical lie, just to please the customer. Now, some speeches fit in very appropriately—not a real lie, of course, but you know what I mean—just a little flattery seasoned with tact.

Another thing: Arm yourself with patience and a heartful of confidence and courage, giving heed to rest and proper diet, and, if times don't brighten up in the near future, it won't be because the clerks are not doing their duty.

C. C. F.

Owosso, Mich.

### Why the Grocer Lost His Money.

Stroller in the Grocery World.

The grocery business, as a rule, does not contain the elements of dramatic incident, yet I saw last week about as dramatic a situation as the grocery trade can yield. In the situation which I saw there stood revealed in a flash the one reason for half of the losses through bad debts, misplaced credits, etc., which retail grocers have to contend with.

The store which formed the setting for this incident was right here in Philadelphia; that's what makes it seem so strange. I had gone into a certain good-sized grocery store on some business, and the proprietor had taken occasion to pour into my ear a tale of woe concerning his losses, his decreasing trade, etc. He had me there altogether for about an hour giving me the history of his life and a few other details.

"Here's one of my best customers," he said, with a doleful whine, "gone and done me out of nearly \$200. I trusted him and let him have all the goods he wanted, and now the other day he goes and fails and where do I come in? I'll never get a cent. What can a man do? If I hadn't trusted him some other grocer would."

I ventured to suggest that as the money was lost it would have been just as well for some other grocer to have trusted the man, but his mind was on his troubles, and he wouldn't answer me.

As we were talking a decent looking man crossed the street in front of the store.

"There he goes now!" said the grocer. "There's the fellow that owes me nearly \$200. I'll never get a cent. Here, Brown!" he called.

Brown came in, and the grocer at once started to haul him over the coals about his grocery bill. The man showed that his business troubles had told upon him, and I could see that this whining irritation by the grocer was like rubbing a raw sore.

"Don't you think you can pay me anything at all?" said the grocer. "There's nearly \$200 you owe me. You ought to be able to give me something out of all that. You ought to think of your grocery bill the first thing."

Brown bore it all patiently and waited until the grocer was through, then he straightened up and presented his side of the case.

"See here, Smith," he said, "we might as well understand each other on this business first as last. I consider it's your own fault that you've lost this money, and I don't see that there'll be any chance of getting it for you. I haven't got a cent and don't see any prospect of getting any. When I first began to deal with you I told you that I wanted to settle monthly. For six months I dinged at you at the end of every month to give me my bill. Once or twice you did it, but oftener you were too infernally lazy to make it out and the account climbed up. Now it's gotten big and I'm in a hole and can't pay it. And you're more to blame than I am, for you could have had your money if you'd done as I told you." Then he walked out.

The grocer looked up at the shelves for a moment and then said:

"Looks as if we'd have fair don't it?"

How many of my readers can take this to themselves?

They say that the people of Northern Wisconsin are fertilizing their lands with the finest potatoes ever seen. They would be glad to sell them for a cent a bushel, but cannot even give them away.

## MILLAR'S PENANG SPICES

We assert that all goods put up under the above style are not only genuine, but that the selections for the manufactured articles are made from the highest grade of stock, are of the highest possible grade of commercial purity, and packed net weight and will also be found always unsurpassed in style of package, milling or manufacture. As proof of this statement, we take pleasure in submitting the following testimonial from the State Food Commissioner:

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.

## E. B. MILLAR & CO.,

Importers and Grinders.

CHICAGO.

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.

## In New Quarters

We beg leave to inform the trade that we have removed our office and sales rooms from our old location to 30 North First St. (opposite Ball-Barnhart-Putnam Co.), where we have enlarged capacity and increased facilities for meeting the requirements of our customers. Besides being the largest handlers of vinegar in the State, we are headquarters for

## Absolute Teas, Coffees and Spices

which have a wide reputation for purity and strength. We solicit an inspection of our new location.

## MICHIGAN SPICE CO.,

GRAND RAPIDS.

All Jobbers have them

# S.C.W.

50 CIGARS.



### Fools Have Their Day.

Written for the TRADESMAN.

"Every dog has his day," is a wise old saying. There is a blooming time for every plant in the vegetable kingdom, and there are times when every phase of human nature comes to the foreground and puts on airs in a notoriously conspicuous manner. These phases bloom periodically in the human family, like the blooming of the plants in the vegetable kingdom. When politics are in the background and the times are comparatively easy, the speculative phase is uppermost, and the men who attract our attention the most are those who develop the material prosperity of the country; but, in the times of depression, when good men are barely able to keep out of the demoralizing deathtrap of idleness, the indolent, shiftless and loafer classes have their day. They pose as "victims of the times." They hurl their anathemas at the governing classes and wealth-owners, and manage to win for themselves a portion of the sympathy that is expended for, and justly belongs to, a more worthy class. It is simply their time to bloom, and, like the foul weeds of the vegetable kingdom, they attract more or less attention during the blooming period.

And so we find that every variety of the human plant has a blooming time—a time when it becomes conspicuous and commands an unusual amount of attention.

At the present time, the fools are right in their blooming season. There is something about a general election campaign that brings the fools to the front. They will be seen with the naked eye and heard without the aid of an ear trumpet, on every street corner and on both sides of the counter in every corner grocery until the frosts of November destroy their prominence. A general election is pending in Canada, also, and the Canadian fools are doubly conspicuous, owing to the fact that their blooming period ends on the twenty-sixth day of June next.

Were it not for these general elections, we might not be able to identify the fools and, consequently, we would never know how numerous they are. In order that the readers of the Tradesman may properly identify them, a few simple rules are given which, if carefully observed, will avoid all danger of making any mistake in the matter:

1. The man who spends half his time reading and memorizing the contents of the organ of some political party, and then spends the other half in pouring it into the ears of his innocent neighbors, believing it all to be pure, unadulterated truth, is a fool. The vaunting pomposity of this variety of fools is exceedingly wearisome at the present time.

2. The man who can easily make himself believe that the lawmakers at Washington or at Ottawa are in possession of some magic wand, by the proper manipulation of which they may transform all the bagstrings, buttons, suspender-buckles, "please remits," and other like articles found in the pockets of the people, into gold or silver dollars; or make people consume more bread, butter, cheese and swine than they are able to digest, or make men rich who spend more than they make, is a fool. Why, if the fool-killer did his duty, you couldn't find a man on earth preaching such stuff.

3. The man who stands behind the counter and deals out supplies to a whimsical public is not always a wise

man. Fools are to be found in all sorts of places; but the biggest fool of all is that man who adulterates his sugar and coffee with politics. A few will smack their lips over it, of course; but the few cannot consume it all before the bills become due, and they would consume just as much of it if the politics were left out. There are two kinds of fools found behind the counter—the too-much nobody and the too-much somebody. They are both in their blooming season at present, and both may be easily identified. The too-much nobody shocks the good sense of all his customers and pleases no one. No one imagined he was a fool before the political campaign opened. He was a man of few words outside of business matters, and, as still water is quite apt to be deep water, he was credited with a certain amount of wisdom. But all fools have their day, and this man, being a fool, is now beginning to bloom. He takes particular pains to tell his customers that he "has not voted for years;" that he "is not a party man;" that "the leaders in all the parties are blacklegs and scoundrels," and that "the country would be better off if there were no politics at all." This man is simply advertising himself as a nobody—it is the only advertisement of his that ever impressed the minds of his customers with a conviction of its truthfulness. The too-much somebody fool is a common character in these political times. He takes a paper, of course. It is "the only paper that publishes the truth"—all the other papers are liars. He used to leave his paper at the house, and the market columns were about all he had time to read; but now he brings his paper to the store with him and reads all the editorials and political speeches of the only men who know anything. All the other fellows who make speeches are rogues and liars, and he won't read a word they say. Somehow, he acts like a different man. He is becoming nervous and excited about something. The more eagerly he devours the contents of that paper the stronger grows the conviction in his mind that the country is in imminent danger of being handed over to a gang of incompetent blatherskites who, if they succeed in their evil designs, will carry it down to the —est perdition. He is losing interest in his business, and will actually keep customers waiting while he reads some political firebrand in that immaculate paper. Of course, these waiting customers will not be treated in that way again if they can find a store where "the fool dwelleth not." But this is not all: Let some customer—yea, even some customer—venture a remark in favor of the "blatherskite gang" and the fool retailer will actually get mad and indulge in offensive language. What is the matter with him? Why, he is a fool and the time has come for him to bloom, and he must bloom or die.

E. A. OWEN.

Every commercial traveler should be, as far as possible, of a genial disposition. A man who brings sunshine into the door with him is hard to be resisted and he helps the merchant himself to take a more hopeful view of things by the good nature and the good will that shows itself in every act and word. One who sincerely loves his fellowman and who likes to see him prosperous and happy cannot hide his generous disposition, and his house gets the credit of being likewise disposed.

Why not include in your order this week, some or all of the following lines of goods:

## Worcester Salt Ideal Cheese Brooms 5th Ave. Coffee Salmon Steaks

Sixty million pounds of Worcester Salt were consumed last year in the United States alone. It has become a household word from Maine to the Rocky Mountains. Cheap and Imitation goods may flourish for a short time, but genuine merit is sure to win in the long run.

We are receiving large shipments of New Full Cream Cheese from our Ideal Factory. Ideal cheese has no superior, and but few equals.

Add a 50 lb. can of our bulk Coffee to your order. We have all grades, and we positively guarantee satisfaction. We handle O'Donohue's full line.

We have made a leader of Brooms. Ask your neighbor. Do you meet any manufacturers who want to make them for you at our prices?

This is the season for canned salmon. Kinney's Salmon Steaks will draw trade. They are very fine; all middle cuts. We are agents for them.

## I. M. Clark Grocery Co., Grand Rapids.

## COMPUTING SCALES WHICH IS BEST?

DEAR SIR:

Your scale arrived all O. K. We are using it now for about a month, and like it very well, as it is accurate and very sensitive—a small piece of paper bringing up the balance. Are sorry that we didn't discard any sooner our Stimpson Computing Scale, which we have used only about six months.

Yours truly,

BECK & SCHWEBACH,  
Dealers in general merchandise.

To the Computing Scale Co., Dayton, Ohio, U. S. A.

## THE "DAYTON" IS THE BEST!

So over 23,000 Merchants say.



## 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.

**United Commercial Travelers of Michigan.**  
Chancellor, H. U. MARKS, Detroit; Secretary, EDWIN HUDSON, Flint; Treasurer, GEO. A. REYNOLDS, Saginaw.

### Michigan Division, T. P. A.

President, GEO. F. OWEN, Grand Rapids; Secretary and Treasurer, JAS. B. MCINNES, Grand Rapids.

### Gripsack Brigade.

The reputation of a commercial traveler is slowly made but easily ruined.

The moment you feel that you have attained your aspirations, that moment you have exhausted your usefulness to the house.

Entire self-possession, judgment, penetration and concentration are indispensable in every commercial traveler in granting credit.

It is the experience of old timers on the road that too fast traveling does not pay. Experience says so, and experience doesn't lie.

Geo. F. Owen left Monday for Chicago, where he will spend the week getting acquainted with the fall line of Henry W. King & Co.

If your ideas of doing business are musty, you can't convince your trade that your figures are all right and your sample line is up to date.

Chas. S. Hitchcock, formerly with the Jackson Grocery Co., has taken some Southern Michigan territory with W. J. Quan & Co., beginning June 1.

Selling goods on the road for others does not pay as a life business. Few succeed at it beyond a living while able for duty, to be set aside when they grow old.

J. F. Haytt, representing the Valhalla Manufacturing Co., of Chicago, is spending a few weeks in the city, introducing Valhalla cherry phosphate to the attention of the trade.

To know what to say, how to say it and when to say it, to let a customer believe that he is getting his own way when in reality you are having it all your own way—that's the reward of skillful salesmanship.

Don't lose your head if your firm shows its appreciation of your work by giving you a raise in your salary. There is a disease known as the "swelled head" that has been known to wreck many a good traveling man.

The C. & N. W. Railway depot at Escanaba is about a mile from the two principal hotels—the Oliver and Ludington. Up to two weeks ago each hotel ran a 'bus to meet the trains. Now each hotel sends a porter to the trains, who steers passengers to the street car.

Another death has occurred in the ranks of the Michigan Knights of the Grip—W. G. Hazelrigg, who passed away May 30. Deceased was in good repute with the organization, all dues and assessments having been paid to date. The insurance is payable to the wife.

R. P. Bigelow, the jolly Owosso grip carrier, who was injured May 14 by having a sick horse fall on him, bruising his leg severely, has been confined to his bed several days, but expects, with the aid of crutches, to be out soon. The injuries were more serious than a simple break of the limb would have been.

The P. J. Sorg Co. has laid off its entire force of traveling men visiting the retail trade—said to comprise a total of 127 men—in consequence of which many good men are now seeking new position. Mr. Sorg may be a good politician, but as a business man he is too vacillating to accomplish the largest measure of success in the proper meaning of the term.

Commercial men no longer have reason to shun Iron Mountain for want of good hotel accommodations, the Commercial House there having come into the hands of Ira A. Bean, who formerly kept the Foster House, at Sheboygan, Wis. A large addition is to be built on at once and such other improvements as shall be necessary to make it one of the best hotels in the Upper Peninsula.

Among the travelers who spent Sunday at Marquette are Willis Peake, with Gray, Toynton & Fox; W. C. Monroe, with Edgar's Sugar House; F. Stewart, with the American Eagle Tobacco Co., and F. C. Cobb, with Chas. Werner & Co.—all of Detroit. This city is a favorite resort for the travelers to Sunday—plenty of base ball for the married men and handsome girls for the single men.

Dave Smith (Sprague, Warner & Co.) happened to step on the dress of a young lady who was crossing the sidewalk to her carriage on Monroe street, one day last week. With utmost presence of mind, he lifted his hat and said: "Though I may not have the power to draw an angel from heaven, I have pinned one to the earth." The young lady smiled sweetly and, of course, excused the mishap. Unfortunately, too few traveling men have ever kissed the Blarney stone.

Joseph P. Visner is naturally elated over the outcome of the suit brought against his bondsmen by the John A. Tolman Co., of Chicago, on the ground that Visner had overdrawn his account a matter of \$500. The case occupied the attention of the Kent Circuit Court two days, but the jury promptly brought in a verdict of no cause of action. It is stated that the court reports are full of cases of this character, in which the Tolman Co. appears as plaintiff, the basis of the litigation being the iron-clad contract and bond which salesmen who travel for the Tolman Co. are compelled to sign. The outcome of this case should be a warning to salesmen generally to beware of houses which seek to secure advantages by means of artfully drawn contracts containing clauses designed to bind the salesman and his bondsmen more tightly than they suspect. The plaintiff was represented by Fletcher & Wanty and the defendants were represented by Hatch & Wilson, which is a sufficient guarantee that the case was well tried on both sides.

W. Fred. Blake (Worden Grocer Co.) is probably the only civilian who ever listened to a speech on the floor of the United States Senate. He was in Washington in the spring of 1879 and learned that Roscoe Conklin was to make "the speech of his life" that day on the army and navy appropriation bill. He attempted to obtain a seat in one of the galleries, but found the crowd so great that he could not get within hearing distance. As he descended the staircase, he noticed a tall, soldierly-appearing gentleman walking down the hall and conceived the idea of following him. The crowd gave way to the gentleman ahead and Mr. Blake had no difficulty in keeping at his heels. The guard at the door saluted the gentle-

man and the two passed into the cloak room, where they entered the Senate Chamber, the gentleman in the lead taking a seat beside David Davis, while Mr. Blake was given a leather covered chair within fifteen feet of the Sage of Utica, whose speech he listened to with rapt attention, eagerly devouring every word and noting every gesture. A few days later Mr. Blake learned that Blaine was down for a speech and undertook to pass the guard of the Senate Chamber in the same manner. He was not successful, but learned that the reason he was admitted before was that the gentleman who preceded him was Tecumseh Sherman, then General of the Army, and that the guard supposed that Mr. Blake was General Sherman's son. The guard was greatly annoyed over his error, assuring Mr. Blake that he was the only civilian who had had the honor of sitting in the Senate Chamber since the Government was established. At that time Mr. Blake and young Sherman looked very much alike, but as the latter has since taken on the robes of priesthood, the resemblance ceased right there.

### Discussed the Platforms.

"It seems to me very strange," she said, putting down the paper, "that in all I have read on the subject in the last few months I have not see the value of either the gold or the silver platform quoted."

"What are you talking about?" he asked.

"These platforms that everyone is making so much fuss about now," she answered. "Every paper I pick up is talking about the gold platform or the silver platform, but there isn't one of them tells how much gold or silver has been used in their construction, or whether they are carved or plain, or gives any of the other interesting details. What in the world is the advantage of a gold or silver platform anyway? I should think wood or iron would be twice as serviceable, and—"

But he had fled. He did not deem himself equal to the task of trying to explain the matter to her.

When the United States comes to talk of retaliating on Spain for the suppression of tobacco exports from Cuba, it discovers that the repeal of the republican reciprocity treaties leaves it nothing effective to retaliate with.

The Dodge Club cigar is sold by F. E. Bushman, Kalamazoo.

## COMMERCIAL HOUSE

Iron Mountain, Mich.

Lighted by Electricity. Heated by Steam.  
All modern conveniences.

\$2 PER DAY.  
IRA A. BEAN, Prop.

## HOTEL BURKE

G. R. & I. Eating House.

CADILLAC, MICH.

All modern conveniences.

C. BURKE, Prop. W. O. HOLDEN, Mgr.

SEND ME \$2.25.

for my 306 Ladies' one cape Inverness Mackintosh, fine diagonal cloth on outside and rubber lined on inside. State whether you prefer blue or black. Also send for catalogue and wholesale price list.

C. C. WETHERELL,

Manufacturers' Agent,

122 and 124 Wabash Ave., Chicago.



SELL THESE

## CIGARS

and give customers good satisfaction.



## 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.

**WOLVERINE SOAP CO.,**  
PORTLAND, MICH.



## 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, J. S. P. WHITMARSH, Palmyra;  
J. G. C. PHILLIPS, Armada.  
Secretary, B. SCHROEDER, Grand Rapids.  
Treasurer, W. M. 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—Quotations remain without change but the market has a firmer tendency.

Acids—Tartaric weaker but no changes in quotations. Phosphoric stronger.

Arsenic—Quiet and unchanged.

Balsams—Copaiba, firm with good demand. Tolu is becoming scarce and the advance is likely to be considerable unless shipments are received soon. Peru and Canada fir dull.

Beans—Mexican vanilla have advanced on account of scarcity and strong demand.

Cacao Butter—Quiet with no change in quotations.

Caffeine—Quiet, no change.

Cascara Sagrada—Firm and steady.

Cassia Buds—Large receipts by the principal holders of the former limited; stocks on hand have not been sufficient to affect prices.

Cocaine Muriate—Demand continues small with no change in quotations.

Cod Liver Oil—Prices unchanged with good prospects for future business. Current transactions small.

Colocynth Apples—Prices the same; demand quiet.

Cream Tartar—Prices unchanged. Fair demand.

Cubeb Berries—Demand moderate. Prices unchanged.

Cuttle Fish Bone—Prices remain firm with fair demand.

Essential Oils—Anise has declined a little in price. General market quiet but other prices maintained.

Flowers—American saffron, prices remain unchanged but new supplies cause a weaker feeling.

Glycerine—Unchanged but quiet.

Gums—Camphor has been reduced three cents per pound by domestic refiners and the foreign has met the reduction. The outlook is not favorable and lower prices are probable.

Leaves—Buchu, prices unchanged but good demand. Senna is becoming scarce on account of the cholera in Egypt. Prices have advanced so rapidly in London that there have been shipments to that market from this country.

Lycopodium—Prices remain the same but are strong with good demand.

Menthol—Prices have continued the downward tendency and demand is quiet.

Morphine—Less demand but quotations remain the same.

Quicksilver—Unchanged, fair demand

Quinine—Prices unchanged but less demand.

Roots—Jamaica ginger, prices continue firm but with prospect of better supply. Ginseng, scarcity has caused an advance. Verona orris, quiet. Mexican sarsaparilla, stronger.

Seeds—Demand for consumption is light, while something is doing in jobbing. Canary, quiet. Cumin, fair and unchanged. Dutch caraway, easier. Mustard, fair jobbing demand in California yellow. California Trieste, brown, stronger. Hemp and rape, unchanged, quiet. Coriander is much weaker, as a result of the new crop reports. Celery, weak with declining prices.

Spermaceti—Unchanged, dull.

Sponges—Quiet. It is reported that the present catch is better than the recent poor ones.

Sugar of Milk—There is an improved demand but prices are without change.

### A Word to the "Smart" Young Man.

From the Keystone.

Don't fear that you are going to die unnoticed, if you have merit that deserves to be discovered. The real, genuine unadulterated article is constantly being sought, all over creation, and some appreciative observer, some day, is going to light upon you and bring your rare endowment before the notice of an admiring world. Don't complain if the discovery is delayed. Don't wrap your intellect in cotton in the meantime, for fear it may get bruised and soiled. Maybe you are quite competent to "run" a store like Wanamaker's; maybe, if you "had a chance," you would show Mr. Gillam, Mr. Christian, Mr. Bates, et al., how to write advertisements compared to which their efforts would be as tallow dips to arc lights; maybe the science of finance has been only crudely developed, in your larger comprehension and study of the problems which occasionally disturb the merchant princes—but bide your time and your genius will be revealed to the world in good season. First, be quite sure that you are chock full of supreme ability. It would be a pity if you have been deceived as to the length, breadth and thickness of your wit. The chances are that some of these old staggers have forgotten more than you ever knew. Don't be too everlastingly sorry for the "old fogies." Their clothes may not fit, but their check is good for a large amount—and they made the money against which the check is drawn. They don't wear creases in their pants, it is true, and they part their hair on the side; but there are no creases in their reputations, either, and they part their minds exactly in the middle. You are not a brand new thing in the world's experience—there have been smart young fellows ever since creation, and the world has been so crowded with them at times that there was hardly enough breath to go around. They died, one by one, and the old earth continued to revolve without perceptible wobble, and seemed not to mind very much. Don't lay awake nights worrying lest things go hopelessly wrong unless you can soon get on a hill and make yourself heard. Somehow the old earth managed fairly well before you ever came upon it with your doubts and fears, your cock-sureness and egotism. It may be depended upon to keep up its comfortable gait, even without you to drive it. The old folks seem to have managed pretty well. They have made it a right decent place to live in. It can be made a better living place; and while you really are not the absolute last hope of humanity, you can help, in an humble way, toward this betterment. Maybe in time you may direct the others in helping; but just now, right now, it is probably best to stay right with the hard workers and bear a hand yourself. The world will call you to command in its own good time, if there is in you the stuff that goes into the world's commanders. In the meantime, work and wait—"bide a wee, and dinna fret."

Wait for Bushman.

## PECK'S HEADACHE..... POWDERS

Pay the Best Profit. Order from your jobber

## SMOKE

# SOL. SMITH RUSSELL

## CIGAR

WM. TEGGE, Manufacturer, 127 Jefferson Ave., Detroit.

## FIRECRACKERS FIREWORKS LAGS

A complete line of staple goods at unheard of prices, together with all the novelties in penny, five cent and ten cent articles, in the market. Get our price list, mailed free on application.

A. E. BROOKS & CO.,  
5 and 7 S. Ionia St., Grand Rapids.

# WE CREATE THE DEMAND

This ad. below will run in all the leading State papers.



THE ELECTRIC PILE CURE  
Cures  
WE REFUND THE PRICE IF NOT SATISFACTORY.  
ASK YOUR DRUGGIST FOR IT. TAKE NO OTHER.  
IF HE DOES NOT KEEP IT, SEND TO US.  
THE ELECTRIC PILE CURE CO., LAKEVIEW, MICH.

Pays the Druggist a Handsome Profit.

Order of your Jobber.

## Batavia Crushed Fruits and Fruit Juices

the best in the world,  
guaranteed

ABSOLUTELY PURE.

Write for price list to

Sprague, Warner & Co.,  
CHICAGO, ILL.,

Sole Agents for the United States.

## The Etiquette of Gum Chewing.

More properly speaking there are certain rules, not etiquette as some would have it, to be observed in abstracting the sweetness and reducing the obnoxiousness of a stick of gum. In the first place one should have an object in view. It is more than probable that chewing gum merely to keep the jaws in operation will not produce any marked benefits. If one is troubled with disordered stomach, however, the right kind of gum will not only correct the trouble, but keep the breath from becoming offensive. There is but one gum made that is really meritorious as a medicinal gum, and that is Farnam's Celery & Pepsin. Mr. J. F. Farnam of Kalamazoo Mich., is the most extensive grower of celery in the world, and his knowledge of that toothsome plant has been turned to account in the form of the pure essence of celery which he has incorporated with pure pepsin into chewing gum. Celery is a splendid nerve remedy and pepsin is equally valuable for stomach disorders. To use this gum regularly after meals there can be no question as to the ultimate recovery from indigestion or any other form of stomach trouble. Druggists and dealers generally are finding a ready demand. The trade is supplied by all good jobbers.

# WHITE SEAL

Pure  
Rye.



A PERFECT  
WHISKY.

Hulman & Beggs,  
Sole Proprietors,  
Terre Haute, Ind.

A. E. MCGUIRE, DAVE MCGANN, Michigan Representatives, headquarters at Grand Rapids, Mich.



**Advanced—**

**Declined**—Gum Camphor.

Morphia, S.P. & W.	1 65¢	1 90	Sinapis	℥	18	Linseed, boiled	42	45
Morphia, S.N.Y.Q. &			Sinapis, opt.	℥	30	Neatsfoot, winter	65	70
C. Co.	1 55¢	1 80	Snuff, Macaboy, De	℥		Spirits Turpentine.	33	40
Moschus Canton.	℥	40	Voee.	℥	34	<b>Paints</b>		
Myristica, No. 1.	65¢	80	Snuff, Scotch, DeVo's	℥	34	BBL.	LB.	LB.
Nux Vomica.	po. 20	10	Soda Boras	7	10	Red Venetian	1 1/2	2 1/2
Os Sepia	15¢	18	Soda Boras, po.	7	10	Ochre, yellow Mars	1 1/2	2 1/2
Pepsin Saac, H. & P.			Soda et Potass Tart.	3	10	Ochre, yellow Ber.	1 1/2	2 1/2
P. Co.			Soda, Carb.	1 1/2	2	Putty, commercial.	2 1/2	3 1/2
Pleis Liq. N.N. 1/2 gal.	℥	1 00	Soda, Bi-Carb.	30	5	Putty, strictly pure	2 1/2	3 1/2
doz.	℥	2 00	Soda, Ash.	3 1/2	4	Vermilion, Prime		
Pleis Liq., quarts.	℥	1 00	Soda, Sulphas.	℥	2	American.	1 1/2	15
Pleis Liq., pints.	℥	85	Spts. Cologne.	℥	2 60	Vermilion, English.	70	75
Pil Hydrarg.	po. 80	50	Spts. Ether Co.	50	5	Green, Paris.	15	24
Piper Nigra.	po. 22	18	Spts. Myrcia Dom.	℥	2 00	Green, Peninsular.	13	16
Piper Alba.	po. 35	30	Spts. Vini Rect. bbl.	℥	2 40	Lead, Red.	5 1/2	5 1/2
Plix Burgun.	℥	7	Spts. Vini Rect. 1/2 bbl.	℥	2 54	Lead, white.	5 1/2	5 1/2
Plumbi Acet.	10¢	12	Spts. Vini Rect. 10gal.	℥	2 57	Whiting, white Span	℥	70
Pulvis Ipecac et Opi	1 10¢	1 20	Spts. Vini Rect. 5gal.	℥	2 59	Whiting, gliders.	℥	90
Pyrethrum, boxes H			Less 5c gal. cash 10 days.			White, Paris Amer.	℥	1 00
& P. D. Co., doz.	℥	1 25	Strychnia, Crystal.	1 40¢	1 45	Whiting, Paris Eng.	℥	1 00
Pyrethrum, pv.	27¢	30	Sulphur, Subl.	2 1/2	3	cliff	℥	1 10
Quassia.	8¢	10	Sulphur, Roll.	2¢	2 1/2	Universal Prepared.	1 00¢	1 15
Quinia, S. P. & W.	37¢	42	Tamarinds	8¢	2 1/2	<b>Paint your buildings with</b>		
Quinia, S. German.	30¢	40	Terebenth Venice.	28¢	30	<b>Prepared Paint</b>		
Quinia, N.Y.	35¢	40	Theobroma.	42¢	45	<b>Made by A. M. DEAN,</b>		
Rubia Tincturum	12¢	14	Vanilla	9 00¢	16 00	<b>306 N. BURDICK ST., KALAMAZOO, Mich.</b>		
Saccharum Lactis pv	24¢	26	Zinci Sulph.	70¢	8	<b>Write for samples and prices.</b>		
Salach.	3 00¢	3 10	<b>Oils</b>			<b>It is the most durable</b>		
Sanguis Draconis.	40¢	50	Whale, winter.	BBL.	GAL.	<b>paint made.</b>		
Sapo, W.	12¢	14	Lard, extra.	70	70			
Sapo, M.	10¢	12	Lard, No. 1.	53	60			
Sapo, G.	℥	15	Linseed, pure raw.	40	43			
Siedlitz Mixture.	20	22		40	43			

Paint your buildings with  
**Prepared Paint**  
Made by A. M. DEAN,  
306 N. BURDICK ST., KALAMAZOO, Mich.  
Write for samples and prices.  
It is the most durable  
paint made.

# 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.....	1 50	
Acme.		
1 lb cans 3 doz.....	45	
1 lb cans 1 doz.....	1 00	
Bulk.....	10	
Dwight's.		
1 lb cans per doz case.....	1 50	
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	
Our Leader.		
1 lb cans.....	45	
1 lb cans.....	75	
1 lb cans.....	1 50	

BATH BRICK.		
American.....	70	
English.....	80	
BLUING.		
CONDENSED PEARL BLUING		
1 doz. Counter Boxes.....	40	
12 doz. Cases, per gro.....	4 50	
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.		
Lanternwick 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	
CHEESE.		
Amboy.....	8	
Acme.....	8	
Elsie.....	8 1/2	
Gold Medal.....	8	
Ideal.....	8	
Jersey.....	8	
Lenawee.....	7 1/2	
Riverside.....	8	
Sparta.....	8	
Brick.....	10	
Edam.....	10	
Leiden.....	20	
Limburger.....	15	
Pineapple.....	20	
Sap Sago.....	18	
Chicory.		
Bulk.....	5	
Red.....	7	

CHOCOLATE.		
Walter Baker & Co.'s.		
German Sweet.....	22	
Premium.....	31	
Breakfast Cocoa.....	42	
CLOTHES LINES.		
Cotton, 40 ft. per doz.....	1 00	
Cotton, 50 ft. per doz.....	1 20	
Cotton, 60 ft. per doz.....	1 40	
Cotton, 70 ft. per doz.....	1 60	
Cotton, 80 ft. per doz.....	1 80	
Jute, 60 ft. per doz.....	80	
Jute, 72 ft. per doz.....	95	
CLOTHES PINS.		
5 gross boxes.....	45	
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	
Tartarine.....	25	

## COFFEE.

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

Santos.	
Fair.....	19
Good.....	20
Prime.....	22
Peaberry.....	23
Mexican and Guatamala.	
Fair.....	21
Good.....	22
Fancy.....	24
Maracaibo.	
Prime.....	23
Milled.....	24

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

LION COFFEE		
In 100 Packages Without Glazing.		
60 POUNDS NET.		
EASES 100 LBS. Equality Price		
60 less 2c per lb.		
CABINETS 120 LBS. SAME PRICE.		
90¢ EXTRA FOR CABINETS.		
KOFFA-AID.		



Extract.	
Valley City 1/2 gross.....	75
Felix 1/2 gross.....	1 15
Hummel's foil 1/2 gross.....	85
Hummel's tin 1/2 gross.....	1 43

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



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



Peerless evaporated cream.....	5 75
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## 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.....	5 1/2 @ 14
Nectarines.....	5 1/2 @ 14
Peaches.....	8 1/2 @ 14
Pears.....	8 1/2 @ 14
Pitted Cherries.....	8 1/2 @ 14
Prunelles.....	8 1/2 @ 14
Raspberries.....	8 1/2 @ 14

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

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

FOREIGN.	
Currants.	
Patras bbls.....	@ 4
Vostizas 50 lb cases.....	@ 4
Cleaned, bulk.....	@ 5
Cleaned, packages.....	@ 5 1/2

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.....	7 @ 8
Valencia 30 lb boxes.....	@ 8

EGG PRESERVER.	
Knox's, small size.....	4 80
Knox's, large size.....	9 00

## FARINACEOUS GOODS.

Biscuitine.	
3 doz. in case, per doz.....	1 00

Farina.	
Bulk.....	3

Grits.	
Walsh-DeRoo Co.'s.....	2 00

Hominy.	
Barrels.....	3 25
Flake, 50 lb. drums.....	1 50

Lima Beans.	
Dried.....	4

Maccaroni and Vermicelli.	
Domestic, 10 lb. box.....	60
Imported, 25 lb. box.....	2 50

Pearl Barley.	
Empire.....	2 1/2
Chester.....	1 1/2 @ 2

Peas.	
Green, bu.....	90
Split, per lb.....	2 1/2

Rolled Oats.	
Rolled Avena, bbl.....	3 00
Rolled Avena, 1/2 bbl.....	1 65
Monarch, bbl.....	2 85
Monarch, 1/2 bbl.....	1 55
Private brands, bbl.....	2 65
Private brands, 1/2 bbl.....	1 45
Quaker, cases.....	3 20
Oven Baked.....	3 25
Lakeside.....	2 25

Sago.	
German.....	4
East India.....	3 1/2

Wheat.	
Cracked, bulk.....	3
24 2 lb packages.....	2 40

## Fish.

Cod.	
Georges cured.....	@ 4 1/2
Georges genuine.....	@ 6
Georges selected.....	@ 6 1/2
Strips or bricks.....	@ 9

Halibut.	
Chunks.....	13
Strips.....	10

Herring.	
Holland white hoops keg.....	55
Holland white hoops bbl.....	6 50
Norwegian.....	2 30
Round 100 lbs.....	1 10
Round 40 lbs.....	1 10
Scaled.....	10

Mackerel.	
No. 1 100 lbs.....	13 00
No. 1 40 lbs.....	5 50
No. 1 10 lbs.....	1 45
No. 2 100 lbs.....	10 50
No. 2 40 lbs.....	4 50
No. 2 10 lbs.....	1 20
Family 90 lbs.....	1 20
Family 10 lbs.....	1 20

Sardines.	
Russian kegs.....	55

Stockfish.	
No. 1, 100 lb. bales.....	10 1/2
No. 2, 100 lb. bales.....	8 1/2

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.....	7 25
No. 2.....	6 75
No. 3.....	6 25
No. 4.....	3 00
No. 5.....	88
No. 6.....	83
No. 7.....	73
No. 8.....	71
No. 9.....	31

## FLAVORING EXTRACTS.

Jennings'.	
D.C. Vanilla.....	2 00
2 oz.....	1 20
3 oz.....	1 50
4 oz.....	2 00
6 oz.....	3 00
No. 8.....	4 00
No. 10.....	6 00
No. 2 T. 1.....	2 1/2
No. 3 T. 2.....	2 00
No. 4 T. 2.....	4 00
D.C. Lemon.....	2 00
2 oz.....	75
3 oz.....	1 00
4 oz.....	1 40
6 oz.....	2 00
No. 8.....	2 40
No. 10.....	4 00
No. 2 T. 80.....	2 00
No. 3 T. 1.....	35
No. 4 T. 1.....	50



## SALT.

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

## Common Grades.

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

## Worcester.

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

## Warsaw.

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

## Ashton.

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

56-lb dairy in linen sacks.....	60
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## Solar Rock.

56-lb sacks.....	22
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## Common Fine.

Saginaw.....	85
Manistee.....	85

## SODA.

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

## STARCH.

Diamond.....	5 00
125 5c packages.....	5 00
32 10c and 64 5c packages.....	5 00

## Kingsford's Corn.

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

## Kingsford's Silver Gloss.

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

## Common Corn.

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

## Common Gloss.

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

## SUMMER BEVERAGES.



## Wild Cherry Phosphate.

"Little Giant" case, 28-15c bottles..... 2 50  
 "Money Maker" case, 24-25c and 21-15c bottles..... 5 00  
 Free with above, Large Bottle, Easel and Advertising Matter.  
 Concentrated Extract for Soda Fountain, per gal..... 2 00  
 Root Beer Extract, 3 doz case, \$2 25, per doz..... 75  
 Acid Phosphate, 8 oz., per doz..... 2 00  
 Beef, Iron and Wine, pints, per doz..... 3 60



## TOBACCOS.

## Cigars.

G. J. Johnson's brand



S. C. W.

H. &amp; 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 &amp; Sons' Brands.

Crow..... 3 10

German Family..... 2 15

American Grocer 100s..... 3 30

American Grocer 60s..... 2 75

Mystic White..... 3 80

Lotus..... 3 90

Oak Leaf..... 3 00

Old Style..... 3 20

Happy Day..... 3 10

## JAXON

Single box.....	3 00
5 box lots, delivered.....	2 95
10 box lots, delivered.....	2 85
Lautz Bros. & Co.'s brands.	
Acme.....	3 25
Cotton Oil.....	5 75
Marseilles.....	4 00
Master.....	3 70
Henry Passolt's brand.	



Single box.....	3 00
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.....	3 00
5 box lot, delivered.....	2 95
10 box lot, delivered.....	2 85
25 box lot, delivered.....	2 75
Allen B. Wrisley's brands.	
Old Country 80 1-lb.....	3 20
Good Cheer 60 1-lb.....	3 90
White Borax 100 1-lb.....	3 65

## Scouring.

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

## 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, 50 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.

Cut Leaf.....	5 62
Domino.....	5 50
Cubes.....	5 25
Powdered.....	5 41
XXXX Powdered.....	5 38
Mould A.....	5 25
Granulated in bbls.....	5 00
Granulated in bags.....	5 00
Fine Granulated.....	5 00
Extra Fine Granulated.....	5 12
Extra Coarse Granulated.....	5 12
Diamond Confee. A.....	5 00
Confee. Standard A.....	4 88
No. 1.....	4 62
No. 2.....	4 42
No. 3.....	4 56
No. 4.....	4 50
No. 5.....	4 44
No. 6.....	4 38
No. 7.....	4 31
No. 8.....	4 25
No. 9.....	4 12
No. 10.....	4 12
No. 11.....	4 06
No. 12.....	4 00
No. 13.....	3 94
No. 14.....	3 82
No. 15.....	3 38

## WICKING.

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

## Fresh Meats.

Beef.	
Carcass.....	5 @ 7
Fore quarters.....	3 @ 4
Hind quarters.....	6 @ 8
Loins No. 3.....	10 @ 12
Ribs.....	8 @ 12
Round.....	6 @ 7
Chucks.....	4 @ 5
Plates.....	2 1/2 @ 3
Pork.	
Dressed.....	4 @ 4 1/2
Loins.....	7 @ 5 1/2
Shoulders.....	6 @ 6
Leaf Lard.....	6 @ 6
Mutton.	
Carcass.....	6 @ 7 1/2
Easter Lambs.....	@ 10
Veal.	
Carcass.....	4 @ 6

## 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.....	@ 8 1/2
Boston Cream.....	@ 8 1/2

## Mixed Candy.

Standard.....	@ 7
Leader.....	@ 7 1/2
Conserve.....	@ 8
Royal.....	@ 8
Ribbon.....	@ 8
Broken.....	@ 8 1/2
Cut Leaf.....	@ 8 1/2
English Rock.....	@ 9
Kindergarten.....	@ 9
French Cream.....	@ 9
Dandy Pan.....	@ 10
Valley Cream.....	@ 13

## Fancy-In Bulk.

Lozenges, plain.....	@ 9
Lozenges, printed.....	@ 9
Choc. Drops.....	12 @ 14
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.....	@ 65
Gum Drops.....	35 @ 50
Licorice Drops.....	1 00 @ 50
A. B. Licorice Drops.....	@ 50
Lozenges, plain.....	@ 55
Lozenges, printed.....	@ 60
Imperial.....	@ 60
Motives.....	@ 65
Cream Bar.....	@ 60
Molasses Bar.....	@ 60
Hand Made Creams.....	80 @ 90
Plain Creams.....	60 @ 80
Decorated Creams.....	@ 90
String Rock.....	@ 60
Burnt Almonds.....	1 25 @ 55
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

## Fish and Oysters

Fresh Fish.	
Whitefish.....	Per lb. @ 8
Trout.....	@ 8
Black Bass.....	@ 12 1/2
Halibut.....	15 @ 10
Ciscoes or Herring.....	@ 4
Bluefish.....	@ 10
Live Lobster.....	@ 15
Boiled Lobster.....	@ 17
Cod.....	@ 10
Haddock.....	@ 8
No. 1 Pickerel.....	@ 7
Pike.....	@ 7
Smoked White.....	@ 7
Red Snapper.....	@ 7
Col River Salmon.....	@ 25
Mackerel.....	@ 25
Shell Goods.	
Oysters, per 100.....	1 25 @ 1 50
Clams, per 100.....	90 @ 1 00

## 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.....	7
Crystal Wafer.....	10 1/2
Long Island Wafers.....	11
L. I. Wafers, 1 lb. carton.....	12
Oyster.	
Square Oyster, XXX.....	5 1/2
Sq. Oys. XXX, 1 lb. carton.....	6 1/2
Farina Oyster, XXX.....	5 1/2

## SWEET GOODS-Boxes.

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

## Grains and Feedstuffs

Wheat.	
Winter Wheat Flour.	
Local Brands.	

Patents.....	4 10
Second Patent.....	3 60
Straight.....	3 40
Clear.....	3 00
Graham.....	3 25
Buckwheat.....	3 00
Rye.....	2 65
Subject to usual cash discount.	

Flour in bbls., 25c per bbl. additional.	
Worden Grocer Co.'s Brand.	
Quaker, 1/2s.....	3 65
Quaker, 1/4s.....	3 65
Quaker, 1/8s.....	3 65

## Spring Wheat Flour.

Lemon & Wheeler Co.'s Brand.	
Parisian, 1/2s.....	4 00
Parisian, 1/4s.....	3 90
Parisian, 1/8s.....	3 80
Olney & Judson's Brand.	
Ceresota, 1/2s.....	4 00
Ceresota, 1/4s.....	3 90
Ceresota, 1/8s.....	3 80
Ball-Barnhart-Putman's Brand.	
Grand Republic, 1/2s.....	4 00
Grand Republic, 1/4s.....	3 90
Grand Republic, 1/8s.....	3 80

## Worden Grocer Co.'s Brand.

Laurel, 1/2s.....	4 00
Laurel, 1/4s.....	3 90
Laurel, 1/8s.....	3 80
Entire Wheat Flour.	
William Callam & Sons quote as follows, delivered in Grand Rapids:	
Wood.....	4 00
55 lb. cotton sacks.....	4 00
1-lbs.....	3 85
1/2s.....	3 75

## Meal.

Bolted.....	1 75
Granulated.....	2 00

## Feed and Millstuffs.

St. Car Feed, screened.....	13 50
No. 1 Corn and Oats.....	13 00
No. 2 Feed.....	12 00
Unbolted Corn Meal.....	12 50
Winter Wheat Bran.....	9 50
Winter Wheat Middlings.....	10 00
Screenings.....	9 00

## The O. E. Brown Mill Co. quotes as follows:

Corn.....	31 1/2
Less than car lots.....	34

## Oats.

Car lots.....	23
Less than car lots.....	25

## Hay.

No. 1 Timothy, ton lots.....	14 00
No. 1 Timothy carlots.....	13 00

## Fruits.

Oranges.	
Fancy Seedlings.....	
Medt. Sweets.....	4 25
150-175-200.....	4 00
Messinas 200s.....	5 00
Lemons.	
Strictly choice 300s.....	@ 3 50
Strictly choice 300s.....	@ 3 50
Fancy 300s.....	@ 4 00
Fancy 300s.....	@ 4 00
Extra 300s.....	@ 4 50

## 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, 10 lb.....	@ 10
Figs, Naturals 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, Sais, 60 lb cases.....	@ 4

## Oils.



### Leave Politics Alone.

From the Dry Goods Bulletin.

It is somewhat amusing and certainly entertaining to note the different views of many merchants as to the volume of business which they will do this spring and fall in comparison with that of other years. Call upon one merchant, and ask him what he expects to do this year, and he will tell you that he has no expectations whatever of selling as many goods as he usually does. Make a visit to his competitor across the way and ask him, and he will tell you that he not only expects to do a larger business than ever before, but is in fact doing it; that his sales are away ahead of any year's business. The reason for these strongly opposite declarations lies in the fact that one merchant thinks he can do a good business if he will but exert himself, and the other thinks there is no use trying. Because the one thinks he can do an ordinary amount of business, he does not throw into it that same energy and vim that he ordinarily does. This year, because of depression in business very generally felt, and because it is the presidential year, gives many merchants an opportunity to find excuse for not pushing their business with energy proportionate to that which they have expended in other years.

Any one who has cared to go to the trouble of making inquiries among the merchants will very quickly learn that they are not expecting in very many cases the volume of business they otherwise would were it not that they have heard some one say, "Times are somewhat slow." But whoever endeavors to learn regarding these facts will also come across merchants that are pushing their business with so much energy and vigor that they are doing even a larger business than they have ever done before. This brings us to the question as to why you should not try to be one of the merchants who are making efforts to realize a better business than they have any year since they started. The very fact that the majority of retailers are hardly expecting so much business as ordinarily makes the opportunity for the wide-awake retailer to accomplish so much larger things, inasmuch as competition will not be so severe. The merchant who will strictly confine himself to his business the next six months and leave rigidly alone the matter of politics will show at the end of the year a very large increase over other years' trade. This does not mean that a merchant should not interest himself somewhat in politics, inasmuch as every retailer should be intelligent regarding the political situation, but he should not only feel himself that the matter of politics is not so important as to detract his interest from his business, but should also make such strong effort to draw trade to his store that the public at large will also feel this way. It will pay you largely to use the inactivity of your fellow-merchants to attract trade to your store the coming six months, and the merchant who does it may be confident that the showing at the end of that time will be all that he could desire.

### Give the Clerks a Vacation.

From the Dry Goods Reporter.

Happily for all concerned, the idea of giving the clerks a vacation is growing in favor with merchants. Those who have been in trade two or three decades can recall the time when it was difficult for a clerk to obtain leave of absence even at his own expense. Now there are a great many firms who allow their clerks two weeks' vacation with one week's pay, while almost any firm, even if they will not pay salary while the clerk is away, will at least allow the clerk to go and lose his time.

There is not the least doubt that the summer vacation is a good thing for both clerk and employer. The clerk comes back from the summer outing benefited in health and spirits, and is able to do much better and more effective work throughout the year. That's

where the benefit to the employer comes in.

During the months of July and August it is sometimes necessary to reduce the force, and if clerks look upon their lay-off as an opportunity to take a vacation there is less liability that they will object to it.

Merchants are apt to underestimate the need for a vacation. They never received any when they were clerks, and felt very badly about it at the time. That's so long ago, however, that they have forgotten all except the fact that they never were allowed a summer outing.

Now they go and come as they will, and not having the close confinement that falls to the lot of their clerks, they do not realize how much these people need a vacation in order to keep them cheerful, healthy and happy, and make them faithful and valuable employees.

### The Most Popular Fabrics.

From the New York Dry Goods Chronicle.

Alpacas and mohair, plain and figured, begin to be in so great a demand that our manufacturers are barely able to supply the inquiry. Several of the figured alpacas have perforated stripes; they are quite handsome, not at all dear, and lie double breadth.

Serges are beginning to assume again their preferred places in the public estimation. In blue and black they are again of the most fashionable material for costumes for yachting, rowing, and traveling, and are also preferred to other stuffs for children's dresses. When woven with a double warp and filling of strongest wool, they are superior for their durability and fast color. At the present time, when the dressmakers' charges are generally much higher than the cost of the fabric, it is advisable to buy the strongest material.

These are all indications that cashmere will be taken up again. As is known, this material disappeared on the advent of the stiffened skirts. The leading Paris bazaars are at present showing models of gracefully falling, non-stiffened skirts, and as the finest cashmeres can be draped better than any other dress material, the expectation expressed appears to be well founded. Ottoman cashmere is ribbed like serge; it is blue and black. There were women who clung to the weave in spite of its unpopularity.

Cheap black grenadines, without any silk or perforations, so as to dispense with silk underdresses, are shown for summer garments. They are of a quite decent appearance—so long as they are not placed alongside of finer fabrics. Gray brooches of excellent texture and finish are intended for those who like this shade, either for half mourning or for some other reason. Some of these fabrics have white and black effects, while others have a small black flower pattern upon a gray ground.

### The Dry Goods Market.

Prints are a trifle firmer in price, except indigos, which declined to 4c net. Wash ginghams remain unchanged.

Dimity is as popular a seller as ever; qualities job at 5c, 6c, 6½c, 7½c, 9c and 10c. Shirting prints in staples are scarce, as nearly all the mills have ceased operations for awhile.

Yarns and underwear are being shown for fall trade at prices a little lower than last season.

Thirty-six, 45 and 50 inch sacking are shown in new coloring and mixtures.

### Seasonable Goods at Hard Times Prices.

200 yard bundles White Star percales, 36 inch goods, regular price 10½c, dark work, 8½c in 3 to 8 yard pieces.

Two cases more of Everett Classics, shorts, 10 yard pieces, 100 yard bundles, at 4¾c.

No. 26 and 140 misses' black hose we have again received.

Dimities, printed, all new work, at 5c, 6½c, 7½c, 8c and 10c.

P. STEKETEE & SONS.

## IF INTERESTED IN CAPS

... write to ...

## Detroit Cap Mfg. Co.,

Originator of Novelties,

210 Jefferson Ave.,

DETROIT, MICH.

Our fall and winter line, which comprises 500 styles in Mens, Boys, Ladies and Children's goods, now ready for inspection.

## SUMMER GOODS

We keep a large stock of Dimities, Lawns, India Linen, Nainsook, Black checked and striped Organdy, Percales and Challies.

Fans, Straw Hats, Hammocks, Silk Gloves and Mitts, Summer Hose and Underwear, Corsets, Neckwear, Parasols, Laces and Ribbons.

Give us a call.

## P. STEKETEE & SONS,

ESTABLISHED 1862.

## HAMMOCKS

\$7.00 to \$42.00 per dozen.

## Voigt, Herpolsheimer & Co.,

Wholesale Dry Goods

Grand Rapids, Mich.

Trimmed Canton Sailors, for children, in all colors, price \$1.50 per dozen.

Untrimmed Yak Sailors for ladies and misses, price \$1.25 for colors, \$1.50 for white.

We are offering a good cloth Tam O'Shanter in all colors at \$2.50 per dozen.

Send for sample order.

## CORL, KNOTT & CO.

Importers and Jobbers of Millinery

20-22 N. Division St.,

Grand Rapids.



### How One Druggist Has Solved the Cut Price Problem.

South Haven, June 1—I have been putting up my own preparations for two years, having been forced thereto by a general merchant in our town who kept the principal patents and sold them at a mere fraction above cost. I could not successfully compete, and I found my profits going. What was to be done? Things were getting desperate. I wrote the wholesale drug-dealers and the manufacturers. The former, to my satisfaction, did all they could to cut off the cutters' supplies, but the manufacturers, with few exceptions, gave me little or no satisfaction.

I made up my mind to act in another direction. Looking up some of my best and tried formulas, I got up a sarsaparilla; made it of the best material I could obtain, and commenced advertising it locally. The result of two years' sale has convinced me that I took the right track. I sell three bottles of my own to one of Hood's, and my customers call for it. Instead of buying from three to five gross of Hood's yearly, I do not now buy one.

Here is an instance where the druggist is ahead of the cutter. I can sell my sarsaparilla for 50 cents a bottle, "100 doses for 50 cents," if I have to, and make a good profit but I get more than this. Any thorough druggist can do the same. This is only one illustration. I make other preparations, with the same result.

Now, then, suppose one hundred druggists should do the same: what would be the result? Would the manufacturers wear the what-are-you-going-to-do-about-it expression that it is so easy for them to assume at present? I think not, because if one hundred druggists begin to take this course at once, 1,000 would soon follow suit, and the big manufacturer would begin to see his profits going. The result would be that he would come to terms, or we could drive him out of business. We built him up, pushed his goods, distributed his circulars, and many of us are still doing it—placing in his hands the means for our own undoing. How much longer will the druggists of Michigan do it?

To my mind, there has been too much theorizing in the matter of protecting the pharmacist. I read article after article written, I should judge, by men who have not been practical pharmacists on their own account; or if they were, their lines were cast in places far different from the average.

Every pharmaceutical journal devotes large space in its columns to scientific pharmacy. This is all right, but where is our bread and butter coming from? The prescription business has been taken from us, not because of any ill-will borne us by physicians as a class, but on account of purely financial reasons and no other! Look at the physicians' supply houses all over the country. The large cities are full of them, and the smaller ones are getting that way.

The physician is not insensible to the fact that he can do pretty well putting up his own prescriptions, place a pretty penny in his pocket, and still not seriously injure the ethics of his profession. He likes bread and butter as well as we do. And now that he can obtain his supplies as cheaply as we can buy them, why should he not? He can run a small drug store and not be compelled to take out a license or put up bonds or fulfill other little conditions that come under this head.

Well, what can we do about it? A writer in one journal says: "Take the physician into your confidence." I should like to know in what way. If financially, how? I see no way to "confidence" him out of any business: he is not dependent upon us in any way. The supply house has settled that point beyond the possibility of doubt. To my mind, the prescription business has gone, or is going, and can never be regained. But we can do this much: we can organize a Druggists' Co-operative Supply House. Let every druggist take one share, no more; confine it to this State; distribute supplies to the physician through the druggists of each

village or city, doing away with traveling salesmen, saving physicians freight and loss of time; and thereby drive the pirates out of the field.

Our products should be first-class. We could thus build up a trade of benefit to us as a class in a trade way, and at the same time make the physician dependent upon us for his supplies. In this manner we could make prices that no house sending out traveling agents could successfully meet.

This is a brief outline, but I am satisfied it could be accomplished and made a good investment. I am no novice in the retail drug business—have been in it twenty years—and I voice the sentiments of hundreds of retail pharmacists. I am convinced that no argument but a financial one can avail us, as a class.

S. VAN OSTRAND.

### Governmental Scrutiny of Drugs.

From the Washington Star.

From one place and another, word comes occasionally that the country is being overwhelmed with drugs. This is the heyday of "patent medicines," and the shelves of the druggist are filled with an entirely different class of stock from that which he carried a few years ago. Not only the druggist, but the physician, is complaining that there is too much self-doctoring. The cheap processes of manufacture have enabled chemists to flood the market with nostrums, specifics, and cure-alls, that are intended to supplant the regular practitioner of medicine and to enable the poor patient to remedy his own ills. It is to be feared that the danger of this new era in materia medica overbalances the good that comes from the ease with which common remedies may be obtained by the poorer people. It is a fundamental fact in medicine that the personal element is in reality the strongest factor in disease, and that constitutional differences usually explain the reasons for a cure in one case and a failure in another while the diseases are practically of the same nature. These constitutional differences cannot be manifest to any but the intellects that are trained to detect them. It is therefore dangerous for the amateur physician to prescribe, especially as there is little care exercised, comparatively speaking, in the preparation of the alluring wrappers and descriptive instructions that accompany the nostrums that are within such easy reach. There is probably great virtue in many of the specific remedies that are placed on the market, and doubtless much good is wrought by their use, but unquestionably the public health would be safer if there could be some national supervision over the preparation of these specifics and of the literary matter that accompanies them to the hands of the consumer. There is such a governmental scrutiny over the chemistry of drugs and remedies in Germany, and the system has been productive of the best results. The plan to be followed will not be complicated nor severe on the largest of the drug-producing manufacturers, who would doubtless welcome the change from the present system of indiscriminate advertisement. A national commission or board attached to one of the executive departments here at Washington should be given authority to make chemical analysis of all "patent" products, and to stamp them with their approval or disapproval. Secret processes and formulas would of course be protected, of necessity, but a system of indorsement could easily be devised to enable the Government to characterize in an official and unmistakable manner the exact value of the commodity. The manufacture and sale of remedial agents without the official approval should be punished. The hardship of such a system would fall upon the fakirs, the manufacturers of dangerous goods, and the producers of cheap and worthless imitations of staple articles. While there might be some objection to interfering with the prerogative of the people to dose themselves by restricting the output of dangerous remedies, the ultimate effect of such legislation would undoubtedly be beneficial.

An ingenious machine for scrubbing floors is in use in England, which is something like a lawn mower. It runs upon four wheels, and above the two front wheels is a tank which contains clean water, which may, of course, be heated, if desired. The water is supplied to rotary brushes at the bottom of the machine, and these, rotating in an opposite direction to the motion of the machine itself, scrub the floor. At the back of these brushes and over the two back wheels is another tank in which the dirt and water is carried. The wiping apparatus consists of an endless band of absorbent material made espe-

cially for the purpose. The band is pressed upon the floor by rotary brushes, so that the cloth accommodates itself to the inequalities of the floor. The cloth is rinsed out mechanically as it leaves the floor and passes through the tank at the back. It is not necessary to sweep the floor before scrubbing.

A young colored fellow stepped into a Monroe street drug store a few days ago and asked for a piece of flesh-colored court plaster. He was not in the least disconcerted, but laughed heartily when on opening the package he found that the clerk had inadvertently given him a strip of black plaster.

## WARNER'S OAKLAND COUNTY CHEESE

Is always reliable and superior. Write for quotations on New Made Grass Cheese.

FRED M. WARNER, Manufacturer,

FARMINGTON, MICH.

## 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.

## 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 2-80 invoices..... \$2 00

TRADESMAN COMPANY  
GRAND RAPIDS.

## 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.



## THREE GREAT CATASTROPHIES.

The great disaster at St. Louis, with its loss of more than 400 lives and destruction of more than twenty millions of dollars' worth of property, recalls to mind the terrible catastrophes which have earned a memorable place in history within the past few years. The wholesale destruction of life through great upheavals of natural forces are numerous enough; but, fortunately, the United States has not furnished an unusual share of these events.

The greatest catastrophe which ever occurred in this country from natural forces was the destruction of the little city of Johnstown, Pa., on May 31, 1889. The town, which was built in a narrow valley, was suddenly submerged by the waters of a mountain lake, which were poured into the valley by the bursting of a dam. The flood completely destroyed the town and the surrounding villages, and more than 3,000 persons were lost in the rushing waters. So frightful was this calamity that it appealed to the sympathies of people all over the world, resulting in contributions of assistance aggregating many millions of dollars.

On the morning of Oct. 1, 1893, the Gulf coast of Louisiana was visited by a terrible tropical hurricane, accompanied by a tidal wave. A number of fishing villages were swept away, and but few of the unfortunate inhabitants escaped, the total loss of life reaching above 2,000. This calamity had been preceded only by a month by a similar occurrence along the South Carolina coast, in which fully a thousand persons perished.

In comparison with such occurrences, the St. Louis disaster dwindles considerably in importance, although the loss to property was no doubt greater than even in the Johnstown occurrence. In the presence of calamities like these humanity stands aghast. The bloodiest battle-field is not nearly so appalling as these spectacles of ruined homes and indiscriminate slaughter of men, women and children.

## MARKET MATTERS.

The settlement of the market site question and the decision that there is to be a market seem to have exhausted the energies of the city government in that direction and it is taking a long rest. In the meantime, the public is becoming somewhat anxious as to the prospects of some use of the new grounds this season. To the casual observer there is no conceivable reason why the work should not be in progress. No more favorable time will ever be found for its prosecution.

Some weeks ago, a resolution was introduced into the council providing for a committee on market. This was laid over pending the report of the Committee on Rules; but, since this committee made its report, the other matter seems to have been forgotten, notwithstanding the reminders that have occurred in the contretemps there has been in the sale of the bonds.

Perhaps no more ridiculous illustration of the lack of business method and thoroughness in the transaction of municipal affairs could occur than that of the refusal of bidders to take the bonds. That the universal rule of requiring a deposit with such bids should have been disregarded is certainly a matter of astonishment. Even the bidders seem to have been at a loss as to whether the city was in earnest in the matter and, in bidding, used no partic-

ular care, as they knew they could back out of the deal if they chose to do so. It is not creditable to the city to have the bonds refused at the bids which had been made until the price should come down to a figure at which the bidders might choose to take them.

## The Grain Market.

Wheat has been on the downward grade during the past week. The longs were entirely discouraged and a large amount of wheat was thrown on the market on stop loss orders. The market broke badly, declining about 4c on futures and 4½¢ on cash. The Northwestern receipts were phenomenally large, as 659 cars of wheat were received in Minneapolis and 159 cars in Duluth in one day—a total of 818 cars, against 405 cars the same date last year—quite a difference. The exports were better than last week, 2,064,000 bushels, or about 400,000 bushels less than the corresponding week last year. The visible is now 50,300,000 bushels, against 52,220,000 bushels the corresponding time last year. The visible decreased only 958,000 bushels, against about double that amount last year, but this ends the bear argument. All other statistics point toward stronger markets and higher prices. The reports regarding the growing crop are not what they should be. While in some sections the reports show the growing crop is improving, in others they show that it is going backward. The foreign news is not as good as it might be, owing to the drought and the hot weather in France and other exporting countries.

Coarse grains, also, show a lack of strength. Owing to the fine weather and large receipts, corn dropped off 1½¢ and about 1c for cash, while futures dropped a trifle below.

The receipts during the week were about the same as for some time past—rather small—begin only 33 cars of wheat, 2 cars of corn and 4 cars of oats. For the month of May the receipts were 141 cars of wheat, 23 cars of corn and 18 cars of oats. This is only a little more than was received in this market in one week during the month of May. The mills are paying 60c for wheat and are running full time.

C. G. A. VOIGT.

Soon after the formation of the Joint Traffic Association, at the beginning of the year, a suit was commenced in the United States Circuit Court at New York to determine the legality of that organization. This action has been watched with considerable interest, as many of the questions involved as to the status of monopolies were new. On this account the decision of Judge Wheeler, dismissing the suit, is of importance. After stating that the suit had been brought properly within the act of 1890 against unlawful restraints and monopolies, and that such an organization of railroads, on account of its power to restrain trade or commerce between the states, comes within the provisions of the act, the Court held that the joint traffic contract did not provide for lessening the number of carriers or their facilities, nor for raising their rates, except by its terms not contrary to law, which of course could not be claimed as unreasonable, as the interstate commerce law provides that rates must not be unreasonable. The acts of the association dispensing with soliciting agents cannot be considered illegal as the soliciting of custom is no part of the duty of common carriers. As to the question of pooling, it was held that the making of a just and proportional rate for each carrier, or a just and proportional division of traffic among carriers, did not constitute pooling of their traffic or freights or a division of the net proceeds of their earnings.

## WANTS COLUMN.

## BUSINESS CHANCES.

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.

**FOR SALE—DRUG STOCK AND FIXTURES.** Invoicing about \$2,000. Can be bought at a bargain. Surrounded by best farming country in Michigan. Best of reasons for selling. Address No. 36, care Michigan Tradesman. 36

**WANTED—TO EXCHANGE A NEW SEVEN** room house and lot in Grand Rapids in first-class shape, with fine plastered cellar, price, \$1,500, for stock shoes. Will pay a small cash difference. Address box 87, Bowling Green, Ohio. 37

**TO EXCHANGE—A GOOD LIVERY STOCK** and barn in one of the best towns of Northern Michigan for a stock of goods. Address No. 40, care Michigan Tradesman. 40

**NOTICE TO DRUGGISTS—I HAVE FOR** sale a good stock of drugs, paints, etc., usually found in a first-class drug store; good location. For particulars, address L. B. Lull, Sparta, Mich. 33

**FOR SALE—STAPLE AND FANCY GROCERY** stock, invoicing about \$1,400, located in live Southern Michigan town of 1,200 inhabitants; good trade, nearly all cash. Reasons for selling, other business. Address No. 907, care Michigan Tradesman. 907

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

## MISCELLANEOUS.

**FOR RENT—BRICK BUILDING IN NEW-** berry, Mich. Best location in the village. Specially adapted for drug trade. J. A. Shattuck, Newberry, Mich. 41

**WANTED—TO HEAR FROM SHIPPERS OF** seasonable produce and fruits. W. C. Robb & Co., 82 West Woodbridge St., Detroit. 30

**BUTTER, EGGS, POULTRY AND VEAL** Shippers should write Cogle Brothers, 178 South Water Street, Chicago, for daily market reports. 26

**WANTED—POSITION AS TRAVELING** salesman, house salesman, clerk or office man by married man thoroughly acquainted with the grocery and general merchandise business. Best of references. Salary not so much an object as permanent position. Address No. 22, care Michigan Tradesman. 22

**WANTED—BUTTER, EGGS, POULTRY, PO-** tatoes, onions, apples, cabbages, etc. Correspondence solicited. Watkins, Axe & Co., 84-86 South Division St., Grand Rapids. 23

**WANTED, BY APRIL 1—A LINE OF GOODS** for Lower Michigan or Upper Peninsula; last six years in Upper Peninsula; the highest reference to character and ability. Address No. 970, care Michigan Tradesman. 970

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

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

## To Tell the Age of Eggs.

A. R. Frisenberg, of Dixon, Ill., has communicated the following method for determining the age of eggs. The method is based upon the decrease in the density of eggs as they grow old:

Dissolve two ounces of salt in a pint of water and when a fresh laid egg is placed in the solution it will immediately sink to the bottom of the vessel. An egg twenty-four hours old will sink below the surface of the water, but not to the bottom of the vessel. An egg three days old will swim in the liquid and when more than three days old will float on the surface. The older the egg the more will it project above the surface, an egg two weeks old floating on the surface with but very little of the shell beneath the water.

The Youth's Companion tells a story of the difficulties of obtaining juries in the olden days of New York. A case of considerable importance had been adjourned from day to day on account of the mysterious disappearance every morning of some of the twelve men who had been drawn and sworn on the jury. The judge expressed his anger furiously and finally the sheriff grew equal to the occasion. The following morning he came bursting into the courtroom his face flushed with victory. "It's all right now your honor, we can try the case by noon to day sure. It's only 10 o'clock, and I've got 11 men locked in my barn, and we're after the twelfth with the dogs, your honor."

Ure Unkle is at Bushman's.

## THE MICHIGAN TRADESMAN.

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## DEPARTMENT STORES.

It is very generally conceded that the department store has come to stay; and if it is a fact that this system of retail distribution is the most economical, that the goods can be sold at lower prices and still yield a fair profit, it is useless to contend against it—it ought to stay. After development in the great cities, these establishments are already so far beyond the experimental stage as to demonstrate their great profit and their permanency.

But there are features of the department store system, as carried on in most localities, which make it properly the subject of severe criticism and reproach. This is, especially, the case in the methods of advertising and schemes to catch the popular attention. It is a matter of observation that these stores do not least luxuriate in localities where there is the largest proportion of a comparatively ignorant element to which to build up trade. The regular dealers in special lines, located within the influence of this competition, are subjected to constant annoyance and anxiety, not so much on account of the ability of such stores to undersell on the average of their goods as on account of the reprehensible means used to gain the interest and custom of the ignorant classes by selecting standard lines as leaders and selling these goods so low as to demoralize the trade in such lines. To illustrate: Such a store in this city is now displaying lots of prices on watch repairing at one-half the rates charged at any of the large number of reputable jewelry stores in the immediate neighborhood. Of course, the class of custom obtained in this way is vastly different from most of that of the regular stores, but the influence of such quotations is demoralizing to trade and exasperating to dealers. As an illustration of the extent to which such methods are carried, the "Pair" one of the largest and most successful of the department stores in Chicago, recently advertised its "anniversary" by selling many lines of goods so far below cost that they were estimated that its losses—or what it was away—that day amounted to more than \$5,000. Among the schemes advertised was an offer to give \$5 gold piece to \$4.75. Files of people, extending many distances, patiently waited their turn to thus obtain something for nothing. It is easy to imagine the class of people represented in such a line.

But this sort of bait is not frequently employed. These schemes of trade serve their purpose better by selecting such lines as will make as apparent as possible a disparity of well-known or easily-compared prices in their favor, as against the best known dealers. Such methods are peculiarly adapted to the department store plan, as the loss sustained on these leaders cuts but a small figure and is easily made up.

How shall such competition be met? The problem is not easy of solution. From the fact that such courses can only prosper where there is sufficient of the more ignorant to be caught by their methods we may conclude that the spread of intelligence will be a remedy, but, unfortunately, that is very slow in operation. There is one thing the sufferers should bear in mind, however, the situation can never be improved by attempting to meet the competition with similar tactics. A steady persistence in correct business methods will, eventually, out-ride such interference, although they

may be exasperating and discouraging while they last. Of course, THE TRADESMAN would not wish to be understood as asserting that such methods are characteristic of all department stores. There are many such operating successfully on as correct business methods as any, and if all were like them there would not be nearly so much said about the serious character of department store competition.

## NECESSITY OF FORTIFICATIONS.

The recent complications which have arisen because of British action in Nicaragua and Venezuela have turned the attention of the military authorities abroad to the condition of the country's defenses. It is generally admitted that, in the event of a sudden outbreak of hostilities, none of the ports of the country could be properly defended, except New York. Some show of preparation for defense has been made in the harbor of New York; but, in the case of other ports, not a single modern battery exists, and the old forts have been permitted to fall into decay, until at the present time not one of the guns mounted in them is serviceable, nor are there accommodations for troops to garrison them.

It is realized that it would be impossible to remodel the defenses and construct modern fortifications at the leading ports at short notice, but, while making all the haste possible in securing modern forts, the War Department has reached the conclusion that it would be unwise to repair the old fortifications. The old forts, if put in repair, would acquire some protection, and many old forts have been made ready for modern armaments with little remodeling.

The lack of foresight exhibited in allowing the old forts to decay and become worthless, while they could have been maintained in serviceable condition at small cost, is extraordinary. It proves in what a fool's place the statesmen at Washington have been sitting. This neglect cannot be too strongly reprimanded, and, although the proposed modern fortifications should be actively pushed, steps should also be taken, as soon as an appropriation can be secured, to restore such of the old forts as can be repaired.

In the late Russian loan was negotiated in Paris and London last winter, Rothschilds explained to their countrymen that they had abandoned their support of Russia, as they had received satisfactory assurances from the czar that the persecution of Hebrews should cease in his dominions. In spite of this a ministerial edict has just been published ordering a more rigorous enforcement of the stringent laws of 1882 against the Jews, and forbidding them from visiting any of the health resorts in the Caucasus and the Crimea.

The announcement of the municipal council of New York City gives Chicago the opportunity to claim first place in population. New York, however, is lost in denial of the correctness of the count and claims still to be ahead of Chicago. This claim will not be possible very long.

It is reported that saildries are very scarce this year on the coast of France, Spain and Portugal and the catch very small. The American minnow is all right, though.

## A "Spade's a Spade"

The World over. We call 'em "Spades."

Speaking with a dealer the other day, he asked us, "How can you do better by us than other houses?" Simplest reason in the world—

**WE KNOW HOW!**

Why are some men better Doctors

than others? Some better Lawyers?

Why does Mr. Snow publish a better trade paper than any other in Michigan?

Simply because "he knows how."

That's all there is to it, and anyone who "knows how" knows a good thing when they see it.

## Here's a "Good Thing!"

Norton Rolled Oats, 18-Je. \$2.85 36-Je. 2.75

Perfect in Quality. Attractive in Appearance. Reasonable in Price. In fact, an all-around "Winner." Include a case in your next order.

**Olney & Judson Grocer Co.**

"Ceresota"

"GOOD THING—PURE IT ALONE."